

Terry Clayton
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Headlines:

- Directing Stage-Gate & product development for the world's largest manufacturer of inkjet printers, ink and coatings.
- PM for Start-up ink plant in Warsaw, Poland (\$12,000,000)
- Growth strategy and project prioritization identifying >4.3 M in new revenue and cost savings annually for Quad Graphics
- Developed and launched CTI's first security taggant product to a foreign government delivering revenue by way of product sales and technology licensing.
- Built a synthetic chemistry laboratory and research staff at CTI supported by interns at UC Boulder.
- Built a department of graphic designers and developed the work flow process to support CTI Sales and Marketing team
- Launched multiple high margin multi-million dollar product lines
- Selected by Quad Graphics CEO as a founding member of the Innovation Council
- Authored and led a Cooperative Research and Development Agreement (CRADA) with US Air Force Academy to develop advanced smart materials with CTI.

Editorial Board Member

Current Research in Chemical Sciences June 2013 – 2015

Director of Ink Development, EFI – 2015 – Present

Leading the ink and coatings division as EFI sets out to convert all analog manufacturing to digital. Coordinating global activities to launch new printers with engineering, ink & coating development, applications group, manufacturing, service, and key business partners. Manages a direct team of 20 and the indirect activities across several U.S. sites. EFI crossed over \$1Billion in revenue with ink sales as the major contributor to its growth. Aggressive product launches are the lifeblood of the organization. Responsible for a multiple laboratories, a pilot manufacturing operation, print head testing program, and an application laboratory with over \$10MM in assets. Outside collaborations include an intern program with multiple Northeastern universities, raw material suppliers, and inkjet head development efforts with multiple Asian manufacturers.

Vice President of R&D, Chromatic Technology Inc. – 2010 – 2015

Vice President of Research and Development responsible for new product pipeline, project management, resource allocation, product innovation, and intellectual property. In this role, Terry works closely with Sales, Marketing, key clients, Operations and contract manufacturing organizations to identify, develop and produce smart materials to help business partners grow their business. CTI is an innovator growing business, existing to convince consumers to buy, ensure drinks are cold, help kids learn, keep people safe, stop counterfeiting, and drive traffic on social media. Our technologies delight consumers through sensory interactivity. Current markets include consumer packaging, print, creative educational toys, food and beverage, anti-counterfeit and brand protection, and consumer products.

In 2 years he has enhanced the capability of the application laboratory and built a kilo scale synthetic laboratory. Recruited top synthetic chemists from Kodak, GE, Sun Chemical, and Cabot Corporation to expand CTI capabilities in 'Smart Materials'. His team consists of PhD scientists, MS/ BS level chemists and technicians. High velocity product development track record won board of directors approval for an unprecedented budget increase equal to 20 percent of gross revenue. Designed a framework with the

CMO to identify, evaluate, and manage high value projects with business partners. Active through-out the sales process with clients and work closely with the executive team to close high value business transactions.

Adjunct Professor, University of Colorado, Colorado Springs, CO 2012-2015

Developed a synergistic relationship with the college and CTI. CTI has funded refurbishment of department NMR instrumentation and pays for access to facilities for staff scientists. CTI is building an internship program for chemistry students.

Adjunct Professor, University of Wisconsin, Milwaukee, WI (2012- Present)

Continues to publish scientific articles with Distinguished Professor James Cook and collaborator around the world on therapeutic agents to fight neurodegenerative disease.

R&D Manager, Quad Graphics CR\T – 1999-2010

Managed the new product development team as R&D Manager and responsible for several high margin new product introduction. CR\T produces over 100 million pounds (\$240 million in revenue) of ink annually for Quad Graphics. The ink division, CR\T, is the main profit center for the corporation and is the largest ink company in the US by volume. Quad Graphics is one of the largest commercial printers in the world with annual sales of \$4.8 Billion in revenue and 28,000 employees.

As part of a tight knit management team, Terry assembled a first class R&D team and constructed a high performance basic and applied research laboratory in Hartford, WI. Led a team of highly skilled scientists with a “hands-on” management style. Responsibilities included product development and commercialization for lithographic (Harris/Heidelberg M1000 and M3000), inkjet inks (Domino Jet Array and Bitjet, Inca Onset UV curable) and specialty coatings (aqueous, UV, solvent), business development, strategic business planning, SWOT analysis, portfolio diversification, and talent development.

Management Training Program, Quad/Graphics (1997-1999).

A leadership development program, providing total access to to state-of-the-art technology and top-level executives. In his 2 year program, Terry traveled throughout the United States to train in and experience plants and sales offices, spanning the midwest to New York. In the management training program individuals have the opportunity to serve Quad/Graphics' prestigious client base, which includes National Geographic, Newsweek, Time, People, InStyle, Victoria's Secret, Kohl's, among others.

Education

BS in Biology, Chemistry Minor,
BS in Chemistry,
MS in Organic Chemistry,
PhD, Organic Chemistry,
Key Executives Program,

University of Wisconsin-Madison (1996).
University of Wisconsin–Milwaukee (2003).
University of Wisconsin-Milwaukee (2005).
University of Wisconsin-Milwaukee, (2011).
Harvard Business School, (2012).