

STATEMENT OF QUALIFICATION

MICHAEL LOGAN

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EXPERIENCE

11/01-Present Synergy Environmental

President – Brighton, MI (11/01-Present)

Business plan development, initiated specialty services and handled day-to-day activities including sales, finance, accounting, acquisitions and operations. Mission is to provide waste management services to industrial, commercial and institutional clients utilizing the latest technology to lower cost via reduction, reuse or recycling of waste streams.

- Implemented sales & marketing plan for an independent waste removal firm.
- Developed strategy to implement various lines of business including: Phase I/II Environmental Assessments, Waste Audits, Automotive, Front-load, Roll-off, Property Management, Compactors.
- Developed baseline environmental audit directed toward the automotive industry, which identifies waste reduction strategies/practices.
- Petitioned DEQ for acceptance of beneficial reuse programs to reduce the amount of material going to landfill.

07/90 – 11/01 GREAT LAKES WASTE SERVICES (Allied Waste formally Laidlaw Waste Systems) Second largest waste provider in North America with revenues in excess of \$5 billion. This local firm generates over \$150 million.

Marketing/Sales Manager - Detroit, MI (10/94 –11/01)

Managed local operation responsible for the Metro-Detroit market area. Generated \$40 million in annual business. Developed sales budget to achieve market financial expectations. Facilitate sales representative training programs, including Professional Selling Skills (PSS), time and territory management, negotiation skills and product knowledge. Provided recognition, reward and motivation of the sales team through communication of outstanding performance, award presentations and newsletter publications. Utilize technical knowledge to provide customer guidance in handling hazardous materials, making certain wastes are transported and disposed in a safe and compliant manner.

- Obtained total waste contract with a local Ford Motor Company facility.
- Obtained total waste contract with a General Motors assembly plant.
- Trained 40 Laidlaw associates in "Professional Selling Skills" providing the basis that equips customer service and sales professionals with the skills they need to develop lasting mutual beneficial client relationships.
- Developed waste audit program where clients received a detailed baseline assessment of waste streams, hazardous waste, future potential, compliance issues.

Sales Supervisor (Laidlaw Waste Systems) - Syracuse NY (01/93 - 10/94)

Lead sales department of five. Prepared and implemented Sales & Marketing Plan which focused sales group to increase sales and density in selected segments using SIC data. Other responsibilities included acquisition opportunities and due diligence work, incoming recycling tonnage, waste audits and route changes. Other activities included joint sales calls, major accounts, community relations and the measurement, analysis and reporting of sales results.

- Implemented Waste Auditor Program for numerous facilities including GE, & Martin Marietta. Developed MRF marketing plan which generated over 125 tons per day of recyclable material.
- Obtained total waste management contract with General Electric.

Sales Representative (Laidlaw Waste Systems) - Southfield MI (07/90 - 01/93)

Internal growth of revenue and profit through the sale of new customers as well as retention of existing customers. Developed and maintained positive community relations through involvement in civic and trade associations. Effectively controlling one's job by planning time and activities.

- Sales Representative of the Year 1991
- Obtained contract with large property management firm.

04/88 - 05/90	GLASS TECHNOLOGIES <i>Partner</i>	Novi, MI
11/87 - 06/89	BEELS INTERNATIONAL LTD. <i>Marketing Consultant</i>	Franklin, MI

EDUCATION

1987	EASTERN MICHIGAN UNIVERSITY BBA – Marketing	Ypsilanti, MI
1991	EASTERN MICHIGAN UNIVERSITY MBA - Management	Ypsilanti, MI
1995	Laidlaw Waste Systems Special Waste Training	Toronto, ONT
1997	Harvard University Service Industry Standards - Seminar	Toronto, ONT
2005	ASTM Technical & Professional Training Environmental Site Assessment for Commercial Real Estate	Phoenix, AZ
2005	EDR – New Rules & Tools of the ESA Industry	Novi, MI