BILL H. BAILEY

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**QUALIFICATION SUMMARY**

More than 20 years of experience in building and operating business units that have surpassed revenue and earning objectives. Experience includes merger/acquisitions, P&L responsibility, government contracting, project management, budgeting/financial analysis and contract negotiations.

**PROFESSIONAL EXPERIENCE**

# Mergers and Acquisition

* Managed departments that identified, completed due diligence and the acquisition of over 95+ privately owned service companies within North America generating revenue of $450MM+.
* Performed or reviewed financial analysis which determined the purchase price of companies based on discounted cash flow (IRR), multiple of cash flow (EBITDA) or return on investment (ROI/ROE).
* Negotiated purchase price/terms and worked with accountants/lawyers to prepare letter of intents and closing document while completing due diligence review.
* Compiled operational information for the integration of an acquired business into either an existing operation or the start-up of a new location.

# P&L Management

* Controlled the operation of service companies which generated monthly revenue of $100K-2MM with both union and non-union workforces of 20-125
* Managed departments that led the operations, maintenance, sales and financial controls for service locations in the following states: Ohio. Illinois, Colorado, California and Virginia

# Government Contracting

* Reviewed government bids to determine the operating risk and required responses based on operating assumptions and financial returns for 1000 plus solid waste service bids throughout the North America market.
* Prepared, negotiated and closed a 10 year, $300MM service contract with the town of Hempstead, NY for the processing, transfer and disposal of over 800,000 tons of solid waste per year.

# Project Management

* Developed solid waste management facilities that required the coordination of land acquisition and project permitting (engineering/legal) while maintaining development budgets of up to $2MM.

**WORK EXPERIENCE**

**Idealease, Inc.**, Chicago, IL 2010 to Present

## Director Acquisitions

* Direct the acquisition of truck leasing and logistics companies across the North American market. Sourced/analyzed 6 leasing companies with $30MM of operating revenue which did not meet investment goals.

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#### WORK EXPERIENCE

**(Continued)**

**Penske Truck Leasing**, Reading, PA 2000 - 2009

## Senior Business Developer, M&A

* Responsibilities included the acquisition of truck leasing and logistics companies across the North American, European and Asian market. Part of team that completed the acquisition of 20 companies generating $1.0B of revenue and 10% EBIT. Sourced/reviewed over 120 logistics and leasing companies not meeting investment goals.

**Master Protection Corporation**, Santa Monica, CA 1998 - 2000

### Director, Mergers & Acquisitions

* Led the acquisition of fire protection service companies in 28 North American markets.

- Closed three acquisitions which added $2MM in annual revenue creating 1 new operating location.

**American Residential Services, Inc**. Houston, TX 1996 - 1998

## Manager, Mergers & Acquisitions

* Organized the identification and acquisition of residential HVAC, plumbing and electrical service companies throughout a 10-state region from Ohio to New England.

- Structured, negotiated and closed five acquisitions with annual revenue contribution of $25 million and development of 3 new operating locations in Maryland, Ohio and Virginia

**USA Waste Services**, Pittsburgh, PA 1991 - 1996

## Vice President, Mergers & Acquisitions

* Led a team responsible for acquisitions of landfill and collection companies. Completed 23 acquisitions that delivered $45 million in operating revenue for the Mid-Atlantic region.

- Established new operations in Virginia, Connecticut and Massachusetts.

**Addington Environmental, Inc**., Lexington, KY 1990 - 1991

## Vice President, Business Development and Operations

* Member of three person Senior Executive Team credited with the development of this new business venture. Directed all start-up operations and business development affairs. Held direct P&L responsibility.

- Built company from start-up to $2+ million in first year revenues through the acquisition of first profit center. Led acquisition of a Kentucky landfill and start-up of new operation in North Carolina.

**Browning - Ferris Industries, Inc**., Houston, TX, and Boston MA 1980 - 1990

**Vice President of Marketing**  1988 - 1990

**Regional Market Development Manager** 1985 - 1988

**Manager of Municipal Contracts** 1981 - 1984

**Marketing Representative** 1980 - 1981

* Promoted to increasingly responsible business development positions with the second largest solid waste management company in the U.S. ($3.5 billion in annual revenues). Directed acquisitions, landfill development projects and municipal contracts to complement core business and achieve/surpass revenue and profit objectives.

- Delivered annual revenue contributions exceeding $50 million.

- Prepared, negotiated and closed a 10-year contract valued at $300+ million in revenues.

# EDUCATION 1972 - 1977

Master of Agriculture - Concentration in Commodity Analysis

Bachelor of Science in Agriculture - Concentration in Business

Texas A&M University, College Station, TX