

BIOGRAPHICAL INFORMATION – Paul M. Gold

Paul M. Gold is a business owner and entrepreneur. His forty year career has been in **manufacturing**, and **distribution and logistics**, encompassing a wide range of products and processes.

Gold obtained a B.A. in Business in 1969, and began his career in the transportation industry. Over the next five years, he became **Customer Service Manager**, followed by **Operations Manager** for **Schulman Air Freight** for the Newark, New Jersey terminal.

In 1974, Gold became Operations Manager for **Hit Sales Company**, a division of **Cosco Industries, Inc.**, in New York City, responsible for 200 employees, and all manufacturing which included plating, hot stamping and fabricating products for the Advertising Specialty Industry.

In 1979, Gold was promoted to **Director of Manufacturing** for **Consolidated Stamp Manufacturing Company**, in Spring Valley, New York, the largest division of Cosco Industries, Inc. There he was responsible for two manufacturing plants, approximately 400 people, and manufacturing that included metal stamping, plating, screw machining and light assembly.

In November, 1981, he became the Senior Vice-President of Operations for **The Lantis Corporation**, located in New York, NY, and Englewood, NJ, an importer and distributor of sunglasses. Gold's responsibilities included warehousing, distribution, finance and administration, as well as overseas sourcing of product. Sales volume at that time was \$4 million, with approximately 40 people in 10,000 square feet. One year later, he purchased a minority ownership in The Lantis Corporation. Over the next six years, the company grew to \$60 million in sales, 150 employees and 50,000 square feet.

In 1988, Gold opted out of his minority ownership of The Lantis Corporation and moved to Mason City, Iowa. He acquired 50% ownership of **Dimensional Graphics Corporation**, a custom manufacturer, with annual sales revenue of \$400,000, and became **President and CEO**. Over the next four years, DGC grew to \$2 million in sales, and Gold eventually acquired 100% ownership. Over the next sixteen years, five companies, each in various stages of distress, were purchased and integrated into DGC, which has grown into a \$7 million company, with 80 employees, and three manufacturing facilities.

Gold is currently semi-retired and remains **Chairman of the Board** for DGC.

Gold's strengths are his significant experience in finance, manufacturing and sales for both small and large businesses. He has demonstrated a high level of success in taking troubled businesses and making them profitable enterprises.