

**EDWARD ZIMMERMAN, MBA**

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**CHIEF EXECUTIVE OFFICER / PRESIDENT / CHIEF FINANCIAL OFFICER**

Managed Distribution (\$36 million), Manufacturing (\$140 million), Health Insurance (\$1.3 billion), and Financial Services (\$25 million) businesses. Led turnaround situations at four companies that required terminating incompetent management while investing in new facilities and upgrading personnel. Sales and profitability grew to record levels at three of these businesses through new product introductions, strategic market expansion, global sourcing, and export financing arrangements. Managed businesses ranging in size from \$25 million to \$1.3 billion in revenues with employee headcount ranging from 23 to 2500 employees. Product sales included pulp and paper equipment, industrial pipe, valves, and fittings, PVC pipe, and life and health insurance products. Businesses ranged from Fortune 500 companies to individual consumers of insurance products. Successfully restructured three companies leading to record growth and profitability, and refinanced one company through Brazilian Export Financing arrangements resulting in 70% lower borrowing costs.

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General Management • Sales & Profit Growth • Turnarounds • Company Culture and Vision  
Daily Operations & Performance Goals • Business Strategies • Audit and Controls • Communications  
Team Execution and Prioritization • Short and Long Term Planning • M&A Negotiations • Business Agreements  
Risk Evaluation • Treasury Operations • Health Insurance • Consulting

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**ZIMMERMAN & COMPANY • Baltimore, Maryland • 8/2013 to Present**

*General Management consulting support, Business Strategy assessment, and Capital Sourcing alternatives.*

**President**

Identify organizational and management deficiencies and recommend changes; Critique sales, marketing, and product strategies and develop alternatives to increase revenues; Provide interim management to support special projects, supervise restructuring situations, and identify other manpower needs.

**Accomplishments:**

- Non-profit health centers supported by grants from Health Resources and Services Administration (HRSA) were looking for new sources of revenue. Identified third party medical billing opportunities and created Medical Billing Manual for HRSA client use. Provided expertise and advice in setting up third party billing routines; presented recommendations at two HRSA seminars and two health center locations.
- A woman owned minority business wanted to apply to the Federal Government 8(a) Business Development Program. Helped business owner qualify for the 8(a) program through one-on-one counseling, technical assistance in preparing budget and writing business plan, and identifying government entities soliciting business from 8(a) qualified bidders. Owner's business has been accepted into the program effective March, 2017.
- Naval base in Djibouti, Africa (Camp Lemonnier) required construction of a fuel unloading, storage, and transfer facility in support of a new power plant on the base. Identified and presented to the Project Manager three additional qualified people to support this project. The fuel support facility was successfully completed with the help and support of these three additional people.

**ULTRALINER, INC. AND HYDDRROLINER LLC • Oxford, Maryland • 11/2011 to 6/2013**

*Manufacturer of PVC Alloy pipe liner used in sewer and water line rehabilitation.*

**President and CEO**

Led restructuring and turnaround effort in an attempt to restore company's manufacturing capabilities, settle related law suits, and return company to profitability.

**Accomplishments:**

- Material supplier discontinued shipping raw material required to manufacture PVC pipe. Met with current and new sources for raw material and arranged for financing to pay for needed inventory. Received material from new sources and successfully restarted manufacturing process.
- Key employees hadn't been paid for several months. Met with all individuals impacted negatively by non-payment of wages and worked out a compensation program that retained key employees and covered back pay. Retained key employees and resumed pipe production.

- Manufacturing operation discontinued at company plant due to poor quality of finished goods, and inability to produce high quality large diameter pipe. Negotiated with three other pipe producers to manufacture company products on a subcontract basis, ultimately resulting in moving production three times in a twelve month period. Resumed production at most favorable location but subsequently discontinued operations because the company lacked adequate financing to support the business.
- Certain company owners in senior management positions had serious conflicts of interest and engaged in numerous activities detrimental to the success of the business. Terminated former president and his son, and replaced production manager with more competent individual. Production output and sales volume doubled, new vendors brought on board, and various law suits identified, quantified, and settled.

**MONUMENTAL SUPPLY COMPANY • Baltimore, Maryland • 4/2000 to 6/2010**

*Privately owned industrial distribution business (pipe, valves, fittings, fire protection, and elevator supplies).*

**President**

Performed general management of enterprise including P&L, sales and marketing strategies, vendor selections, banking relationships, investments, acquisitions, organization and personnel decisions, and community relations.

**Accomplishments:**

- Company faced insolvency due to incompetent management and major embezzlement – in excess of \$1.5 million - by former President of company. Initiated turnaround plan and management restructuring through hiring new CFO, warehouse manager, and purchasing manager; held emergency meetings with banks to restore lines of credit; and reorganized Board of Directors. Banks supported restructuring plan and restored lines of credit, and company returned to profitability in each succeeding year as sales grew from \$14 million to \$36 million over next ten years.
- Company product costs were uncompetitive compared with other PVF supply houses in the mid-Atlantic region. Changed purchasing strategies to allow sourcing products from qualified foreign suppliers at 20% to 40% lower cost. Gross profit increased 4% on average per year from 18% to 22%.
- Company product offerings had been stagnant for years resulting in flat or declining sales growth. Developed new elevator and fire protection supply businesses, and formed independent trading company to diversify product mix and grow core business sales. Achieved tremendous sales growth in elevator (\$6 million), fire protection (\$4 million), and trading company (\$1 million) businesses which also helped drive increases in core PVF product lines sales.

**CAREER PATH:** Previous positions include Senior VP & CFO at Blue Cross Blue Shield; VP and Controller at NL Industries; and Division Finance Manager at General Electric.

**EDUCATION & CERTIFICATION**

**Master of Business Administration in Finance and Accounting**  
**Bachelor of Business Administration in Accounting and Marketing**

University of Michigan, Ann Arbor, Michigan

Licensed Life & Health Insurance Agent  
Licensed Property & Casualty Insurance Agent

**AFFILIATIONS**

Senior Executive Exchange - Baltimore area distribution and manufacturing business leadership group

Former Board Member: Raytech (Rebestos) Corporation

United Cerebral Palsy of Central Maryland

Maryland Food Committee

Maryland Home and Hospital Program