

CRAIG MARTON

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CHIEF EXECUTIVE OFFICER – BOARD MEMBER

TRANSFORMATIONAL LEADERSHIP | OPERATIONAL EXCELLENCE | ENTERPRISE VALUE MAXIMIZATION

Transformational CEO distinguished for driving cultural and operational changes, maximizing profitability, and increasing enterprise value. Expertise in lean enterprise and process improvement, delivering sustainable growth, organizational development, and successful turnarounds.

VALUE PROPOSITION

CEO specializing in private equity-backed turnarounds and enterprise value creation — consistently converting underperforming businesses into profitable, scalable platforms. Proven results include +50% revenue growth, +\$15M EBITDA improvement, and multiple successful exits through operational discipline, leadership upgrades, and commercial execution.

SIGNATURE ACHIEVEMENTS:

- ✓ Delivered **50+% revenue growth and \$15+M EBITDA improvement**, converting losses into **10+% ROS**
- ✓ Reduced operating costs by **\$6+M in 6 months** through lean transformation and process redesign
- ✓ Led multiple **PE-backed turnarounds and successful exits**, including **70+% debt reduction**
- ✓ Built scalable commercial and operational platforms across **industrial, manufacturing, service and technology sectors**

CORE FOCUS

Turnarounds & Value Creation | P&L Leadership | Revenue Growth & Commercial Execution
Operational Excellence (Lean / Six Sigma) | M&A & Exit Readiness
Leadership & Culture Transformation | Process Discipline & Scalability

EXECUTIVE EXPERIENCE

BCD VIDEO, LLC – VERNON HILLS, ILLINOIS | 2025 – PRESENT

Chief Executive Officer (CEO) & Board Member – Interim to Permanent

PE-backed video security and technology provider | Full P&L ownership

- **Stabilized operations and established scalable growth platform** by rebuilding core systems, processes, and execution discipline
- **Improved retention, accountability, and team performance** through leadership alignment and cultural expectations
- **Positioned company for exit**, aligning operational execution and financial performance with PE objectives

COLONY DISPLAY, LLC – BARTLETT, ILLINOIS | 2024 – 2025

Interim Chief Executive Officer (CEO) & Board Member

PE-backed manufacturer of custom fixtures and environments | Full P&L ownership

- **Consolidated operations to create a scalable PE platform**, enabling transition of CEO role to commercial leadership
- **Reduced operating costs by \$6M+ in 6 months** through lean implementation, waste reduction, and production optimization
- **Expanded market share and strengthened customer relationships**, driving growth and product innovation
- **Built high-performance leadership team**, establishing accountability and execution discipline across the organization

”EXCELLENCE WITH INTEGRITY”

PROFESSIONAL EXPERIENCE, CONTINUED

TEPCO, LLC – DALLAS, TEXAS | 2022 – 2023

Interim Chief Executive Officer (CEO)

- *PE-backed glass, glazing, and metals manufacturer | Full operational and financial oversight*
- **Reduced operating costs by \$5M** while improving productivity and operational efficiency
- **Built 12-month project backlog** by redesigning business development strategy and expanding target markets
- **Improved delivery performance and customer service quality** through operational execution improvements
- **Aligned leadership team and streamlined core processes**, increasing efficiency and organizational focus

ABLE MANUFACTURING & ASSEMBLY, LLC – JOPLIN, MISSOURI | 2020 – 2022

President & Chief Executive Officer (CEO)

Fiberglass, metal, and tooling manufacturer | Full P&L ownership

- **Increased EBITDA by \$4.5M** through leadership upgrades, cost structure improvements, and operational efficiency
- **Improved customer profitability** through pricing discipline and process redesign
- **Positioned and led company through successful sale/exit**, maximizing enterprise value

BANCOURCE, INC. – SPRINGFIELD, MISSOURI | 2017 – 2019

Chief Executive Officer (CEO) & Board Member

\$40M PE-backed financial services company (ATM and cash management solutions)

- **Increased EBITDA by \$7.2M and revenue by 30% in 24 months** through operational redesign and commercial execution
- **Improved customer performance 80%** by re-engineering installation and service processes
- **Reduced repeat service calls by 70% and improved productivity by 32%**, significantly enhancing margins
- **Led company to successful PE exit**, maximizing enterprise value

FAMILY-OWNED 3PL – ST. LOUIS, MISSOURI | 2015 – 2017

Acting President & COO (Independent Consultant)

- **Designed and implemented strategic plan**, preparing business for next-generation leadership
- **Upgraded management team and operational structure**, improving execution and scalability

LMC INDUSTRIES, INC. – ST. LOUIS, MISSOURI | 2006 – 2014

President & Chief Executive Officer (CEO)

Plastics and metals manufacturer serving automotive, medical, industrial, and consumer markets

- **Stabilized cash flow and secured bank support** through aggressive cost reduction and financial restructuring
- **Grew revenue 25%** by diversifying customer base beyond automotive into medical, government, and consumer sectors
- **Reduced company debt by 70%**, significantly improving financial stability and avoiding bankruptcy
- **Improved program management and supply chain execution**, enhancing product launch performance

EARLIER CAREER

Progressive leadership roles in operations and manufacturing with:

AlliedSignal, Inc. | Tenneco, Inc. | Purolator Products Co. | Hedstrom Corp.

United States Marine Corps Veteran

EDUCATION

B.S., Business & Finance – Franklin University, Columbus, OH

Professional Development:

Six Sigma | Lean Enterprise Systems | Center for Creative Leadership
EOS (Entrepreneurial Operating System)

”EXCELLENCE WITH INTEGRITY”