

## Panelists: Improving Profitability by Increasing Your Top Line



### Armistead “Buck” Burwell CAM Fabrication

Buck Burwell has a 20 year plus track record of partnering with private equity investors to lead underperforming mid-size companies to the next level of growth, improve the market value of privately held mid size companies by dramatically driving up their “off balance sheet” value, and strategically position companies in the market for maximum performance and value at exit.

Buck presently serves as Chairman of CAM Fabrication Inc., a leading distributor of construction supplies, rental forms and concrete accessories, operating 9 distribution centers in North Carolina and Florida. Buck’s previous roles with private equity sponsors include: CEO, Florida Tile Industries Inc; CEO, National Packaging Solutions Group; President and CEO, Cherokee Sanford Brick Company; Chairman and CEO, Itco Tire Company.

After college, Buck completed Navy flight training and served as a pilot, flying helicopter and fixed wing aircraft for 5 years on active duty and 15 years in the active Reserves. He is a retired Commander in the Navy Reserve and holds an Airline Transport Pilot certificate and Boeing 737, DC-6, 7, & 9 type ratings.

Buck has served on numerous mid-size private companies and non profit boards, is a member of the National Association of Corporate Directors and is a former member of YPO International. He graduated from Wofford College in Spartanburg, S.C, is married, lives in Raleigh, NC, and has four adult children. [www.camfabrication.com](http://www.camfabrication.com)



### Marco Fregenal Carpio Solutions

Marco Fregenal is a seasoned Software and Services executive with over 20 years of experience in leading high growth companies both in the US and Latin America. As Founder & CEO Carpio Solutions, Marco is responsible for leading the diverse and multi cultural executive team to implement its strategy and exceeding the company’s goals. Prior to founding Carpio, Marco was the President and COO of Ultimus Inc, a leading BPM software company. Marco led the company to over 800% growth in 6 years, increasing its customer base to over 1,500 customers and the opening of 18 offices around the world.

Prior to joining Ultimus, Marco co-founded HowStuffWorks.com, the leading e-learning and reference web site on the Internet. Before his tenure with HowStuffWorks, Marco spent 6 years in the telecom arena with Pagenet where he co-founded and served as COO of PAGENET Brazil. Prior to that, he served as Vice President and General Manager of Pagenet New York.

Marco has raised over \$200 million in capital both in private and public markets. He has received an Economics degree from Rutgers University and a Masters in Econometrics from Monmouth University. Marco was born in Brazil and speaks fluent Portuguese and Spanish. [www.carpio.com](http://www.carpio.com)



### Tom Stevens Think Leadership Ideas

Leadership consultant and executive coach, town mayor, former agency executive and trained counselor, Tom Stevens founded *Think Leadership Ideas* in 2001 to help like-minded leaders and professionals raise the bar on leadership and organizational performance. Tom’s clients have included large organizations such as Nortel, GlaxoSmithKline, Novozymes, Biogen Idec, NACCO Materials Handling Group, RSM McGladrey, and Duke University Health System - as well as professional practices, trade associations, chambers of commerce, entrepreneurial businesses owners, and enterprising non-profits. As a professional speaker, Tom has been applauded at top-ranked business schools, professional conferences, association meetings, and corporate retreats.

Tom received his BA and MSW degrees from the UNC Chapel Hill, and a Certificate in Organizational Development from UNC-Charlotte. He is a charter member of The Society for the Advancement of Consulting, and a professional member of the National Speaker’s Association. In 2005 Tom was elected Mayor of Hillsborough, NC, and he ran unopposed for a second term in 2007. Tom publishes THINK!, a monthly on-line collection of leadership articles with subscribers on four continents, and his columns have appeared in *Women’s Edge* and *Business Leader* magazines. [www.thinkleadershipideas.com](http://www.thinkleadershipideas.com)