

EDWARD D. WAGNER
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Date

Re: Controller Opportunities

Dear Hiring Team:

My current employer Advanced Control Solutions (ACS) was recently acquired and ended its Kansas operations in July. As Controller of a company that built 25,000 computers annually for specialized controls, I believe my industry experience is directly applicable to your electronics manufacturing operation.

- **Complete Controller / CFO:** Accounting (GAAP, IFRS), cost, banking relations, and budgeting. Management experience, includes Operations, IT, HR, and Legal. As a result of my comprehensive skill set, we reduced external CPA costs by 50% in the last five years.
- **Turnaround Strategist:** As part of the leadership team, we increased sales and reduced costs over the last two years resulting in an increase in EBITDA of \$3M. Experienced in identifying and implementing cost cutting, restructuring and corrective business actions in organizations facing immediate financial and operational challenges.
- **Operations Expert:** Created a tracking incentive system and provided technology tools enabling an integrated customer service/accounts receivable team to reduce AR by \$15M (30%) while experiencing sales growth of 22%.
- **Business Partner:** Trusted adviser; respected leader known for positive relationships across all organizational levels, focused on ensuring everyone is a valued team player.

In addition, if your company's future includes exploring global opportunities, my career history includes progressive financial assignments across Europe and South America. I understand how to operate domestically and at the same time explore new business internationally.

I look forward to hearing from you.

Sincerely,

Edward D. Wagner