

Tim Hertweck

Senior Consultant

Mr. Hertweck is a Senior Consultant for Hollis Associates Acquisition Advisors, LLC and has over 26 years of diverse experience in an array of industries. His general management and sales/marketing background with both large, publicly traded corporations and small, entrepreneurial environments has given him a unique perspective through which he has been able to assist business owners and/or management teams in the achievement of strategic and operational goals.

For the past 13 years, he has worked exclusively with the owners of small to middle market companies in strategic mergers, acquisitions, divestitures, recapitalizations, and refinancing. Through his often intense and focused interactions as an advisor to business executives, management teams, and debt and equity participants, he has developed a special capacity for forging alliances and negotiating compromises that benefit client companies.

The breadth and depth of Mr. Hertweck's experiences are illustrated in part by the following examples:

- In the healthcare industry, completely restructured and re-staffed two insolvent freestanding diagnostic imaging centers. Working closely with and directing new management, he helped both centers to become competitive in their respective markets and subsequently assisted in negotiating a sale to a competitor.
- For a capital equipment leasing company in the United Kingdom, developed a capital asset management program as a tool to facilitate increased sales; traveled extensively throughout the U.K. with the company's sales force to help integrate the program into the company's sales presentation.
- In the medical device industry, identified and introduced a new strategic business partner; assisted in the negotiations to establish an exclusive sales agreement that will likely generate \$15-30 million in additional sales for the client.
- Participated in the stabilization, restructuring, and turnaround of a fifty year old company manufacturing high speed dispersion equipment used in a variety of industries, including specialized environmental/waste water treatment applications.
- Participated in the stabilization, restructuring, and turnaround of a major election services/equipment and commercial printing company.

Tim's other industry experience providing merger and acquisition and consulting service includes the following; plastic injection molding, paper conversion, medical malpractice insurance, regulated medical waste disposal, wholesale distribution, and institutional equity investing.

His early business experience was with Scientific Leasing, Inc. and a manufacturer of fiber optics/telecommunication equipment.

Mr. Hertweck attended the United States Military Academy at West Point, New York, has a degree in Political Science from Wagner College, Staten Island, New York, and, as a graduate assistant, taught and participated in advanced studies in Applied Communications at the University of Hartford, Hartford, Connecticut.