



## ENVIRONMENTAL EXPERTISE

- Electronic Recyclers International, Inc. – Improved profitability through price increases, customer rationalization, removing redundancy and headcount reductions. Transformed revenue and profitability from being dependent on commodity prices to dependent on a service base model. Refinanced 1st lien lender (Comerica Bank, \$6.0 million) with new lender (Ares Capital, \$17.6 million) and expanded capital base to enhance growth and allow the company to execute on automation plans and pursue acquisition targets. Improved EBITDA from negative \$10.0 million (2015) to \$4.0 million (run-rate 2016, \$2.2 million for 6mo. ended June 2016).
- Advised and worked with Trustee on the sale of the assets of ECS Refining, Inc, a large west coast-based electronics recycler. Initially filed for Chapter 11 bankruptcy to sell assets, upon discovery of fraud we converted the case to a Chapter 7 liquidation in order to reduce costs and maximize recovery for stakeholders. Additionally ran day to day operations of the Company prior to liquidation, including managing collection and disbursements and employee and vendor and landlord issues.

### MILES' GENERIC BIOGRAPHY

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