



## **Brian Esher**

### **CEO, Founder**

Mr. Esher, chairman and founder of STORM Consulting, LLC has an extensive operational background in tackling difficult situations as CEO and turning them into superior returns for investors. The unusual aspect of Mr. Esher's career, spanning more than 40 years, is that he has accomplished these successes numerous times under different situations, with large and smaller companies both public and private, and in a wide variety of service industries. This has included both high-tech and traditional businesses engaged in B2B, manufacturing, distribution and services. He has been the CEO/COO of more than ten companies, two of which were public.

Mr. Esher has international operations experience with companies in excess of a billion dollars, with more than 5,000 employees, located in thirty countries and as many as 30 subsidiary companies reporting to him.

Since founding STORM in 1997, Mr. Esher has taken over the management of four companies as interim CEO inserting permanent management after placing the business on a profitable path. He has assumed the role of acting board member and Chief Executive Officer for several companies both public and private, and has been engaged as a senior advisor in numerous other management situations. He has also acted as a Chief Restructuring Officer and/or Transition Officer for several large companies.

Mr. Esher served as one of three Chief Restructuring Officers for Delphi Corporation upon its emergence from Chapter 11 in 2009-2011. He was a key player in restructuring Delphi prior to its emergence and during its first few years as a new company. At the time it entered bankruptcy, Delphi was the largest company in the USA to go through corporate restructuring. Today, Delphi is once again a public fortune 500 company performing in the top tier of its peer group.

Mr. Esher also served as Vice Chairman of FMK Corporation 2007-2012, CEO of FiberMark, Inc. from 2006-2007. Prior to this, he was chairman and CEO of Ace Products Inc. and operating chairman of the board for Coe Manufacturing Co. and Coe Newnes-McGehee, both of which he ran as CEO. He was chairman and CEO of Coe Manufacturing from 2002-2003 and of Coe Newnes-McGehee from 2002-2004.

Prior to founding STORM, Mr. Esher served from 1991-1996 as the chairman and CEO of MLX Corporation, a public company engaged in high technology industrial manufacturing. A troubled company when Mr. Esher became CEO, by 1994 MLX was the #1 public company in the state of Georgia for return on equity (88.2%). During this time Mr. Esher also led the buy-out of some 25 separate companies from MLX in 1992. These companies were soon formed into a private independent distribution company, Pameco Corp., with over 300 locations. He served as Pameco



Chairman and CEO from 1992-1996. Shortly thereafter in 1997, Pameco was taken public yielding its investors \$14 per share with a basis of \$0.20 or approximately 234% CGR.

During the period of 1990-1991 Mr. Esher served as the chairman and CEO of ECG Inc., a publicly traded environmental holding company with five operating subsidiaries. Prior to ECG, he was Executive Vice President of A.B. Dick from 1988-1989. As the senior operating officer, he was tasked with merging two companies, A.B. Dick and ITEK Graphix that previously were competitors, each with distinct cultures and more than 5,000 employees total in 30 countries worldwide. As a principal of Itek Graphix, Mr. Esher was part of the management led buyout of this firm from Litton Industries in 1986. ITEK was one of the most successful management buyouts of the period.

Mr. Esher was an executive with Burroughs (now Unisys) Corporation from 1980-1985. There he held a variety of senior management positions including Vice President – the youngest in the almost 100-year history of the company. At Burroughs he was often called upon to turnaround troubled operations and to assimilate acquisitions. He likewise led the restructuring of a quarter of Burroughs' business into the BFD Aftermarket Supply Group which was later divested to raise capital to Acquire Sperry Univac and emerged as Unisys Corporation.

Mr. Esher was also a founding principal of one of the first mini-computer companies, Transaction Management Inc., where he served as Vice President of Sales and Marketing from 1977-1980. He also held a number of sales, marketing and managerial assignments with AT&T, Litton Industries and Mobile Oil Corporation.

Prior to his business career, Mr. Esher served with the U.S. Army 1967-1969 and in Vietnam as an infantry soldier from 1968-69. He then moved on to graduate Magna Cum Laude with a BS in Business Management from Fairleigh Dickinson University in 1971. In 1975 he graduated Summa Cum Laude with a Master's Degree in Business Administration, also from FDU.