

JOHN B. GIRAUD
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Target Technologies Int. Inc.
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PROFILE

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SUMMARY

- A senior manager, John B. Giraud just celebrated a milestone 45 years of service in the international supply of concrete, silica sands, & sports field products
- Former owner and Director of the Target Group of Companies, who demonstrates success in sales, marketing, human resources and management
- Appointed Managing Director of Target Technologies after acquisition by Quikrete Group
- A dedicated and hard-working individual with an established reputation in the sands, abrasives, and synthetic sports field industries
- A dynamic and genuine person who has received government certificates for his work in protecting the environment

WORK HISTORY

Managing Director – Target Technologies International Incorporated (division of The Quikrete Group of Companies)

January 2002, to Present (Burnaby, British Columbia)

- Established and developed new entrepreneurial company
- Dedicated to marketing of dynamic products and services – drawing on a worldwide network of contacts and associates
- A pioneer in the industry bringing North American made TPE to the market
- Successfully brought on-line 2 EPDM's and organic infills
- Brought to market a new line of urethane coated colored sand
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- Continued dedication to the environment with a synthetic turf recycling program producing post-consumer products such as biodegradable bags, nailer boards and posts
- Specialist in such areas as silica & specialty sands, granulated rubber, water treatment, sports field drainage and specialized artificial track and turf systems
- Working with a highly-trained team of marketers, engineers, and procurement personnel
- Board member Synthetic Turf Council (STC) 2007-2014

- After 7 years of dedicated service as a board member, John continues to be very active with the STC. John is and will be the only member to have served for 2 consecutive terms as the tenure is now limited to 1 term – Oct. 2014

- Reappointed Past Chairman for 2nd and final term – October, 2013
- Ex-officio after 2 year maximum term as STC Board Chairman – October, 2012
- Appointed Chairman of Membership Committee October, 2012
- Re-elected STC Board Chairman (2nd term) – October, 2011
- Re-elected to 3rd term, Oct. 2010 (& 4th term October, 2011)
- Appointed STC Board Chairman – October, 2010
- STC represents over 200 members, achieving in excess of \$700 million annual sales
- Turf End-of-Life committee chair – 2009-2010
- STC membership committee chair – 2008-2010
- December 2008: Awarded “Mr. 110% Award of Excellence” for outstanding membership recruitment
- STC crumb rubber task force chair – 2008/2009
- www.syntheticurfCouncil.org

- Use of the latest management information system technology, to provide real-time sales and supply chain data
- Implemented the “Globally Connected” philosophy – bringing suppliers and customers with common business interests together
- Successfully managed Target Technologies to annual 50% sales increases, between 2003 and 2005. Achieved 30% sales increase between 2006 – 2007, and to record-breaking level in 2008.

Sales Manager-Sands and Abrasives Division

1988 - 2003

Target Products Ltd.

Burnaby, BC

- Continually expanded the Sands and Abrasives Division's international sales market since 1990
- Responsible for the overall management and development of the Sands and Abrasives Division
- Implemented a successful customer service program resulting in the expansion of customer relations

Sales-Sands and Abrasives Division

1980 - 1988

Target Products Ltd.

Burnaby, BC

- Managed the local Canadian market for the Sands and Abrasives Division
- Directed technical sales representatives, clerical and warehouse staff to reach and exceed annual sales objectives
- Developed and implemented numerous skill building programs which increased productivity, improved morale, and customer service

Sales-Concrete Division

1972 - 1980

Target Products Ltd.

Burnaby, BC

- Responsible for managing a sales territory in numerous industries including municipal and provincial governments
- Successfully marketed all concrete products in the local marketplace, resulting in numerous new accounts

Additional Sales Activities

- **Middle-East Sand**
 - Shipped sports-field quantity of silica sand from Florida to Kuwait (2010)
- **Australian Sand**
 - Represented ACI and arranged the sale of 75,000 tons of sand from Australia to Hawaii (1992)
- **Manganese Greensand**
 - Represented Inversand and arranged yearly shipments of manganese filtration sand from New Jersey, USA to Riversand PTY, Australia since 1993
- **Filter Gravel**
 - Arranged the sale of 10 container loads of filter gravel from Vancouver, BC to the Czech Republic (1997)
- **Oregon Nickel Slag**
 - Arranged the sale of 1000 tons of nickel slag from Riddle, Oregon to Chile (1996)

E D U C A T I O N

- Marketing Diploma – British Columbia Institute of Technology, Burnaby, British Columbia (1972)
 - Graduated with honors
- Secondary Education – Sentinel Secondary School, West Vancouver, British Columbia (1970)
 - Graduated with honors
- Pilot's License – Skyways, Langley, British Columbia (1975)

ACHIEVEMENTS

- Successfully negotiated the sale of Target Technologies' sports field/track ambient rubber division (January, 2011)

Awards & Recognitions:

- **Nominated for Entrepreneur of the Year award for British Columbia (2011)**
- **Appointed Board Chairman – Synthetic Turf Council (October, 2010; re-elected October 2011)**
- **Nominated for Entrepreneur of the Year award for British Columbia (2010)**
- **Certificate of Environmental Citizenship**
Granted this award by the Canadian Minister of Environment for developing a program to recycle spent abrasives (1997, 1998, and 1999)
 - Selected by the Canadian Council of Ministers of the Environment as an Honorable Mention under the 1999 CCME Pollution Prevention Awards Program
- **Environmental Recognition for the Province of BC**
 - Recognized by the Province of BC for innovative environmental endeavors (1997, 1998, and 1999)
- **Southern Alberta Institute of Technology (S.A.I.T.)**
 - Served as Business Director – with goal to recruit Chinese students to attend the Institute
 - Also invited to educate the engineering faculties of two universities and shipyard industry in China (on location, 1998)