

Profile of John B Giraud, Managing Director

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John B. Giraud, Managing Director of Target Technologies celebrates a MILESTONE 52 Years (as of July 4, 2024) of Service with the Target Group of Companies

SUMMARY

- John B. Giraud a senior manager with 52 years of service (as of July 4th, 2024) 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 Inc.

(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
- 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
- A pioneer in the industry bringing North American made TPE to the market
- Successfully brought to market black and color-coated EPDM
- 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
- TTII has been successful through different government bodies, owners, engineers, architects and contractors to supply the many different infills that TTII proudly supplies. For example NFL, CFL football fields, New York Parks and Recreation, New York School Construction Authority, Fairfax County, Los Angeles Unified School District (LAUSD) and Long Beach Unified School District (LBUSD)
- Introduced TTII NATURE'S Infill corn cob in 2023 that is now successfully used as an organic infill which is a first for North America. The corn originates from Iowa USA
- Successfully continues steady growth with new innovative products

WORK HISTORY

Sales Manager-Sands and Abrasives Division with Target Products Ltd. Burnaby, BC

1988 – 2003

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

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

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

SYNTHETIC TURF COUNCIL

- Board member Synthetic Turf Council (STC) 2007-2014
- John dedicated 7 years of service as a board member 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 – October 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

OUTSTANDING ACCOMPLISHMENTS

Middle East Sand

- Shipped sports-field quantity of silica sand from Florida to small military base in Baghdad (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)

Guest Speaker

- Guest speaker for NACE (National Association of Corrosion Engineers) and SSPC (Steel Structural Painting Council) across Canada speaking technically about the different abrasives silica sand, nickel slags, copper slags and coal slags for preparation of steel before the coating selection

Trap Rock

- Supplied 5000 tons of trap rock to Saipan and 5000 tons to Guam that was used for non-slip on asphalt roads from Mt. Marrow, Queensland in Australia

Sand to Guam

- Supplied sports field sand to Guam Military Base

DiCal

- Arranged 100 railcars of DiCal from Northwest Alloys an Alcoa company located in Addy, Washington to Los Angeles. Further arranged the Mokapu vessel to transport the 10,000 tons to Oahu as a soil amendment

Sand to Cuba

- Arranged silica sand that was delivered to Cuba for two sports fields located at Guantanamo Bay Naval Base

Aluminum Oxide

- Sold aluminum oxide to Metal Spray Coatings, within Europe, from Argentina to Chile and in the USA

EDUCATION

Marketing Diploma – British Columbia Institute of Technology, Burnaby, BC 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)