

EXHIBIT K

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Hal Shapiro
Specifier Services Manager at Johns Manville
Greater Denver Area | Building Materials



- Current
 - Specifier Services Manager at Johns Manville
- Past
 - Sr. Product Manager at Johns Manville
 - Product Manager at Avery Dennison
 - Territory Sales Manager at Adell Plastics
- Education
 - DePaul University - Charles H. Kellstadt Graduate School of Business
 - Miami University
 - Miami University
- Recommendations
 - 1 person has recommended Hal
- Connections
 - 239 connections
- Public Profile
 - <http://www.linkedin.com/pub/hal-shapiro/1/776/840>

see all..

Summary

Profit and Loss Management
 Strategic Planning
 Operations Planning
 Business Case Development and Analysis
 Strategic Marketing Management
 Product Portfolio Management
 Channel Management
 Sales and Business Development Management
 Product Engineering and Project Management
 Personnel Management

Industry Experience: Building Materials, Plastics, Green Products and Services, Government, and Aerospace/Defense

Specialties

- P&L Management
- Sales and Marketing
- Leadership and Team Building
- Product Life Cycle Management
- Strategic & Tactical Planning
- New Product Development & Commercialization
- Contract Negotiations
- Technical Communications
- Supply Chain Management
- New Business Development
- Customer and Vendor Relations
- Policy/Procedure Formulation
- Program Development

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