

James C. Minyard
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EXPERIENCE:

- '04 - **JM Pacific, LLC – Westlake Village** – Owner of consulting group focused on start-up companies to develop and implement plans for Sales & Marketing, raising capital and building IT infrastructure. Clients include:
Electro-LuminX – Manufacturer of electroluminescence (EL) lamps.
Business Realtime – Software developer of web based business applications.
Academy 123 – Provider of online tutoring services.
DemiCom – Independent distributor of electronic components.
- '99 – '03 **RiverOne, Inc. – Westlake Village, CA** – VP Sales for initial start-up Need2Buy.com, as a B2B e-commerce exchange company addressing the electronic components industry. The company received approximately \$50 million in VC funding in July 2000 and separated into two divisions... supply chain software and electronic component sales. I then assumed responsibility for the rep sales program for the components division.
- '96 – '98: **Data Exchange Corp. - Camarillo, CA** – Senior VP Sales for \$40 million computer service company specializing in outsourcing of depot repair services, logistics management, computer parts brokering and contract manufacturing.
- '94 - '96: **M.G. Electronics - Westlake Village, CA** - President of M.G. Electronics (MGE) as well as President of Electronic Products Group of Haskel International, Inc. MGE is a wholly owned subsidiary of Haskel Int'l which is a publicly traded company (HSKL). MGE offers a service to OEM buyers of electronic components to locate critically short components through a global purchasing network.
- '89 - '94: **CompuScan, Inc.- Irvine, CA** - President and founder of company specializing in Automated Data Collection utilizing bar-code technology. Grew company from start-up to \$2.5 million and spun off ScanMex to develop bar-code technology for Mexican market. Sold company to Data Recognition, Inc. in February 1994.
- '86 - '89: **Consulting Projects:**
Northwest Printed Circuits, Inc. - Medford, OR. - Acting V.P. Marketing to restructure sales and marketing effort.
Systems Technical Sales - Bellevue, WA - Developed business plan for expansion into California markets. STS is a distributor of bar code data collection equipment.
Durkee/Sharlit Associates - Los Angeles, CA - Implemented a restructuring of the Sales and Marketing organization of a leading printed circuit board manufacturer.
International Purchasing Network, Inc. (IPN) - Westlake Village, CA - Acted as V.P. Sales and Marketing to develop marketing as well as business plan in preparation for an IPO. IPN offers data communication services utilizing a third party Network and serves the electronic components industry.

GenPath, Inc. - Los Angeles - Aided in final development of product plus conducted market research and developed business plan. GenPath manufacturers a rapid freezing apparatus for use by pathologists in diagnostic work.

- '74 - '86: **Landa/Minyard, Inc. - Los Angeles, CA** - President of leading Southern California electronic component manufacturers representative firm. Expanded sales from \$8 million in '75 to a peak of \$40 million in '84. Recovered from the '85 recession by negotiating the acquisition of EESCO and broadening the company's revenue base.
- '68 - '74: **R.V. Weatherford Co., Inc - Glendale, CA** - V.P. Marketing of Western Regional Distributor of electronic components. Was responsible for headquarters marketing, value added lab, meter assembly center, plus 11 branch operations. Responsible for a total of 100 employees and built sales from \$8 million in '68 to \$22 million in '74.
- '65 - '68: **Texas Instruments, Inc. (Semiconductor Div.) - Dallas, TX** - Mid America Area Distribution Manager representing all of TI's Semiconductor Products in middle third of U.S. Also responsible for liaison and inter-division sales to sister company, T.I. Supply Co.
- '64 - '65: **A. M. Lockett Co. - Lafayette, LA** - District Sales Manager and Field Engineer for New Orleans based Representative and Contractor for heavy industrial products. Major lines were Babcock & Wilcox and Worthington Corp.
- '63 - '64: **General Dynamics/Ft. Worth - Ft. Worth, TX** - Structural Engineer for wind tunnel test group for F-111 program.

EDUCATION:

B.S. Mechanical Engineering
Texas A & M University
College Station, Texas
Class of 1963

Post Graduate Courses in Math and Physics
TCU - Ft. Worth, Texas 1964

Executive Development Program
UCLA .. 1981

ASSOCIATION & PROFESSIONAL ACTIVITIES:

Wescon - Chairman of the Board for Wescon '86. Member of Board 1981 - 1987. Wescon is largest domestic electronic component trade show.

ERA - Electronic Representatives Association - Past Chairman and President of Southern California Chapter and V.P. Components for ERA's national organization. Produced national conferences in Cancun ('83), London ('84), and Monterey ('85).

MRERF - Manufacturers Representatives Educational Research Foundation - Member Board of Governors 1984-1986.

POD, Inc. - Member Board of Directors for leading landscape architectural firm 1983 - 1987.

Intelligent Computer Solutions – Member of Board of Directors for computer peripheral firm 1998 – 2002.

GenPath, Inc. - Member Board of Directors and venture partner of start up bio-tech firm.

Speaking - Have lectured at USC (Univ. of So. Cal.), CSUN (Cal State Univ. Northridge), USD (Univ. of San Diego), and UCLA Graduate School of Management on Sales and Marketing.

Married to Sue de Mille Minyard

Two children and one grandchild