



BRENT R. GROVER

Career Highlights

Evergreen Consulting, LLC (2001-present)

- Founder and managing partner
- Advisors to wholesale distribution channel on strategy, acquisitions and profitability improvement

National Paper & Packaging Co. (1976-2001)

- President & CEO; co-owner of company founded in 1914
- Nationally-known innovative distributor based in Ohio
- Sold to private equity firm (RSTW) in 1999

Weatherhead School of Management, CWRU (1972-76)

- Visiting Professor, Department of Accounting

Arthur Andersen & Co. (1971-76)

- Cleveland office

Fast Facts

Author of articles and several books, including *More to the Bottom Line* (about customer profitability analysis), *The Acquisitive Distributor* and *The Official Guide to Wholesale Distributor Financial Success* (3-volume set).

Fellow - NAW Institute of Distribution Excellence

Chairman of National Paper Trade Association, 1993

Serves on board of directors of Petroliance, Delaware Valley Group, B.W.Rogers Co., Great Lakes Power Products and Snively Forest Products.

Education

Graduated in 1972 with BS in accounting from Case Western Reserve University

Attended Northwestern University (1968-70)

Certified Public Accountant (1972). Placed second in Ohio and in top 50 in U.S. on November 1971 national CPA Examination.