

Pro Series Services

...we can help...

...lender or client directed...

...workouts and turnarounds...

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SUMMARY of EXPERTISE

The Company

Pro Series Services, a division of Commerce Management Company established in 1985, offers consulting services in the turnaround, workout and overall financial arenas. Additional services include establishing new or re-worked existing financing, raising new equity capital and full sale, merger and acquisition assistance.

The company's initial market emphasis was directed toward transportation, logistics, real estate, manufacturing, publishing, software and other technical areas. Initial clients included specific troubled companies, their lenders and investment groups and the federal government, through the Resolution Trust Corporation.

Regrettably, it would be inappropriate to disclose the specific names of clients in a financially troubled environment. However, the company can disclose there were dozens of successful outcomes.

Pro Series maintains a group of partners and associates in various disciplines and geographic areas of the country. In each specific client relationship, the appropriate group is assembled.

Our client's Return on Investment is our primary goal.

Cameron Craig

Mr. Craig, with 35 years of experience in the creation and management of real estate, software, consulting and Internet companies, has served as a CEO and director of most of the companies he founded or co-founded.

In 1985 Mr. Craig founded Commerce Management Company to offer turnaround, workout and financial consulting services to a wide variety of national banks, savings and loan associations, transportation and other companies, venture capital firms and private investor groups.

He developed an extensive portfolio of successful post turn-around firms in the real estate, transportation, manufacturing, publishing, software, Internet and other technical fields.

In 1988 Mr. Craig founded a new division of Commerce to offer a suite of software products and services focused on the core accounting needs of a variety of major national companies.

Also in 1988, Mr. Craig founded Pro Series Software to specifically provide software and consulting services to the transportation and logistics markets.

By 1990, Commerce Management Company and its divisions had branched to provide software development, management and financial consulting to a wide group of Fortune 500 clients.

Since 1990, Mr. Craig has shared his consulting time in transportation, general accounting, software development and turnaround, workout and financial assistance efforts to a variety of clients and markets.

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Steve Tarr

Mr. Tarr is a business growth specialist with a very strong financial and deal transaction background.

He has over 15 years of private equity, business management and entrepreneurial experience through participation in venture investment partnerships, start-up companies, and Fortune 500 companies.

Mr. Tarr actively provided services to emerging growth companies for over 8 years.

Additionally, he also provided interim CFO, fundraising, business execution, financial strategy, cash flow improvement, business restructuring, deal structure negotiation, M & A analysis, top-line revenue acceleration and franchise development services to over 30 companies across a number of different industries.

He has examined and evaluated over 1,000 business opportunities from numerous industries.

Mr. Tarr has unique access to numerous funding sources including equity, debt, angel funding, asset based lenders, equipment financing, factoring, hard money lenders, and banking institutions.

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Ann Wayland

Ms. Wayland brings 32 years of experience in business management, accounting, consulting, software, training and software support to the consulting group.

Since the mid 1990's, she has worked side by side with Mr. Craig. Her specific responsibilities have included management of operations of a variety of turnaround companies, hiring and training of employees, provided accounting consultation and the complete management of the IT process.

Ms. Wayland has provided lead software and customer support for the transportation industry for 12 years. Ms. Wayland is highly regarded by her clients for providing efficient and thorough service. She has become a valuable resource for the management of all aspects of her client's business.

Chris Reim

Mr. Reim brings a broad range of investment banking and private equity fund management experience to the group. Through his involvement in over \$1.0 billion of corporate and real estate investments for institutional investors, he brings significant analytical capability, transactional leadership, and a technical approach to the formation and management of public and private investment projects.

In the early 2000's, Mr. Reim was a Managing Director of a mid-sized office investment fund in Colorado. There, he oversaw investment advisory and held executive management positions in portfolio companies. Mr. Reim was primarily responsible for the restructuring, financial management, capital formation and corporate development requirements of investments which were not meeting fund objectives.

Previously, Mr. Reim was a co-founder and Vice President of a publicly-traded managed Voice-Over-Internet provider for cable system operators and business customers nationally. Mr. Reim was instrumental in working to secure patented intellectual property, licensing and new product development strategy.

In the late 1990's, Mr. Reim was a senior Investment Manager with a real estate private equity investment fund with over \$2.0 billion in assets under management. The firm is a value-oriented investor in real property assets in which it can strategically reposition the asset within a short investment holding period, primarily in situations in which environmental impairment restricts the ability of a property to sell in the market. Mr. Reim was responsible for the analysis, structuring and execution of investment transactions for the institutional fund. Just prior, he managed the acquisition of office and retail real estate investments for large institutional clients with a Chicago based real estate advisor.

In the mid 1990's, Mr. Reim was a member of the banking group in a Colorado-based investment banking firm. Mr. Reim was primarily involved in merger and acquisition assignments for communications and technology businesses nationwide, as well as public offerings, private equity and structured debt transactions. He managed over 40 capital transactions for corporate clients representing in excess of \$400 million of debt and equity investment capital in privately-held and public companies.

Mr. Reim, in the early 1990's, managed a portfolio of seven office properties for one of the largest private owners of real estate in the US. These properties required financial restructuring to meet the changing tax structure of limited partnerships.

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Rick Acklin

Mr. Acklin, in the mid 2000's, served as a financial advisor for a \$110 million dry van transportation carrier. His specific responsibilities included Financial Analyst, Director of Fleet Management and Chief Financial Officer.

At the firm he also functioned as VP of Operations and was responsible for over 1,800 trailers. Financial responsibilities included administrating the company's lines of credit and the investigation and research for fraud and embezzlement of the previous CFO and CEO.

In the early 2000's, Mr. Acklin was recruited to manage bankruptcy as CFO for a \$36 million dry van and bulk carrier. He guided the carrier in to and out of bankruptcy in 2002.

In the last 1990's, Mr. Acklin served as CFO for a \$44 million flatbed carrier. He maintained full financial responsibility for the company.

He moved the company from a receivables factoring position to an asset based loan position, saving the company \$150,000 per year in fees. Mr. Acklin worked with lenders reducing payments and improving cash flow by \$40,000 per month.

Mr. Acklin, in the mid 1990's, served as Manger of Internal Audit for a \$300 million refrigerated carrier. While here, he created cash flow tracking systems to vastly improve financial performance.

In the early 1990's, Mr. Acklin served as VP of Administrative Services for a \$100 million multi-line carrier. He supervised a staff of 30 in payroll, credit and collections, billing and rating and telecommunications.

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John Taylor

John Taylor is currently serving as Managing Partner – Hilltop Market Investments LLC. Hilltop Market Inv. LLC is a private investment fund focused on high return trading strategies utilizing options on equities and futures. Additionally Taylor serves as President of Taylor Consulting & Management Inc. TCM Inc provides strategic services to companies in need of corporate restructuring, turn-around guidance, revenue growth/cash flow planning, financing, or M & A support.

John Taylor has substantial management experience in the technology field and specifically Wireless Broadband since its early days of commercial viability in the mid 90's. He has been actively involved with telecommunications and Internet firms as an investor as well as Founder/Operator since 1994. Taylor has served as CEO and Chairman of several technology and telecom (wireless & cable) companies, engineering the successful merger/acquisition of three of these companies giving Taylor's investment group a 500 percent ROI.

Taylor has more than 28 years of management experience with both small start up ventures and Fortune 500 companies. He has successfully guided companies through high growth and engineered operational restructuring of underperforming units and has been involved with small and large company M & A initiatives. He has been a founding partner and investor in several early stage companies in the technology and telecom fields. Taylor was one of the early investors in the wireless Broadband field, and has substantial strategic experience with companies in that specific space.

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