



## **Williams Scotsman International, Inc.** *Management Biographies*

### **Gerry Holthaus, Chairman and Chief Executive Officer**

As chief executive officer since April 1997, Gerry Holthaus leads Williams Scotsman's strong commitment to delivering innovative space solutions to the more than 450 industries in which it does business. Dedicated to upholding Williams Scotsman's unparalleled 50-year history as an industry leader in mobile and modular building space solutions, Gerry oversees an outstanding management team with considerable tenure and domain expertise. Starting at the company in 1994 as executive vice president and chief financial officer, he served as president and chief operating officer from October 1995 to April 1997. Gerry was elected chairman of the board in April 1999. Before joining Williams Scotsman, Gerry served as senior vice president of MNC Financial, Inc. from April 1988 to June 1994. From 1971 to 1988, Gerry was associated with Ernst & Young LLP, where he served as a Baltimore-based partner from 1982 to 1988. He is on the board of trustees for the Greater Baltimore Medical Center and the Sellinger School of Business and Management at Loyola College. Gerry also serves on the board of directors for The Baltimore Life Companies, a mutual life insurance company and FTI Consulting, Inc., a corporate finance/restructuring, forensic and litigation consulting, and economic consulting business.

### **Bill LeBuhn, Chief Administrative Officer**

As chief administrative officer, Bill LeBuhn oversees Williams Scotsman's key support departments, including IT, marketing, human resources and training, government services, and national accounts. In this role, he is responsible for the strategic development and execution of corporate level plans. With Williams Scotsman for 13 years, Bill has developed an e-based, state-of-the-art training curriculum at low delivery costs, established growth targets for the company's national accounts program and created a new proactive and strategic marketing model. He also assisted with the final phases of the company's Enterprise Resource Planning implementation. Previously, Bill served as human resources officer with Meridian Bancorp. He has also served in various human resources capacities at Consolidated International Insurance Group and Sherwin Williams.

### **Bob Singer, Chief Financial Officer**

Bob Singer joined Williams Scotsman in February 2005. As chief financial officer, Bob is responsible for Williams Scotsman's financial assets. He oversees the company's investment of funds and handles any associated risks, supervises cash management activities, implements capital-raising strategies to support the company's expansion and manages all debt relationships. Bob also directs investor relations, operations, legal, and risk management. Prior to joining Williams Scotsman, he had been senior vice president and chief financial officer for TESSCO Technologies. From 1983 to 1999, he held progressive executive financial positions with McCormick & Company, Inc.

### **Joe Donegan, Executive Vice President/U.S. Field Operations**

Joe Donegan joined Williams Scotsman in 1979. In 1990, he left the company to take an equity position with a small competitor. He then worked with Space Master Buildings as a regional manager. Returning to Williams Scotsman in 1994, Joe worked as regional manager and was subsequently promoted to his current position as executive vice president of field operations. As such, Joe oversees all U.S. field operations, including the attainment of revenue goals. He is responsible for the fleet of all U.S.-based mobile offices, classrooms and storage units. Joe manages the executives responsible for specific areas of the country, who in turn supervise more than 1,000 employees. Joe served two terms on the board of the Modular Building Institute and two terms on the board of the ABC of South Jersey.

### **Michele Cunningham, Vice President/Marketing and Business Development**

Joining Williams Scotsman in January 2005 as vice president of marketing and business development, Michele Cunningham oversees all of Williams Scotsman's global marketing operations. Her responsibilities include overseeing strategic planning, merger and acquisition analysis, lead qualification management and product management. Michele's strategic leadership is critical to meeting Williams Scotsman's ambitious growth objectives in U.S. markets, as well as the company's international expansion plans. Prior to joining Williams Scotsman, Michele held positions with organizations including Random House and AT&T Capital Corporation. Most recently, she served as vice president of marketing and product management at THINQ Learning Solutions in Baltimore. Michele's professional memberships include the American Society for Training & Development,

Society for Human Resource Management, National Association of Women in Construction and CMO Council. She also founded the Marketing Executives Roundtable of the Greater Baltimore Technology Council.

**Daniel R. Stuart, Vice President/Information Technology and CIO**

Daniel R. Stuart joined Williams Scotsman in March 2005 as vice president of information technology and CIO. He is responsible for the design, planning and delivery of information technology projects and services, ensuring that all technology helps Williams Scotsman meet its high customer service standards. In this position, Dan strategically evaluates all technological requirements on a proactive basis so that all 100 branches obtain effective, seamless and reliable IT-related services. Prior to joining Williams Scotsman, Dan served as director of information technology for crane manufacturer Grove Worldwide. He is a member of the Society for Information Management and the Project Management Institute, Inc.

**John Ross, Vice President/General Counsel**

As corporate counsel, John Ross oversees the risk management and legal services for Williams Scotsman. With the company for 11 years, John's extensive knowledge about the company and its business operations, history and goals, coupled with his exceptional legal expertise, is invaluable to the day-to-day decision-making processes that impact the company. Prior to joining Williams Scotsman, John was in private practice of law in Maryland and North Carolina. He served as special assets counsel for MNC Financial from 1991 through 1993, and before that was corporate counsel for MNC Credit Corporation from 1983 to 1991. Awarded the Navy achievement medal and Vietnam service medal in 1973, John is currently a member of the American Corporate Counsel Association and serves on the board of its Small Law Department Committee.

**Dean T. Fisher, Vice President/Operations**

As vice president of operations, Dean T. Fisher is instrumental in maintaining Williams Scotsman's fiscal health and stability. He manages all operational areas including credit, contracts, invoicing, documentation management, cash posting, collections and recovery. Dean has created efficient systems that enable the company's branch managers to better serve their customers at the local level. A consultant to Williams Scotsman prior to joining the company in October 2001, he has several years of management experience in the banking industry and a proven track record for improving profitability. Formerly senior vice president and division head of Global Customer Services with VISA International, where he achieved the company's "Best in Class" benchmarking designation, Dean also managed and participated in several acquisitions, divestitures and system conversions during the formation of Bank of America.

**Rich Shuttie, Vice President/Finance and Treasurer**

Joining Williams Scotsman in April 2007 as Vice President of Finance and Treasurer, Rich is responsible for the company's budgeting, long range forecasting as well as treasury management. Prior to joining Williams Scotsman, Rich was Deputy Treasurer Corporate Finance for Royal Ahold. From 2002 through 2005, he was Assistant Treasurer, Treasury Operations at York International. In addition Rich was the Area Director Treasury Services, Asia Pacific, Latin America for Johnson & Johnson. From 1986 to 1999, he held progressive senior financial positions within Chrysler Corporation.

**Patrick Potter, Vice President and Corporate Controller**

Joining Williams Scotsman in January 2004 as Corporate Controller, Pat oversees the company's accounting matters, which include ensuring that accounting policies are in accordance with generally accepted accounting principles. He also manages the financial reporting process, including the filing of annual and quarterly public filings. Prior to joining Williams Scotsman in 2004, Pat had more than 14 years of Big "4" public accounting experience, serving most recently as a Senior Manager with Ernst & Young LLP with audit responsibilities over public companies including multinational companies. He also served as chief accounting officer of a private service company and graduated from Loyola College with a B.B.A in accounting. Pat is an active member of the Maryland Association of Certified Public Accountants, the American Institute of Certified Public Accountants, and Financial Executives International.

**Raymond Onofrio, Vice President/Field Operations**

Raymond Onofrio joined Williams Scotsman in 1988. As vice president of fleet operations, Raymond is responsible for all field support functions. His specific duties include purchasing, safety, and fleet maintenance. Throughout his career at Williams Scotsman, Raymond has received several sales and sales management

awards, as well as the President's Award. Prior to joining the company, he worked briefly for the Mobile Field Office Company. Raymond is a member of the National Portable Storage Association serving on the Legislative Committee, and is also a member of the Modular Building Institute.

**Joseph C. Lopardo, Vice President, Modular Building Group**

As vice president of Williams Scotsman's Modular Building Group since 2004, Joseph C. Lopardo has profit and loss responsibilities for the team, whose 100 employees manage and develop Williams Scotsman's extensive permanent construction projects from concept to completion. Joseph oversees both the national sales and operations for this group and is recognized as a champion for the modular construction industry's expansion over the last decade. Prior to joining Williams Scotsman, he was employed at GE Modular Space. Joseph is chairperson of the Modular Building Institute's National Regulatory Councils, as well as an MBI board member. He frequently presents at MBI's annual conventions and provides regular training seminars.

**Mark Delaney, Regional Vice President/Central Southwest**

As vice president of the Central Southwest Region, Mark Delaney has profit and loss, sales and service responsibility for all of Williams Scotsman branch operations in Texas, Louisiana, Arkansas, Mississippi, Oklahoma, Nevada, New Mexico, Arizona, Southern California and Mexico. He is committed to bringing Williams Scotsman's modular construction clients in his region unparalleled attention and expertise. With over 20 years of experience in the modular building industry, he has been with Williams Scotsman since 1999. Previous experience includes working with GE Modular Space. Mark is currently vice chairman of the Texas Industrialized Building Code Council. He has been active in shaping legislation in Texas to positively affect the modular building industry and its customers.

**Rick Delvin, Regional Vice President/Central Northwest**

As Williams Scotsman's vice president for the Central Northwest Region since 2001, Rick Delvin manages sales, administration and service for locations in Illinois, Minnesota, Nebraska, Wisconsin, Colorado, Utah, Idaho, Oregon, Washington, Missouri, Kansas, Wyoming, and Northern California. In that capacity, Rick is responsible for profit and loss for the locations he oversees. Serving Williams Scotsman since 1997, Rick has been instrumental in several successful company reorganizations. He has received several performance awards over the course of his tenure at Williams Scotsman. Rick began his career in the modular building industry in 1970, working in the engineering department for Modulx Industries. He also worked for Modulaire Industries (later acquired by Waste Management), where he served as regional vice president and then promoted to division president in 1991. After GE Modular Space acquired the company's mobile office fleet 1994, Rick became the regional sales manager for the Northern California and Pacific Northwest locations. He is a member of the Modular Building Institute.

**John D. Simard, Regional Vice President/Northeast**

As vice president of the Northeast Region, John D. Simard is responsible for profit and loss, sales, operations and management for the branch locations in Pennsylvania, New York, New Jersey, Connecticut, Rhode Island, Maine and Massachusetts. As such, John is vital to the success of Williams Scotsman's mission to bring more of its products to an ever-growing customer base. Prior to joining Williams Scotsman in 1987, John worked in the construction and maintenance field. A recipient of Williams Scotsman's President Award in 1996, he is a member of the Modular Building Institute and the Northeast Regional Regulatory Council.

**Joseph J. Vecchiolla, Regional Vice President/Mid-Atlantic Region**

In his role as vice president of the Mid-Atlantic Region, Joseph J. Vecchiolla oversees the profit and loss, sales and service performance for branch locations in Virginia, West Virginia, Maryland, Delaware, Pennsylvania, Washington, D.C., Ohio, Indiana and Kentucky. He concentrates on devising and implementing strategies to successfully increase revenues as well as grow new business in the region. Joseph also implements innovative procedures to ensure customer satisfaction and improve retention. He joined Williams Scotsman in 2002 as vice president of marketing and corporate communications. Previously, he was president of the Bradley Media Group, a full-service advertising agency that he founded and managed. Joseph is a board member of the Modular Building Institute and an active member in several other professional associations.

**Wayne McGowan, Regional Vice President/Southeast**

Wayne McGowan joined Williams Scotsman in 1986. In his role as vice president for the Southeast region, Wayne monitors fleet management, coordinates operational adjustments and manages profit and loss for the region that includes locations in six states – Florida, Alabama, Tennessee, Georgia, South Carolina and North Carolina. A top sales performer, branch manager and then one of the company's first area managers before becoming a regional vice president, he worked to integrate several large and small acquisitions while maintaining consistent earnings growth. Wayne successfully developed and opened five new locations in Florida. He was named to the Sales Masters Club in 1992, 1994 and 1995 for outstanding sales management. Wayne's Orlando branch also received the "Branch of the Year" award in 1994 and the President's Award in 1995. Prior to joining Williams Scotsman, Wayne was a sales marketing representative with Coldwell Banker Affiliates and held a similar position at Carey Machinery. He is also co-chair of the Regulatory Council within the Modular Building Institute's Florida Regional Council.

**Alec McDonald, General Manager/Williams Scotsman Canada**

As general manager for Williams Scotsman's Canada operations, Alec McDonald directs the management of personnel and assets, including fleet, service, administration and sales management. As part of the company's overall expansion strategy, Alec achieves branch-specific financial goals outlined in branch budgets and business plans. He has brought extensive experience in domestic and international market operations as well as in-depth knowledge of sales and management techniques within diverse market sectors. Prior to joining Williams Scotsman in 2000, Alec served as vice president of sales and leasing for ATCO Structures. He is a member of the Canadian Institute of Mining, the Modular Building Institute (U.S.) and the Calgary Petroleum Club.

**William (Bill) K. Stokel, General Manager/Williams Scotsman Europe**

Bill K. Stokel serves as general manager for Williams Scotsman's European operations. As Williams Scotsman seeks to broaden its customer base, Bill's expertise in exploring and analyzing attractive acquisition opportunities in Europe continues to be invaluable. He is also responsible for negotiating all terms and conditions as well as managing ongoing operations of acquired units to meet Williams Scotsman's business plan goals. Bill was instrumental in the acquisition of shares in Wiron Construcciones Modulares, the second largest modular space provider in Spain. His role will remain critical as the European market for mobile and modular space matures and Williams Scotsman plans further expansion there. Before joining Williams Scotsman, Bill served as managing director for Goodyear companies in Great Britain, Spain and Istanbul. He is a member of the National Prefabricated Building Association in the U.K.

**Nicholas Polit, General Manager/Mexico Operations**

As the general manager for Mexico operations, Nicholas Polit is a key figure in the fulfillment of Williams Scotsman's expansion strategy. Nicholas formalized the company's entry into Mexico and established Williams Scotsman's presence there in January 2004. He oversees the two current branch operations, with a third location opening in June 2005 in Villahermosa. In keeping with the company's dedication to providing its products and services on a local basis, Nicholas manages the distribution agreement that expands the company's ability to meet customer needs in 23 cities throughout Mexico. Nicholas' prior job experience included 17 years with GE Modular Space – eight years of which were spent in Mexico as director general. Prior to GE, he spent four years as international sales manager for Regency Electronics with worldwide sales to more than 50 countries. Nicholas is past president for ACANZMEX, the Australian-New Zealand-Mexico Chamber of Commerce and a current member of the American Society, ACANZMEX and Canadian Chamber of Commerce in Mexico.