

## **Edward P. Richards, Jr.**

8366 Raleigh Pl., Concord Township, OH 44077 USA

Home +1(440)354-3377

Cell +1(440)336-2703

Email [therichards2@att.net](mailto:therichards2@att.net)

<http://www.linkedin.com/in/edwardprichardsjr>

<http://www.twitter.com/edwardprichards>

### **Professional Summary**

- Accomplished global business leader in management, strategy, business development and operations for Specialty Chemicals, Advanced Materials and Cleantech industries.
- High-profile executive successful at leveraging career experience to enhance organizational productivity and efficiency by effectively directing and supporting commercial, financial, technical and operations teams.
- Motivated leader adept at accelerating revenues and EBITDA growth.
- Experienced executive specializing in acquisitions, business development and strategic partnerships.
- Lived in Canada, UK and USA, with extensive business experience in North America, Europe, Asia, Commonwealth and former Soviet Union countries. Conducted business in 40+ countries during career.

### **Skills & Competences**

Visionary Leadership

Strategic & Tactical Planning

P&L Management

Business Development

Strategic Partnerships

Mergers & Acquisitions [M&A]

Entrepreneurship & Innovation

Private Equity & Venture Capital

Global Expertise

### **Work Experience**

**05/2012 to Current Vice President, Corporate Business Development**

***The Lubrizol Corporation – Wickliffe, OH, USA***

The Lubrizol Corporation, a Berkshire Hathaway company, is a \$7 billion technology-driven global company that combines complex specialty chemicals to optimize the quality, performance and value of customers' products while reducing their environmental impact. The company operates through three business segments, each with a strong portfolio of outstanding product lines. Lubrizol Additives offers additives for engine oils, driveline and other transportation-related fluids, and industrial lubricants, as well as additives for gasoline and diesel fuel. Lubrizol Advanced Materials is a leading producer of advanced specialty polymers, polymer-based additives and chemical additives used in everyday consumer, life science and industrial applications. Lubrizol Oilfield Solutions offers pipeline flow improver polymers and oilfield chemistries for drilling, cementing, stimulation, well production and completion.

#### **Accomplishments:**

- Personally delivered acquisitions valued at ~ \$2.4 billion in specialty chemicals and life sciences markets, with EBITDA margins ranging from 17- 40%.
- Developed the strategy for Lubrizol's entry into midstream and upstream energy activities, which led to the creation of a new, \$1 billion business platform.
- Delivered a "must have" foundation acquisition in the medical device space for creation of an advanced healthcare business.
- Established external innovation platform to augment R&D investments in support of new growth opportunities.
- Created a business development best-practices department leveraging online research tools, modeling, valuation, forecasting, visualization capabilities, and an on-boarding process for experiential training of staff.
- Cultivated relationships with investment banking, private equity, venture capital and strategic firms to create strong, proprietary deal flow and first look at M&A opportunities.

**03/2009- 05/2012 President & CEO**

***EPR Consulting Services, LLC – Cleveland, OH, USA***

EPR Consulting Services, LLC supports entrepreneurs, emerging technology firms and high growth, early-stage companies by creating strategic market and business plans, identifying strategic partners and financial investors, and assisting their progress in achieving significant goals thereby accelerating performance. The firm concentrates on Cleantech, Specialty Chemicals and Advanced Materials market sectors. The company also augments staff of venture development organizations, and assists venture capital and private equity firms with portfolio company performance and deal flow.

#### **Accomplishments:**

- Interim CEO & VP Business Development assignments at NxtGen Emission Controls – Vancouver, BC, Canada. NxtGen Emission Controls provides syngas technology for thermal management in retrofit and OEM diesel engine aftertreatment applications.
  - Recruited by Altira Group (additional investors- Yaletown Ventures & Cenovus Energy) to assess stalled business. Identified critical issues and determined time and financial requirements to take business to commercial launch and subsequent breakeven cash flow.
  - Recommended that investors not provide next round of financing; closed down effort.
- Interim CEO assignment at LiquidPiston, Inc. – Hartford, CT, USA. LiquidPiston, Inc. develops compact rotary internal combustion engines based on an innovative thermodynamic cycle, with increased efficiency over conventional engines.
  - Represented Adams Capital and Northwater Capital interests in their Series A investment.
  - Took company from "art to part" in 9 months - functioning prototype engine firing on multiple fuels.
  - Established professional engine testing laboratory with capabilities for further engine development.
  - Enabled Series B fundraising for next stage of business development; groomed founder's son to fill permanent CEO role.

**January 2006 - March 2009    CEO & Investor with Private Equity partner**  
***Engine Control Systems Limited – Markham, ON, Canada***

Engine Control Systems Limited is a leading environmental application engineering company and manufacturer of a full range of verified exhaust emissions control solutions. Globally, the company offers products for OEM, aftermarket and retrofit markets for the reduction of exhaust emissions from on-highway, non-road and stationary diesel and alternative fueled engines including propane and natural gas.

**Accomplishments:**

- Bought the company from The Lubrizol Corporation with private equity partners (CapitalWorks, LLC).
- Refocused the business on transportation markets in non-attainment ambient air quality areas where EPA retrofit funding enabled customers to adopt systems at lower costs.
- Achieved the 5-year business plan financials within the first 2 years of private ownership.
- Found strategic buyer and negotiated sale of the business, providing investors with a 4.5x return on invested capital.
- Assisted new owner with integration and transition to a larger facility.
- Identified reverse merger opportunity to gain NASDAQ listing.

**December 1995 - January 2006    Division President**  
***Engine Control Systems Limited (The Lubrizol Corporation) – Newmarket, ON, Canada***

**July 1991 - December 1995    Managing Director, Business Development-Europe**  
***Lubrizol Ltd. – Richmond-Upon-Thames, Surrey, UK***

**January 1990 - July 1991    Director, Commercial Development**  
***The Lubrizol Corporation – Wickliffe, OH, USA***

**June 1985 - January 1990    Business, Marketing & Sales Management positions**  
***The Lubrizol Corporation – Wickliffe, OH, USA***

**Education**

**Cleveland State University**

Bachelor of Science (B.S.), Chemistry, with American Chemical Society Certification

**Organizations**

**The Ralph and Luci Schey Sales Centre at Ohio University**

Professional Sales Advisory Board Member

**Mining Diesel Emissions Council**

Advisory Committee Member

**Catacel Corporation**

Non-executive Director; assisted sale to Johnson Matthey (07/2013- 12/2015)

**Professional Memberships**

Association for Corporate Growth; American Chemistry Council; American Chemical Society; ChemPharma; Ohio Venture Association; Société de Chimie Industrielle; Society of Automotive Engineers.

**Additional Honors & Awards**

**Patents granted:**

The Lubrizol Corporation – (2) patents related to novel chemical structures for ore flotation applications.

BP America – (2) patents for fluidized bed reactor design for SOHIO process of producing acrylonitrile via ammoxidation of propylene.

**Awards Earned:**

**British Airways "Face of Opportunity" Competition Award**

Socially responsible business leadership (April 2011)

**The Rice Alliance for Technology and Entrepreneurship - Rising Venture Award**

Awarded to LiquidPiston at the 8th Annual Energy & Clean Technology Venture Forum (September 2010)

**WBT Showcase Competition Award**

WBT early selection of LiquidPiston for most promising new venture (March 2010)