



Energy Composites Corporation Completes ECC Corrosion National Sales Management Team and Launches Strategy for Strengthening Proposal Portfolio

WISCONSIN RAPIDS, Wis.--(BUSINESS WIRE)--Energy Composites Corporation announces the completion of the restructuring of the national sales organization for its ECC Corrosion subsidiary with the appointment of two new Regional Sales Managers. ECC has also launched an aggressive strategy for expanding and strengthening its portfolio of quality bids and proposals.

Mark Ungar will manage ECC Corrosion's sales and marketing efforts in the Northeast and MidAtlantic Region, while David Turner will head up sales and marketing for the Southeast. Both appointments are effective immediately. Ungar and Turner join David Smit, who heads the Southwest Region, and Ron Kickert, who leads the Midwest Region.

"Since the slowdown in the capital goods market in late 2008, we have mapped out a careful restructuring of our sales strategy and structure," noted Sam Fairchild, Energy Composites' CEO. "Our first move was the appointment of Jim Thomas to lead our national sales efforts, and Jim has, in turn, assembled a formidable regional team. Each of our four regional managers brings complementary strengths and market stature to the table, and we will benefit substantially from their capabilities over the next two quarters and beyond as the capital goods market returns."



Fairchild added that “the national sales team is implementing our strategic plan to strengthen and expand our already-solid \$25 million quality proposal portfolio, with a specific goal of doubling the size of that portfolio within six months. We are focusing on specific composite fabrication proposal opportunities where our market discriminators – our innovations in materials, strategic sourcing, manufacturing technologies and logistic strategies – drive significant improvements in value creation for customers and win rates for ECC. By concentrating on these proposals – quality proposals – we will deliver substantial benefits to customers and shareholders alike. Preliminary results indicate that we are on track to more than double our win rates during 2010. With the addition of Mark and David to the national sales team, we may be able to do even better than that.”

Mark Unger previously served as Regional Manager of Business Development for Ashland, and was an Area Sales Manager for Nalco. He has extensive experience in managing interdisciplinary sales and technical capture teams, and has a demonstrated track record in delivering double-digit sales growth with substantial improvement in gross margins. He is very familiar with ECC’s target markets, especially the wastewater and pulp and paper sectors. Mark is both an engineer and a sales executive, with a BS in Mechanical and Industrial Engineering from Clarkson University and an MBA in Finance from Seton Hall.

David Turner previously served as Regional Manager for Denali Incorporated, where he managed sales and marketing. He is also experienced in plant management and dual laminate development and manufacturing. Before his sales executive position at Denali, Dave managed sales at Enduro Composites and worked extensively in multiple product delivery roles at Corrosion Products



and PPG Industries. Dave is very familiar with each of ECC Corrosion target markets, most notably the coal-fired power plant flue gas desulfurization market.

Jamie Mancl, ECC's founder and President, said that "The addition of Mark and Dave to the ECC Corrosion national team will give us the push we need to grow our quality proposal portfolio from \$25 million to \$50 million by October 1st of this year. Quality proposals are ones where our capability discriminators significantly increase our chances of winning the business, and making the business that we win appropriately profitable. I am confident that Jim and his team will deliver for us in 2010."

Jim Thomas, ECC Corrosion's National Sales Director, added that, "now that the team is complete, we will move quickly to meet our targets and build the legacy business of ECC. We are pleased that the pace has picked up in our core markets, and we believe that we will meaningfully outperform our targets. I welcome Mark and David to our already excellent group."

About Energy Composites Corporation

ECC operates a world-class, automated 73,000 sq. ft. climate-controlled manufacturing facility in Wisconsin Rapids, WI, employing advanced composite materials to design, engineer and manufacture complex composite structures, vessels and processing systems for a range of clean-tech applications that include: wind energy system components, flue gas desulfurization for power plants, infrastructure for bio-fuel storage and processing, infrastructure for managing waste water and drinking water storage, advanced municipal utilities infrastructure, and caustic material storage and handling systems for the petrochemical, mining and the pulp and paper industries. ECC also provides 24/7



field service crews nationwide for wind energy system composites maintenance, repair and overhaul; industrial retrofit, shutdown and maintenance; system installation; and repair and inspection services. For additional information, visit our website at www.energycompositescorp.com or contact Sam Fairchild at 1-800-787-5439.

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