

Harold L. Durkin, PhD
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EMPLOYMENT

2008 to Present:

Bio-Research Products, North Liberty IA

Business Development Manager

Identifying new markets for this manufacturer of enzymes for diagnostic testing.

1995 to Present:

MDP Marketing, Stratford CT

President and Owner

Providing marketing consulting and market research for chemical and scientific companies.

1990 to 1994:

Novamont North America, New York, NY

1992-1994 Chief Operating Office

1990-1992 Marketing Director

Responsible for market introduction strategies for 100% biodegradable plastic films and molding resins made from corn starch. Established joint development projects with over 20 companies including major consumer products producers such as First Brands, McDonalds and Procter & Gamble.

1984 to 1989:

MONTEDISON USA, New York, NY

Sales Manager for Vedril Acrylic Products

Introduced acrylic sheet and molding resins from Vedril into the USA market.

Created a network of distributors in the East and Midwest achieving \$5 million sales in first year.

1977-1984:

CYRO INDUSTRIES, Mount Arlington NJ

1980-1984 Sales Engineer

1977-1979 Technical Service

In Sales, I took over the New York City territory and converted customers to a new, and lower cost, acrylic sheet product. By developing the OEM segment of the market, I was able to double the region's sales to \$4 million dollars over 3 years.

In Technical Service, I conducted a nationwide tour of plastic distributors and their customers to demonstrate that acrylic sheet made by a continuous manufacturing process was a quality alternative to more costly and traditional cell-cast sheet. This show and tell tour was credited with jump starting sales of the new Acrylite FF acrylic sheet.

1971 to 1977:

M&T CHEMICALS, Coatings Division, Southfield, MI

Laboratory Manager

Directed a 10 man team developing new ecological coating systems for industrial applications. Developed industry's first metallic powder coating used by Samsonite (on luggage frames) and a powder coating for the exterior of steel beverage cans (American Can Co.).

1967-1971:

DUPONT COMPANY, Philadelphia, PA

Research Chemist

Synthesized new polymers for coatings applications including emulsion and graft resins. In 1970, I was part of a task force to develop powder coatings for automotive coatings. Chosen to represent DuPont at the first full-scale application trial of powders at General Motors where a car body was topcoated and then fully assembled for road testing. The topcoat demonstrated good appearance and functional properties.

EDUCATION:

Youngstown University

1962, BS in Chemistry

Case Western Reserve University

1968, PhD in Organic Chemistry

Michigan State University, Executive MBA Program

1997, (24 credits completed, 3.5 grade point average)

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