

Business Experience Summary

William H. Guarniere

1989 to Present: President, **Cactus Environmental Systems**, (a UST Services, Inc. Company). Functions include general management and marketing of Stage II, precision underground storage tank and line testing services, underground tank remediation services, site inventories and inspections, Phase II Site Reviews, UST Tank Management Upgrade Plans and consulting services.

Clients served include: CenterPoint Energy, Houston Metropolitan Transit Authority, Texaco, Shell Oil Company, BellSouth Telecommunications, BP Petroleum, Brown & Root, Raytheon Services Corporation, Albertson's Inc., Ashland Oil Company, Dow Corporation, The City of Houston, Houston METRO, Harris County and many regional fuel distributors, operators and construction companies.

1981 to 1989: President, WHG Interests, Inc. and Principal, Sterling-Southwest Resources, Inc. These Corporations were formed to serve the Oil and Gas and the Financial Services Industries. Functions included the development of client relations, preparation of business proposals, marketing of services, financial management and performance of consulting activities.

Major consulting studies performed include Product or Service Marketing Plans and Strategies, Technology Studies and Strategies, Business Planning, Organizational Analysis, Productivity Improvement and the Application of Computer Technology to Business Processes.

1962 to 1981: Held various executive positions with large corporate entities including Nationwide Insurance Companies, Allstate Insurance Companies, Waddell & Reed, Richs' of Atlanta, American General Insurance Companies, and Tenneco Oil Company.

Positions included VP Administration & Finance, Treasurer, Assistant Treasurer, Director Credit, Director Customer Service, and Consultant - Strategic Planner.

Education - BSC Accounting and Economics, 1962, Ohio University, Athens, Ohio

Personal - Married, two adult children. Date of Birth 5/22/40