

# Giles H. Bateman

## WORK ACTIVITIES

### **1991- INVESTOR / COMPANY DIRECTOR/ADVISORY BOARD MEMBER.**

**Current**

- Beverages & More.** (Concord CA) Venture backed private company. Director since 1996. (Chain of retail stores.). Audit Committee chair. Compensation Committee member.
- The Return Exchange Inc.** (Irvine) Venture backed private company. Director since February 2001 (Merchandise return control system for retailers). Audit Committee Chair.
- Procuo Inc.** (San Diego) Private company. Director since Fall 2003. (Extreme low cost Network Monitoring)
- WD-40.** (San Diego) WDFC (NASDAQ). Director since 2002. Branded lubricants etc. Audit Committee Chair. Finance Committee member.
- Lifetime Fitness Inc..** LTM (NYSE). Director since 2006. Finance Committee Chair. Compensation & Audit Committee member
- United Panam Finance Corp.** UPFC (NASDAQ). Director since 2006. Lead Director. Compensation & Audit Committee member

**Prior**

- Tuesday Morning.** (Dallas) TUES (NASDAQ). Director 2002 -2006 Off-price retailer. Audit Committee Chair. Compensation Committee
- **Price Legacy inc.** (San Diego) PLRE (NASDAQ). REIT. Director. Audit Committee Chair. 2002
- Cheap Tickets Inc.** (Honolulu). NASDAQ. Director March 1999 to October 2001. (Web & call center based retailer of discount travel.) Sold to Cendant Corp. Audit Committee Chair. Compensation Committee.
- CompUSA Inc.** (Dallas). NASDAQ then NYSE. Chairman (Non-executive) 1993 - 2000. Director 1991-2000. (Computer & related products retailer.) Sold in Spring 2000 to Mexican conglomerate.
- Arcoms Inc.** (San Diego) Private then Public company. NASDAQ. Director 1994 - 2001. (Satellite & remote communications.) Rotated off Board. Audit Committee Chair
- Corporate Express Inc.** (Denver) Director 1992 – 1995 while company private. Left Board prior to Company going Public on NASDAQ. (Contract stationer. Roll-up). Company acquired in 2000. Audit Committee.
- Price Company Inc.** (San Diego) Private then Public on NASDAQ. Co-Founder. See below.
- Various other private early stage, venture backed, companies, in retail and technology.

### **2003-06 SAN DIEGO STATE UNIVERSITY**

- Entrepreneur in Residence at Entrepreneurial Management Center. Teaching MBA course in Entrepreneurship.
- Lecturer to MEET- US. Middle East Entrepreneurial Training Program
- Guest speaker in MBA courses on Corporate Governance, Startegy & Marketing.

### **1991-91 UNIVERSITY OF SAN DIEGO. SAN DIEGO.**

- Visiting Professor at the School of Business. Taught “Strategic Analysis” (Graduate), “Management of people in organizations” (Undergraduate)

### **1976-91 PRICE CLUB. (The Price Company). SAN DIEGO.**

- Co-founded with Sol & Robert Price & Rick Libenson.
- 1976-1991 CFO, Exec VP, Director. Vice Chairman 1989-91
- Responsible since inception for all financial & administrative activities, relationships with Wall Street, accounting & MIS.

-For the first several years, responsible for Marketing and membership; Personnel and labor relations; Legal; All procedures & systems.  
-Responsible for start of, and ongoing direction/relationship with, Price Club Canada..

### **1973-76 NORCROS LTD. ENGLAND.**

-Division manager responsible for greenhouses and home insulation businesses

### **1971-73 MCKINSEY & CO. ENGLAND.**

-Management consultant.

### **1966-69 METAL BOX CO. ENGLAND.**

-Industrial engineer responsible for multiple manufacturing plants.  
-Graduate management trainee program.

## **VOLUNTEER ACTIVITIES**

**CURRENT** Board of Trustees. The Hoffman Institute, Northern California. Chairman 1998-2004  
**PRIOR** Advisory Board. San Diego State University, Entrepreneurial Management Center. Chairman 2000-2004.  
Advisory Board Member. Center for Retail Studies, Texas A & M University  
President. San Diego Repertory Theater.  
Trustee Bishops School. La Jolla, Ca.  
President. La Jolla Soccer League.

## **PUBLICATIONS**

“Strong Boards: A prescription for Success.” Arthur Andersen Retailing Issues Letter 1996  
<http://www.crstamu.org/images-managed/RetailingLetter/VOL8/septVol8no5cov.htm>  
“The Turnaround Board.” The Corporate Board. September/October 1997

## **EDUCATION**

1966 B.A. OXFORD UNIVERSITY. ENGLAND. Law.  
1971 M.B.A. High Distinction HARVARD BUSINESS SCHOOL. Baker Scholar.

## **PERSONAL**

Grew up and educated in England.  
Dual Citizen USA & United Kingdom  
Married. 5 Children. 3 Grandchildren.  
Interests. Surfing; Business; Personal computers; Exercise; Science fiction; Travel  
Used to be fluent in French!