



GRAYSLAKE FIRE PROTECTION DISTRICT

Headquarters Station • 160 Hawley Street • Grayslake, IL 60030 • Tel. 847.223.8960 • Fax 847.223.8964
www.grayslakefire.com

Mr. John Wasik
Lake County Board
18 North County Street-10th Floor
Waukegan, IL 60085

Dear Mr. Wasik,

It is hard to believe my term is up already. The learning curve associated with having the privilege of serving as a Trustee has been both enlightening and fulfilling. With that said, I would like to be reappointed to serve as Trustee for the Grayslake Fire Protection District.

I have attached a copy of my professional credentials as supporting evidence that my skills and experience could and will be an asset to the District and the customers we serve.

Best Regards,

Terry S. Toth



TERRY S. TOTH

PROFESSIONAL PROFILE

Sales and marketing executive experienced in changing organizational behavior to facilitate major directional change within a company. Proven skills implementing supply chain initiatives, recreating the sales and marketing disciplines and development of business plans and models to ensure desired outcomes.

Pinnacle Sales & Marketing: Manufacture Rep Firm representing 18 clients in Foodservice and Jan/San markets.

Brand & Specialty Distribution Manager

(2005-Present)

Responsible for client sales, P&L, training and motivation to distribution sales channel. The ability to cross-pollinate Jan/San lines with foodservice distribution are resulting in annualized sales increases of \$1.25 million.

Handgards, Inc.: Domestic manufacturer and importer of high and low-density polyethylene packaging solutions.

Director of National Accounts

(2002-2004)

Recruited to lead effort in developing a national account presence in all trade classes, to include Mass, Grocery, Club, C-Store and Foodservice. Designed and implemented business-plan, objectives, marketing plan and key strategies to drive sales with national and regional headquarter accounts.

SCA Tissue North America: Manufacturer of sanitary tissue, protective packaging and incontinence products.

National Account Manager

(2001-2002)

My Primary responsibility was pioneering and negotiating new national agreements in the foodservice and commercial markets. The position required extensive collaboration with manufacturing, finance, field sales, and the marketing group to bring a solution driven program to a perspective national client.

Georgia Pacific Corporation: Leading manufacturer of sanitary tissue products.

National Systems Distribution Manager

(1999-2001)

Responsible for managing a network of national customized foodservice distributors for the Away-From-Home channel. Also charged with positioning the GP franchise as the go-to-source on discretionary non-contracted items within the supply chain. Key drivers in my approach were; line consolidation, enhanced logistics, leveraging critical mass and the advent of internal customer teams.

Philip Morris Corporation (Industrial Paper Division-Wisconsin Tissue Mills)

National Account Manager

(1982-1999)

Regional Sales Manager

Corporate Account Manager

Area Sales Manager

Territory Sales Manager

Sales Representative

EDUCATION

- Southern Illinois University, Carbondale, IL-BS Degree, Marketing

COMMUNITY GIVE BACK

- **Chairman: Grayslake Youth Baseball Association:** Volunteer organization managing our community youth baseball experience.
- **Park District Commissioner:** Member of the Grayslake Park Board of Commissioners responsible for oversight of community resources and operations.
- **Fire District Trustee:** Member of a three person team responsible for fiduciary and operational oversight for the Grayslake Fire Protection District.



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Board of Trustees

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John R. Christian

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March 13, 2019

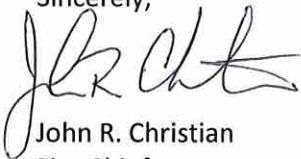
Mr. John Wasik
County Board Member, District 6
18 N. County St. 10th Floor
Waukegan, IL 60085

Dear Mr. Wasik:

I am writing this letter in support of the reappointment of Mr. Terry Toth to the Grayslake Fire Protection District Board of Trustees. Mr. Toth has been integral in the planning and implementation of District policy and operations and continues to be dedicated to growing this organization properly while maintaining fiscal responsibility. Terry has a strong background in private sector business which assists in ensuring our processes and service delivery is completed as efficient as possible. Mr. Toth continues his extensive involvement in our strategic planning and developing long range goals for the Fire District. As Secretary of the District, he has provided guidance and oversight to ensure we remain fiscally sound. Prior to being appointed as a Trustee, Terry spent several years as a Fire Commissioner with the District. This experience allowed him to gain the knowledge in not only the planning and operation of the Fire District, but understanding human resources that are unique to the fire service in Illinois.

As you know economic challenges affect all taxing bodies including ours and Terry Toth's understanding of the issues, along with his clear vision of necessary operational objectives is extremely beneficial to all of us. Because of his experience, guidance, and leadership that he has demonstrated, I truly believe it is in the best interest of the officers, members, and citizens of the Grayslake Fire Protection District for Mr. Terry Toth to be reappointed as a member of the Grayslake Fire Protection District Board of Trustees. If you have any questions, please feel free to contact me at any time.

Sincerely,



John R. Christian
Fire Chief