

## **SARILEE K. NORTON**

58 West Cove Drive ▪ North Kingstown, RI 02852  
401.667.5841 ▪ sarileenorton@cox.net

### **EMPLOYMENT**

#### ***NORTON ASSOCIATES, East Greenwich, Rhode Island***

***1999–2002, 2005–present***

##### ***President***

Launched this consulting practice in 1999 that focuses on business development issues for packaging and industrial clients. Provide analytical and advisory services for clients with sales of \$25 million to \$5+ billion.

- Researched and wrote a comprehensive multi-client study of the future lightweight containerboard, sponsored by RISI, the leading information provider for the global forest products industry.
- Directed marketing studies of the food, beverage and food service segments for major rigid and flexible packaging companies.
- Conducted key market and competitive analyses for private investment firms.
- Advised management teams for three major corrugated companies on acquisition and integration strategies.
- Developed turnkey presentations and collateral materials for senior managers for analyst, industry and educational conferences.

#### ***TEMPLE-INLAND, Linden, New Jersey***

***2002–2005***

##### ***President, Tru-Tech<sup>®</sup> Division***

Engaged as a consultant to assess this start-up specialty laminated paper/film business; subsequently hired to oversee all functions of the operation.

- Increased revenues by 40% through targeted segment programs, market-driven product development initiatives and personal customer and prospect involvement.
- Led effort to revamp manufacturing operations and processes--all machine centers showed double-digit run speed and efficiency improvements, primary machine center more than doubled speed and output.
- Delivered first profitable month in operation's 8-year history.

#### ***TENNECO, INC., Lake Forest, Illinois***

***1991–1999***

##### ***Vice President, Corporate Strategy***

***1997–1999***

Directed strategy and business planning functions; merger, acquisition and redeployment initiatives; and other key business development activities for this \$7 billion global manufacturing company. Reported jointly to Chairman and Chief Operating Officer.

- Directed internal team and outside investment advisers to evaluate and recommend strategic options for restructuring the company, including separation and/or sale of key business units; two businesses sold on a timely and profitable basis.
- Developed and articulated a comprehensive corporate strategy as the focal point for a 3-day Board of Directors retreat--cited as "most substantive Board strategy review and discussion to date."

##### ***Vice President, Quality Management and Strategy***

***1994–1996***

Directed total quality management, corporate development and other key strategic activities for the \$4 billion packaging unit of Tenneco. Also responsible for Packaging's communications function.

- Promoted to Vice President, Corporate Development in 1993; role expanded to include quality

management and communications in 1994.

- Led Packaging's acquisition efforts, which included timely screening of over 200 candidates and the successful completion of 14 acquisitions in three years, adding revenues of nearly \$2 billion.
- Directed Packaging's business process and quality management initiatives; cut operating costs by \$50 million.

**Director of Marketing & Sales Administration**

**1991–1993**

Directed marketing functions for \$1 billion Containerboard Products Division. Directed customer service function for 2 million ton primary mill system. Responsibilities included strategic planning and analysis, competitive positioning, marketing communications, new business identification and development.

**UNION CAMP CORPORATION, Wayne, New Jersey**

**1971–1991**

20 years diversified experience in sales and general management, market and strategic planning, budget and financial analysis with this \$3.0 billion paper and packaging company.

**Plant General Manager, Trenton, New Jersey**

**1989–1991**

Directed all functions of \$20 million, 140-employee corrugated box operation for Company's Container Division.

**Manager, Marketing, Systems and Planning, Wayne, New Jersey**

**1983–1988**

Managed marketing, information systems and business planning for \$500 million Container Division.

**Plant General Manager, Providence, Rhode Island**

**1982–1983**

Directed all functions of \$8 million, 100-employee converting operation for Flexible Packaging group of Company's Bag Division.

**General Sales Manager, Warwick, Rhode Island**

**1980–1982**

Responsible for sales and marketing functions for \$30 million Plastics group.

**Financial, marketing and strategy assignments** at corporate and division levels.

**1971–1980**

## EDUCATION

COLUMBIA UNIVERSITY, Graduate School of Business  
Master of Business Administration

UNIVERSITY OF PENNSYLVANIA, Wharton School  
Bachelor of Sciences Degree in Economics

## OTHER INFORMATION

Serve on the Board of Carastar Industries, an integrated manufacturer of 100% recycled paperboard and converted paperboard products, and on the Advisory Board of Acme Corrugated Box, a privately owned container manufacturer; served on the Board of Woodhead Industries, a publicly traded electrical supply; ***Who's Who of American Women*** biographee; ***Tribute to Women and Industry*** honoree.