

Thomas Lang

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A seasoned executive with over thirty-five years of building and managing multi-million-dollar construction and materials companies and projects in domestic and international markets. Acknowledged for an ability to interface with foreign governments, comply with international regulations, create positive relations with clients, and be well received by executive leadership to develop, manage, and complete projects that return profit margins that meet or exceed projections.

Extremely knowledgeable of customs and business practices in the Middle East, Central and Eastern European countries. Available to travel and relocation as required.

Successful International Projects developing and managing numerous ready mix and block facilities, along with construction and consulting services have been completed in the countries of: The Kingdom of Saudi Arabia, United Arab Emirates, Kuwait, Poland, Ukraine, and Russia.

Successful Domestic Projects include over 50 ready mix, asphalt, and block plants - highway and bridge construction for: New Jersey DOT, Newark International Airport, Port Authority of New York/New Jersey, New Jersey Turnpike, Garden State Parkway, ATT World Headquarters, and the Prudential Business Park

Professional Relationships to Generate Business deriving from numerous years (2003 - 2014) of business development services in Kuwait, Qatar, and UAE for several clients.

Major Construction accomplishments include:

Managed operations that drove sales from 20 million to 75 million with emphasis on construction operations, materials, and sub-contracting.

Prepared successful bids to land the largest structural concrete and façade block projects ever awarded in Central Europe. Manufactured product and managed quality assurance.

Managed and complied with the development, operations and environmental requirements of a 950 acre granite rock quarry and a 250 acre sand and gravel processing facility in New Jersey.

Lead the team to develop over 30 heavy industrial sites, including - Quarries, Sand and Gravel, Hot Mix Asphalt, Ready Mix, Paver (Interlock) and Block Facilities in the Kingdom of Saudi Arabia, Poland, and the US (Florida and New Jersey). Value in excess of 175 million USD

Created the first construction joint venture between European and Russian companies in the City of Moscow with contacts exceeding 100 million dollars.

Selected to provide a market analysis of building materials, road, and construction methods in the countries of Kuwait, UAE, Poland, Russia, Czech Republic, and Slovakia.

Professional Experience

President – Lang Development and Consulting Inc.

2013 to Present

Lang Consulting & Development Inc. is a single source organization for a wide range of business and operations evaluation, engineering, planning, data, permitting, environmental and construction services. The success of your project is our primary concern. Our civil, legal, environmental, mechanical, data / IT, electrical and structural engineers are licensed professionals with an extensive array of project experience. Main focus of the company is serving aggregate based building materials industries.

Capex, Development and Environmental Director - Prestige Concrete Products

2004-2013

Prestige Concrete products is a division of Votorantim Corporation one of the largest multi-national firms in Brazil. Prestige supplies building products to the construction industry. Responsibilities include overseeing all building materials in areas of development, permitting, construction, commissioning and environmental compliance. Additionally, responsibilities involve managing the risk assessment and contract preparation along with supervising all legal, engineering, and architectural firms under contract.

- Developed and permitted site plans, procured equipment and coordinated construction and startup of 6 Greenfield projects and another 5 Brownfield projects valued at over 50 million USD with over 100 employees.
- Oversaw environmental compliance dealing with Local, State and Federal regulations for: air, water, and wastewater for over 35 facilities operating in four states.

President, AmerBlok Polska

1998-2004

AmerBlok Polska was a company that developed new business in Poland with emphasis on construction materials and technology transfer systems. Responsibilities included:

Securing required capital

Developing financial model

Building marketing/sales teams

Managing construction and operations

Writing the business plan

Securing product certification

- Introduced concrete masonry unit products and technology into Poland and created the market to support the company by selling developers and architects on their value.
- Assisted in the construction and structural design of the American School of Warsaw a \$20 million project. Supplied structural block products and managed quality assurance.
- Advisor to the façade and structural block design and engineering of two of the largest business and retail centers in Central Europe (Arcadia Center and Zloty Tarasy).
- Conducted market investigation and provided construction analysis to Kuwait, Iraq and UAE for several investment groups.

Consultant-Business Development, Lang, and Associates

1990-2004

Lang and Associates was a consulting firm that targeted business development and market analysis throughout Eastern Europe.

- Created a joint venture among Russian companies to create the first road construction joint venture in the city of Moscow resulting in contracts to exceed \$100 million.
- Provided market analysis for construction projects in Russia, Ukraine, Poland, Czech Republic, and Slovakia.

Early Experience

My career began in a family construction business where I served as Vice President of Operations. In this capacity, I managed an operating budget of \$25 million. Major responsibilities included site preparation, bridge and road construction, environmental assessments, and engineering services. Further assignments involved purchasing materials, computerizing logistics and billings and establishing relationships with local and state officials. This experience was paramount to my future success in the construction industry.

Education/Professional Affiliations

Studied Project Management at Farleigh Dickson University and Economics at Morris Country College. Further completed courses in industrial management at The Wharton School and FMI Management. A past member of the American General Contractor Association and National Asphalt, Concrete, and Stone Associations.