

Exhibit C

MARIANNE E. HINSON
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PROFILE

Seasoned finance, accounting and operations professional with demonstrated successes in diverse environments. Creative problem solver able to develop realistic, effective solutions with limited resources.

PROFESSIONAL EXPERIENCE

Darby Creek Ag Enterprises, Inc. / Tizwhiz Sales, Ltd., South Charleston, Ohio **2001-Aug 2002**
Manufacturer / Distributor of animal feeds.

Controller

Rittal Corporation, Springfield, Ohio **1996 - 2001**

International manufacturer of packaging solutions for the electronics industry with three manufacturing and seven sales and/or distribution facilities nationwide.

Controller; Member of Key Management Team

- ◆ For three years, reported directly to President; completely autonomous, absent seated CFO; directed all Rittal Corporation and Rittal Electromate finance and accounting functions.
- ◆ Eliminated/reversed prior negative audit comments through implementation of time-sensitive (monthly, quarterly and annual) processes and procedures derived from newly developed job descriptions.
- ◆ Revised, expanded and/or implemented reporting measurements and reconciliations (Liquidity, A/R and Payroll status reports) for greater efficiency and control.
- ◆ Maintained departmental headcount while sales volume doubled by implementing mentoring and expanding job responsibilities for staff, while increasing employee morale.
- ◆ Key player in first corporate acquisition and startup, including assimilation into Rittal with new accounting and reporting systems to comply with departmental and corporate standards.
- ◆ Finalized and managed State of Ohio, Department of Development growth incentive package and State of Indiana tax incentive packages. Value to date: \$1,100,000.
- ◆ Awards include: Manager of the Year, 1997 and Department of the Year, 1997.

Financial Highlights

- 1996** Co-implemented corporate Purchasing Card (credit card), which streamlined and organized purchasing processes for items under \$2500. Decreased DSO from 48 to 42 days. Decreased Dun & Bradstreet expense by \$15,000.
- 1997** Reduced departmental expenses \$141,430, a 12% decrease; saved \$125,000 by leaving CFO position vacant, representing \$266,430 total savings.
- 1998** Departmental expenditures \$252,000 under plan.
- 1999** Departmental expense \$624,000 under plan. Bad debt expense \$721,000 under plan.
- 2000** Bad debt expense \$178,000 under plan, representing 35.6% savings.

O-Cedar/Vining Household Products Co., Springfield, Ohio **1993 - 1996**
Manufacturer of household and commercial mops, brooms, brushes and related products.

Accountant and Accounting Supervisor

- ◆ Converted partial manual/partial computerized accounting system for receivables, payables, payroll and general ledger from nine general ledgers on different databases to fully integrated system on one database.
- ◆ Implemented Material Management module of Symix for accounting that increased inventory reporting reliability and decreased days to close month-end.
- ◆ Reduced month-end close from 22 to 8 business days.

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- ◆ Co-chaired cross-functional task force to ensure consistency of processes throughout the company. Raised awareness in Quality, Shipping/Receiving and Purchasing departments regarding the need to document damaged-good returns and charge-backs, increasing reliability of inventory analyses.

Pressure Systems Industries, Inc., Enon, Ohio

1985 - 1993

International manufacturer of custom machinery for the metals industry.

Vice President of Operations

- ◆ While maintaining complete accounting and finance responsibilities, coordinated all departments (sales, engineering, purchasing, machine shop and assembly) from kick-off of jobs through completion.
- ◆ Instituted written schedules for jobs; organized and directed weekly job status meetings to review schedules and budgets; established accountability of departments for job completion and results.
- ◆ Originated machine shop and engineering meetings to address and minimize design and machining/assembly problems.
- ◆ Directed Purchasing to build partnerships with vendors, which decreased material costs 20%.

Treasurer and Vice President of Finance

- ◆ Instituted job costing procedures and job post-mortem meetings to compare profit projections with actual results.
- ◆ Developed computerized short and long-term financial projections, budgets and goals.
- ◆ Instituted performance appraisal system, which improved employee morale and limited corporate liability.
- ◆ Co-implemented conversion from DOS-based accounting system to IBM mini-computer that included manufacturing applications with MRP.

Controller

- ◆ Converted partial manual/partial computerized system to DOS-based integrated system for receivables, payables, payroll and general ledger.
- ◆ Instituted cash flow projections on a regular basis.

W. C. Downey & Co., Inc., Springfield, Ohio

1974 - 1985

Wholesale distributor of heating, ventilation, air conditioning and building products.

Purchasing Manager, Accounting Manager

- ◆ Responsible for all purchasing, accounting and finance responsibilities including credit management.

EDUCATION

B.A., Business Administration

Urbana College

PROFESSIONAL AND COMMUNITY AFFILIATIONS

Institute of Management Accountants
Previous Finance Committee Member - Mercy Health Systems, Western, Ohio
Previous Company Chair and Loaned Executive - United Way
Past President and nine-year Board Member of Mental Health Services for Clark County, Inc.
Past President - National Association of Accountants, West Ohio Chapter
(now known as the Institute of Management Accountants)
Past President - National Association of Purchasing Management, Springfield Chapter