

GREGORY J. MARTIN

PERSONAL DATA

Telephone: 714-394-0762 (cellular)
Age: 68

EDUCATIONAL BACKGROUND

Illinois State University - Normal, Illinois
B.S., Finance 1979
B.S., Business Administration, 1979

Bradley University - Peoria, Illinois
M.B.A., 1982

University of Southern California - Los Angeles, California
Master's Certificate – Marshall School of Business, 1986 (*1 year Fellowship*)

BUSINESS HISTORY

Current Position - Retired – April 1st, 2024

Concentric, Inc.

June 2019 to April 2024

On June 24th, 2019 Mr. Martin took charge of the Maintenance business and served on the Management Committee for Concentric, Inc.

During his tenure with Concentric:

- He grew sales more than 300%; (all organic growth).
- EBITDA improved from single digit performance to 22% of revenue.

October 2, 2023 Concentric was purchased by Mitsubishi Heavy Industries.
Mr. Martin agreed to stay for a 6-month transition period.

Challenger Industries, Inc.

President, CEO, & Founder

September 1999 to May 2016

The business Mr. Martin started in 1999 outsources forklift maintenance functions for selected clients. A partial list of clients across the United States include: Pier 1 Imports,

Michelin Tire USA, Johnson & Johnson, Excel Logistics, IKEA, Coca Cola, Sanyo, Sony, and more.

Challenger provided labor, parts, consulting, and critical information to its clients so they could maximize the operational and financial effectiveness of their material handling fleet.

November of 2013, during a 10-day period, Challenger had been approached by Raymond Corporation, Toyota, and C.I. Capital; each interested in acquiring the business.

Sold the business to C.I. Capital in September of 2014 – Merged with the operations of two other portfolio companies.

Smart & Final Stores, Inc.

December 1990 to November 1999

Smart & Final, Inc., listed on the NYSE, is the largest warehouse grocery chain in the United States. It operates 374 non-membership stores in California, Arizona, Nevada, Florida, and Mexico, as well as the recently acquired United Groceries in Washington and Oregon. The company was originally located in Southern California and had developed a unique hybrid marketing niche: its stores sold at wholesale prices to restaurants and other institutions, while normal retail customers could also buy and take advantage of their wholesale prices. As the company expanded to Florida, Northern California and beyond, it added delivery for its large institutional customer base. Headquartered in Los Angeles with more than 7000 employees, sales for 1998 were in excess of \$2 billion.

June 1994 – November 1999

Corporate Vice President

Distribution and Manufacturing

Corporate Officer 1993 to 1999

Los Angeles, California

- Reported to the Chief Executive Officer
- Had a staff of 2,000 with direct reports of functional leaders.

Accomplishments include:

- Consistently exceeded operating objectives for all areas of responsibility.
- Planned and implemented the operating integration of an acquired foodservice distributor with Smart & Final Operations.

April 1992 – June 1994

Vice President

Distribution, Manufacturing, & Perishable Procurement

Los Angeles, California

Lucky Stores, Inc.

March 1977 to November 1990

Mr. Martin's career with Lucky Stores, Inc. started in the Peoria, Illinois, area in 1977, while he was attending the undergraduate program at Illinois State University. He

would remain with this large grocery/distribution chain for thirteen years, moving up impressively through the ranks. During this time, he received two college degrees, an MBA, plus a prestigious Graduate Fellowship to the University of Southern California. He learned to Lead people at a young age and managed a significant-numbers of people in his early twenties. He received excellent mentorship in retailing and during 1984 was selected to oversee the Midwest Division's strategic planning effort. He Transferred to California in 1987 to participate in the creation and rollout of a new operating division. He left the company in 1990 after Lucky Stores was acquired by American Stores. With his mentors leaving Lucky Stores, Mr. Martin elected to join Smart & Final in December 1990.

Management Positions held:

- **Special Project Team** – Advantage Stores Start-up
- **Special Project Team** – Midwest Grocery Division sold to Apolo Group
- **Special Project** – Leadership Training
- **Special Project** – USC Student 1995 & 1996
- **Strategic Planning** – Midwest Division
- **Store Manager**
- **Assistant Store Manager**
- **Grocery Department Manager**