

February 12, 2012

138 Hurd Park Road
East Hampton, CT 06424

J.Morrissey
289 Broad Street
Windsor, CT 06095

Re: Expression of interest
Managing Director - Strategic planning

To Whom It May Concern,

I am writing to express interest in J.Morrissey's advertised Managing Director - Strategic Planning position. Based on the position description, my experience managing programs, developing strategic plans, and influencing the direction of an organization can certainly provide value to your client. Information on my professional experience is provided below, along with an attached resume.

I presently serve as Regulatory Director at Infiltrator Systems Inc. (Infiltrator), an Old Saybrook, Connecticut-based manufacturer of plastic products for the onsite wastewater treatment industry. I lead the company's programs that bring technological innovations to market in a government-regulated environment. I act as a change agent in the marketplace, altering the "rules of the game" to open regulators' minds and correspondingly, regulations and policy to Infiltrator's technological innovations.

A representative example where strategic planning and effective plan implementation successfully altered the business environment is the complex program I developed and led over the past two years. The goal was to modify two industry standards and numerous state-level regulatory policies to gain widespread acceptance of a new manufacturing technology. Within 18 months of launching this program, I successfully modified the targeted industry standards, gained product certifications required in the United States and Canada, and established regulatory approvals that opened markets in 46 states and 9 Canadian provinces. Opening North American markets for this new product is forecast to add \$10 million in 2012 revenue (with overall company revenue of \$150 million), with 2012 sales currently ahead of plan. Without this program having been executed successfully, no viable market existed for the product design, because it could not have gained necessary regulatory approvals that would allow for its use.

Beyond formulating and implementing large-scale regulatory transformation programs, I work closely with state government agencies, legislative bodies, and standards-writing organizations to drive regulatory framework changes intended to improve the market position of company products. For example, I am currently working on rulemaking processes in 16 states and 3 Canadian provinces, and am active on industry standards development groups at NSF International and the Canadian Standards Association. In addition to the above activities, I also manage the department, external lobbyists, outside counsel, and budget, while traveling within the United States and Canada approximately 30% of the time.

During the time I have worked at Infiltrator, I have taken a leadership role in developing and implementing 8 successful strategic initiatives that brought new products to market and changed the business environment. In 2008, I opened regulated markets for the company's revolutionary first-generation tank design, generating \$5 million in new revenue. The next year, I lead a regulatory program that added \$10 million in revenue, increasing product profitability by 20%, and starting a national conversion in how industry uses a specific class of products. I am currently creating and modifying four industry standards to strategically change the marketplace, opening new or protecting existing markets valued at over \$70 million.

I have found that one of the keys to success in this position is being an effective communicator, both internally and externally. This includes various combinations of meeting face-to-face with stakeholders, expressing positions at public meetings and other forums, preparing detailed technical documents, engaging lobbyists and outside counsel, coordinating grassroots letter-writing campaigns, and preparing and submitting public comments that may either support or oppose proposed government actions. I advise the company's officers on rule and policy issues, product market position, and product development on a continuous basis, providing operational and planning recommendations to support corporate decision making.

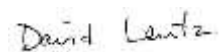
Prior to my current position in the manufacturing sector, I spent 13 years in the consulting engineering industry, delivering professional services to Fortune 500 companies. This experience allowed me to develop a behind-the-scenes understanding for the manner in which large, publicly traded companies operate. I was primarily involved in developing strategies for clients to manage environmental liabilities in a manner that balanced cost, liability, and operational considerations. In doing so, I led teams of engineers and scientists that developed environmental solutions that would be acceptable to government regulators. This work involved preparing reports, studies, designs, contract packages, economic analyses, and included a tremendous amount of technical writing and numerical analysis. I also assisted in preparing financial liability cost projections for SEC reporting and reserves.

In summary, I am confident that my skills and past experience provide the tools necessary to contribute in the position described in your advertisement. My combination of diverse and relevant experience, work ethic, ability to rapidly learn a new role, persuasion and negotiation skills, drive to succeed, and proven ability to lead at the program level make me confident in my ability to deliver key contributions. I would like to bring my positive attitude to your client's organization to assist in achieving its objectives.

I reside in the greater Middletown, Connecticut area, and am willing to commute to Southern Connecticut. If your client were to offer this position, depending upon the location of the position, I would consider relocating within Connecticut (my wife's and my families both reside in state) to improve the commute situation. Based upon current compensation level, my base salary requirements are negotiable within the \$155,000 to \$170,000 salary range, contingent upon the scope of the benefit package and the actual requirements and location of the job.

Thank you for taking the time to review the information provided. I can be reached at 860-575-8099 or drivardlantz@gmail.com if you would like to discuss how I could help meet your client's needs.

Sincerely,



David Rivard-Lentz

Attachment: Resume

SENIOR PROGRAM MANAGER AND GOVERNMENT AFFAIRS LEADER

Program Leadership | Communications | Public Policy | Regulatory Affairs | Engineering

Executive Summary

Experienced program leader with strong team-building skills, a talent for meeting objectives on time and within budget, and the versatility to work effectively on inter-disciplinary teams and with minimal oversight.

Politically savvy manager experienced changing the “rules of the game” to alter a business environment through regulatory, policy, and standards reform.

Influential communicator skilled at building and maintaining the trust of others and comfortable lobbying a target audience to support or oppose a position or cause.

Consensus builder proficient at analyzing information, developing strategies, advising on critical operational issues, and executing a solution.

Government affairs professional offering significant and progressive experience in regulatory affairs, public policy, external communications, and business advising, with a proven record of success.

Experienced engineer with a strong technical and scientific background, providing in-depth knowledge of industrial concepts and system manufacture, performance, operation, and maintenance.

Versatile team player beginning career as business consultant and successfully transitioning to the cleantech manufacturing field as a government affairs program leader.

Program Management/Government Affairs Experience

Currently serve as Regulatory Director at Infiltrator Systems Inc., leading the company's Government Affairs Department. Infiltrator is an industry-leading manufacturer of recycled plastic products. With all product lines requiring regulatory approval, government affairs is one of Infiltrator's four core competencies.

Program Management/Government Affairs

- Plan and direct US and Canadian regulatory programs that grow new and protect existing sales.
- Achieve regulatory goals through rulemaking, standards development, and policy change.
- Negotiate with regulatory agencies to favorably modify industry regulations.
- Currently steering 16 state rulemaking processes toward favorable outcomes for company products.
- On 3 industry standards development groups at NSF International and the Canadian Standards Assoc.
- Opened regulated markets for a new tank product in 2008, generating \$5 million in new revenue.
- Led regulatory program that added \$10 million in 2009 revenue, increasing profitability by 20%.
- Currently creating and modifying 4 industry standards to strategically change the marketplace, opening new or protecting existing markets valued at over \$70 million.
- Led a new product regulatory program that will add \$10 million in revenue for 2012.

Communications

- Public liaison for company's business, rule, and policy interests in the US and Canada.
- Experienced presenter before regulatory agencies, public commissions, and advisory panels.
- Lead preparation of product technical support literature for print and web distribution.
- Developed and implemented launch programs for 8 new products in the US and Canada.
- Created a product education training program attended by >800 prospective customers in 4 years.
- Present at trade group seminars and conferences.
- Secured over 250 regulatory approvals valued at \$30 million through effective communication.

Program Management/Government Affairs Experience (continued)

Financial

- Responsible for the allocation of capital for regulatory efforts and research.
- Accountable for budgeting, cost controls, and staffing resources.

Teamwork and Resource Management

- Partner with sales, engineering, manufacturing, finance, and marketing teams to gain regulatory approvals, influence rules and policies that impact business, and develop products.
- Procure and manage outside lobbyists, attorneys, and consultants supporting regulatory programs.
- Successfully integrated government affairs departments and established combined companies' regulatory vision following acquisition of competitor.
- Manage product research programs through national testing and research centers.

Position History

- Infiltrator Systems Inc., Regulatory Director, 2009-present
- Infiltrator Systems Inc., Senior Engineer, 2004-2005 and 2007-2009

Technical/Engineering Consulting Experience

Initiated career in the consulting engineering field, working for national and global professional services organizations. Provided services to clients managing complex environmental liabilities. Held positions with progressive levels of responsibility, beginning as a staff engineer and advancing to client program leader.

- Served clients managing portfolios of hazardous waste sites under Superfund-type programs.
- Formulated and implemented business strategies for managing cost, civil, and regulatory liabilities.
- Consulted to numerous Fortune 500 companies.
- Led client teams consisting of engineers, scientists, and technicians.
- Directed the development of reports, studies, designs, contract packages, and economic analyses.
- Developed financial liability cost projections for clients' SEC reporting and reserves.
- Interfaced and negotiated with state and federal regulatory agencies overseeing cleanup programs.
- Managed annual project budgets exceeding \$2 million.

Consulting Industry Work History

- ARCADIS U.S./BBL, Senior Engineer/Associate, 2005-2007
- Jacques Whitford Company, Ltd., Supervising Engineer, 2002-2004
- GEI Consultants, Inc., Project Manager, 1998-2002
- BBL, Inc., Senior Project Engineer, 1994-1998

Professional Licensure

- Licensed professional engineer in Connecticut, Illinois, and New York
- National Council of Examiners for Engineering and Surveying – Council Record No. 23758

Education

- Master of Science, Civil Engineering, University of Connecticut
- Bachelor of Science, Civil Engineering, University of Connecticut