



HUGHLETT M. HENDERSON
BIOGRAPHICAL SUMMARY
March 2009

www.HCIexport.com

- **Hugh Henderson offers 31 years of international experience in export market development, global sourcing, supply chain optimization, export training and strategic analysis. He has worked with over 1,000 manufacturers and more than 450 foreign agents, distributors and logistics providers in 49 countries, developing proprietary tools and systems in export development for General Electric and other industry leaders.**
- **Diverse international experience leading project teams in ten industries including industrial equipment, chemicals, plastics, environmental services and equipment, scientific and medical equipment, wood products, food, beverages and biotechnology.**
- **President, HCI Corporation, 1986 to present: Hugh Henderson has worked as a trainer and consultant directing international marketing, supply chains and foreign operations for over forty leading manufacturers including: W.R. Grace, GE, Southern States, Heil, Nextlinx, Gwaltney-Smithfield, Clean Water Engineers, PTJ Technology, Wal-Mart, Graham-White Machinery and Wiley & Wilson Engineers.**
- **Managing Director, HCI Madera S.A. de C.V., Mexico City, 2006 to 2009: exporting and distributing wood products from U.S.A. and Canada into Mexico, representing the Governments of Canada and Ontario, as well as leading wood products manufacturers in North America.**
- **President, Henderson Chemicals Inc., 1979 to 1986: Export Manager and Project Director for over thirty leading U.S. and foreign companies, including Airco, Akzo Chemie, Bayer, Exxon, Harshaw, ICI, Monsanto, National Medical Enterprises and Sherwin Williams.**
- **Henderson Chemicals Inc. was selected in 1980 by ARAMCO (then the world's largest oil company) to be its exclusive sourcing, purchasing and exporting agent for LDV contracts for Chemicals and Scientific Equipment. Sourced and shipped over 4,000 international orders in equipment, plastics and chemicals.**
- **Henderson Chemicals Inc. provided similar petrochemical sourcing, purchasing and exporting services to Shell Oil, Bariven, YPF Argentina, YPF Bolivia, Petroleos Del Perú, Kuwait Oil Company and others.**
- **Started and operated global import-export offices in Australia, Kuwait, Mexico, Peru, the U.S., Taiwan and Venezuela, including Henderson Chemicals Del Peru S.A., a leading distribution company in Peru with over 60% market share.**
- **Network of contacts in forty-nine countries and significant experience in nineteen: (In Latin America) Mexico, Argentina, Venezuela, Ecuador, Peru, Panama, Costa Rica,**



Guatemala, Dominican Republic; (Asia-Pacific) Australia, India, Taiwan; (North America) Canada and the U.S.; (Middle East) Saudi Arabia, Kuwait; (Europe) the U.K., Germany, Netherlands and France.

- **Speaker and trainer for international export marketing conferences and seminars since 1989 for the U.S. Department of Commerce, Virginia Tech, Small Business Association, Virginia Dept. of Economic Development, SBDC, Virginia Dept. of Agriculture, SMC3, Washington & Lee University and other colleges and trade associations.**
- **Interviewed by CBS Television, TV Azteca, The Journal of Commerce, Business America, The Richmond Times, Radio Free America and Insight Magazine.**

HCI Corporation

866 Kygers Hill Road
Lexington, Virginia 24450 U.S.A.
Phone: (540) 463-1095
Cell: (540) 460-5920
Fax: (703) 891-5392
Email: henderson@HCIexport.com

HCI Madera S.A. de C.V.

Nebraska #157, (Corporativo Nebraska)
Col. Napoles, Del. Benito Juarez, Mexico D.F.
Mexico, C.P. 03810
Phone/Fax: +52 (515) 3791-3507
Cell: +52-155-1865-8235
Email: momogarciap@yahoo.com.mx

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CUSTOMER TESTIMONIAL EXCERPTS

"Thank you again for all your help and patience on this project."

Kipp Coco, International Merchandising Strategy, Wal-Mart Stores, Inc. 3/20/09

"Thanks to your work we believe we now have an innovative way to serve different market segments for our trading & licensing activities. Imagination is worthless unless a bridge can be built to commercialize it. Thanks for engineering that bridge."

Joseph M. O'Shea, Managing Director, Technology Services, General Electric Company 3/2/06

"I would rate his (Hugh M. Henderson) overall performance in this very technical subject as excellent. He is not just very knowledgeable about international commercial trade but he is also a true professional whose dedication to his work and to providing the best insight possible into how international trade actually works, will undoubtedly make a big difference".



Jamil Zouaoui, Esq., Senior Partner, Zouaoui Law Office PC 10/1/04

"Thanks to your sole efforts and introductions, (we) became extremely successful in developing a profitable and ongoing business in Mexico."

David Rigby, Waste Water Management, Inc. 5/5/04

"Hugh Henderson and the HCI team exceeded our expectations. The value we received for the price was outstanding and I would highly recommend HCI for any business venture wanting to be successful in a foreign market."

Steve Banducci, Ontario Ministry of Natural Resources 4/15/04

"We believe Mr. Henderson to be extremely knowledgeable in the requirements of a successful international marketing strategy and we appreciate his business acumen. He is considered a valuable business partner for Wiley & Wilson."

Robert J. Bibee, Director International Operations, Wiley & Wilson Engineers 9/5/02

"I just wanted to thank you personally for the effort and enthusiasm you brought to this project. It is a unique and valuable piece of (ROI analysis) work"

Alan Tracy, President, U.S. Wheat Associates 2/20/02

"...Industry Canada was...very pleased with the (marketing) report. ... The interviews you did really saved the day...Thanks very much – and it was great working with you."

Dr. Dorothy Riddle, President, Service-Growth Consultants, Inc. 5/17/00

"NextLinx believes that HCI has conducted itself in a professional manner and has continually demonstrated a deep knowledge of the international Supply Chain".

James Schwab, Vice President, NextLinx Corporation 4/14/00

"...There are three groups (of consultants). Group A, which are 100% trustworthy and on whom we didn't even bother checking, and HCI fell in that group."

Randy Grifford, Director, Mississippi Lime Company - R&D Division 9/13/98

"You did the most thorough and complete job I have ever seen in a market study.... in a way that provided us with the results that we needed. ...very responsive to our requests ...you exceeded (everyone's expectations) in the quality and the amount of information that you provided for us"

John Jenks, President and CEO, Mississippi Lime Company 4/4/96

"Hugh Henderson performed with excellence in every regard in aggressively setting up the meetings and in providing compelling, professional presentations. Each potential customer...made it clear they agreed to see us only because of their respect for Hugh and HCI."

George S. Dunlop, President, Century Communications, Inc. 11/8/94

"...credibility and integrity...are the cornerstones of HCI. ...(Hugh has) a high level of cultural awareness and professional know-how to immediately identify critical business factors essential to developing international markets. Recommended actions are oriented for sales and profits, while focusing on customer service and long term business relationships."

Thomas H. Garnett, Jr. Vice President-Int'l Sales, Southern States, Inc. 7/1/93