



STATE OF GEORGIA  
COUNTY OF FULTON

**A RESOLUTION REAPPOINTING A MEMBER TO THE BOARD OF ETHICS OF THE  
CITY OF SANDY SPRINGS FOR A SECOND THREE YEAR TERM**

**BE IT RESOLVED** by the City Council of the City of Sandy Springs, Georgia (“City”) while in regular session on May 6, 2014 at 6:00 p.m. as follows:

**SECTION 1.** That David Price, currently a member of the Board of Ethics, is hereby reappointed to the Board of Ethics for a term of three (3) years commencing on November 1, 2013 and ending on November 1, 2016; and

**SECTION 2.** That members and alternates of the Board of Ethics shall be eligible for reappointment upon nomination by the Mayor and confirmation by the City Council and shall not serve more than two (2) consecutive terms when serving as a member, or two (2) consecutive terms when serving as an alternate; and

**SECTION 3.** That this Resolution shall become effective upon its adoption.

**RESOLVED** this the 6<sup>th</sup> day of May, 2014.

Approved:

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Russell K. Paul, Mayor

Attest:

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Michael D. Casey, City Clerk

(Seal)

**DAVID J. PRICE**  
**Partner**

David J. Price is a founding partner of Price Hanna Consultants, a firm specializing in nonwoven and hygiene absorbent products, key raw materials and related fields. Mr. Price has extensive experience in textile, woven and nonwoven fabric businesses and in the industrial, construction, filtration, medical, hygiene, consumer, and specialty markets these technologies serve.

Mr. Price was a Senior Consultant with John R. Starr, Inc. from 2005 to 2011. He assisted clients in engagements involving a variety of manufacturing and commercial topics, including evaluations of potential acquisitions and due diligence. He has authored publications on nonwoven technologies and markets and is an accomplished speaker at conferences and executive briefings.

Over his career, Mr. Price has served in Manufacturing and General Management, Business Development, Sales and Marketing Management and Executive Management roles. Prior to joining John R. Starr, Inc., Mr. Price was Vice President of Sales and Marketing for BBA Fiberweb North America, the third largest nonwoven fabric producer in the world at the time. Prior to this role, Mr. Price was President and a member of the Board of Directors of Evergreen Technologies, a nonwoven fabric and specialty film extruder. Earlier, Mr. Price was President of Polyfelt Americas and later Group President and member of the Board of Polyfelt Ges.mbH Linz, Austria, the world's largest nonwoven geotextile producer. Early in his career, Mr. Price was employed by Exxon Chemical's Industrial Textiles Division.

Mr. Price gained international experience through his employment and residence in Europe and significant business development and consulting activities in Southeast and Southern Asia, Australia, the Middle East and South America. Mr. Price also has experience in managing private equity-owned companies and in working with private equity firms on acquisitions and divestments.

Mr. Price has earned both a BS and MS in Business Administration and has successfully completed a number of professional development programs covering a variety of subjects. He has also served on a number of civic and charitable Boards as a Director and Chairman.

# David J. Price

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Residence: 770-901-9826

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## PRESIDENT/CEO

### SUMMARY OF QUALIFICATIONS

- Outstanding background and achievement in manufacturing, sales and general management positions within woven and nonwoven fabric organizations.
- A strong record in achieving revenue and profit growth across a broad range of woven and nonwoven markets and well known clients such as Procter & Gamble, Shaw Industries, Hayward, Unilever, Cardinal Healthcare, and Waste Management.
- Adept in developing and executing strategic and tactical plans that result in positive competitive position.
- An excellent communicator with the ability to quickly develop productive relationships with customers, employees, and shareholders.
- Adaptable, flexible, and seasoned in a wide variety of environments and business cycles.
- Effective in managing both large and small organizations and working with private and public shareholders.
- Globally experienced from employment and residence in Europe to business development in Asia.
- Successful in achieving turnarounds by improving product and service quality, increasing productivity, developing and launching new products, reducing costs and improving organizational culture.
- Experienced in initiating and concluding successful acquisitions, joint ventures, and divestments.

### PROFESSIONAL EXPERIENCE

Price Hanna Consulting Atlanta, GA

2011 - Present

#### ***Partner***

Business consulting services directed to senior management, public, private and private equity shareholders and investors in the analysis of business operations; competitive positioning and analysis; strategic and tactical plan development; profit improvement; and evaluation of acquisition, divestment, due diligence and general investment projects.

John R. Starr Inc Consulting, Atlanta, GA

2005-2011

Business consulting services specializing in nonwoven hygiene absorbent products, woven fabrics and related markets.

BBA Fiberweb, Nashville, TN

2002-2004

The Fiberweb division of BBA, a \$2 billion UK public holding company, is the world's largest producer of synthetic non woven fabrics sold to major consumer, medical, construction, and industrial products companies with annual group revenues of over \$1billion.

#### ***Vice President Sales & Marketing North America***

Responsible for the profitability and growth of the Americas division which in 2004 exceeded \$540 million. Directly supervised 8 senior managers who in turn oversaw more than 100 sales, customer service, planning, and technical personnel. Managed an annual budget of \$21.3 million.

Evergreen Technologies, Inc. (ETI), Atlanta, GA

1995-2002

A subsidiary of the Tensar Corporation, a privately held manufacturer of polymer based nonwovens and extruded geosynthetic products sold within construction and industrial markets.

#### ***President***

Led the acquisition of the Polyfelt Americas' manufacturing assets by Evergreen Technologies, Inc in 1995 and consolidated the construction products divisions of both companies.

- Achieved average annual EBITDA of \$1.9 million on average annual revenues of \$14.8 million from 1996-2001.
- As a key team member of the private equity team in the marketing and divestiture of ETI in May 2002, achieved a sales price multiple of 10.5 times EBITDA for ETI's shareholders and a successful transition for employees, customers, and new owners.

## **Professional Experience (*Continued*)**

### *The Polyfelt Group*

1988-1995

A subsidiary of the Austrian oil and gas producer OMV, the Polyfelt Group is the world's largest manufacturer of non woven synthetic fabrics for civil engineering applications.

#### **President** (*Polyfelt Americas Inc. Atlanta, GA/Evergreen, AL 1993-1995*)

Responsible for all aspects of an Austrian owned, U.S. subsidiary manufacturer of non woven geotextiles products used in civil engineered structures in North, Central, and South American markets. Upon return from Polyfelt Europe in 1993, initiated and led a turnaround in all functional areas.

- Regained positive Labor/Management relations.
- Achieved a new and sustained level of product and service quality equal to that of the market leader.
- Developed sales revenue and volume growth of 30% and 38% in 1994 in an oversupplied market.
- Reduced annual Manufacturing and SG&A fixed costs by \$3.1 million (42%).

#### **President/CEO** (*Polyfelt Group Linz, Austria 1991-1993*)

Responsible for the worldwide business of the Polyfelt Group, the world's largest manufacturer of non woven fabrics for construction applications. Group revenue in 1992 was \$104 million with 390 personnel employed in plants in Austria, France, USA, Australia, and in sales offices worldwide.

- Organized worldwide regions and consolidated functions leading to full integration of operations. Initiated McKinsey study of worldwide businesses resulting in significant cost reductions, increased revenues, and profits.
- Developed strategy and initiated market and country evaluation of Southeast Asian Region leading to selection of Malaysian manufacturing site. Established new sales companies in Thailand and Indonesia as extensions of existing joint ventures in Singapore and Malaysia.
- Initiated and led negotiations in the \$9 million acquisition of a major competitor in Australia and merger of local Polyfelt sales company. First year economic impact of new company was a \$3.5 million improvement in EBIT and a 28% ROI.

#### **President** (*Polyfelt Americas, Inc. Atlanta, GA 1988-1991*)

Achieved a significant turnaround in product and service quality, operating efficiencies, and financial performance:

- Earnings improved from a \$4.5 million loss in 1987, to break-even in 1990, to \$2.0 million EBITDA in 1991 on sales of \$11.5 million.

### *Exxon Chemical Company, Industrial Textile Division, Polymers Group Summerville, SC*

1977-1988

#### **Market Manager**

- Awarded Exxon Chemical Company Special Performance Award for leading the Business Unit to substantial growth and leadership within its industry segment.

#### **Account Representative**

- Achieved successive promotions due to sales results. Increased territory sales revenue from \$6 million to \$30 million+.

### *Venture Carpets, Calhoun, GA*

1971-1976

#### **Plant/General Manger Carpet Manufacturing**

- As the company's first ever management trainee, held positions as a Shift Supervisor, Purchasing Manager, Production Planning/Scheduling Manager, and Plant Manager over two plants with more than 400 employees.

## **Education**

### *Masters in Business Administration*

Berry College, Rome, GA

### *B.S. Business Administration*

University of Southern Mississippi, Hattiesburg, MS