

“Being able to see the next big deal...and then making it happen  
...is much easier when a sales professional is well-grounded in  
the financial aspects of business.”



## THOMAS J. LUCAS

With roots in the legal profession, Mr. Lucas has successfully maneuvered several corporate entities through turbulent growth years.

After serving four years as Group General Counsel for a \$500 million manufacturing group of the Signal Companies, he was asked to become Vice President of Administration for Sinclair & Valentine Co., Inc., a Signal company. By the time he was arranging a leveraged buyout from the Allied Signal Companies for Sinclair & Valentine, Mr. Lucas had been promoted to Vice President and General Manager. He was responsible for several large transactions, including an \$8 million technology package.

In 1990, the successful LBO was sold to Flint Ink Corp. and Mr. Lucas joined as Vice President of Sales and Marketing, later becoming Group Vice President of a \$200 million, 1,000 employee Flint Ink group, responsible for 30 plants. During a five-year time frame, Mr. Lucas improved his group's profitability by 400%.

Mr. Lucas has served on the board of directors for four corporations, including a NASDAQ-listed company. He also has extensive international business experience, particularly in Europe.

### INDUSTRY EXPERTISE

Manufacturing, Financial Services

### CORPORATE BACKGROUND

Vice President of Sales and Marketing and COO, Flint Ink Corp.; Vice President / General Manager and Vice President of Operations, Sinclair & Valentine; Group Vice President

### EDUCATION

JD, William Mitchell College of Law; BA/Liberal Studies, University of Notre Dame

### LANGUAGES

English

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