



Claudia Laird Vice President Ability Center



Claudia T. Laird has enjoyed a dynamic management career providing operating, technical, strategic, and business leadership to manufacturing companies. Experienced in both turnaround and high-growth corporate settings, Laird has been successful in identifying and capitalizing on critical development phases, creating market-driven synergies, and generating revenue in diversified manufacturing environments. Laird is notably proficient in the management of multi-unit, international manufacturing operations.

In 1979, Laird brought her innovative entrepreneurial spirit and manufacturing expertise to LIDCO, Inc., a subsurface drainage pipe manufacturing and construction company with over 100 employees in the U.S. and Mexico. Over a seven-year period, Laird increased sales from \$2 million to \$8 million. Laird continued to drive revenue growth by establishing strategic relationships and identifying new distribution channels, including an unprecedented contract with Home Depot.

As Chief Operating Officer of LIDCO, Laird was able to effect changes in the manufacturing process, resulting in a 52% increase in monthly production output. Laird's operational experience gave her the opportunity to create a turn-key manufacturing facility for one of LIDCO's customers-Argentina's largest sugar grower-further developing and expanding a key business relationship.

In 1999, Laird negotiated and structured a favorable merger between LIDCO, Inc. and Plastic Services & Products, Inc. In her new role as Corporate Transition Executive, Laird constructed a relocation program for 50 employees, implemented a seamless transition for customers and vendors, and managed the successful transfer of technologies and equipment from Mexico to the U.S. overcoming international regulatory barriers. Laird's merger plan for capitalizing on the combined companies' synergies has resulted in a 55% increase in revenue for the three years following the merger.

In 2002, Laird joined Ability Center, a company dedicated to enhancing the quality of life through increased mobility. Ability Center is headquartered in San Diego with additional locations in Orange County and Las Vegas. Laird's leadership and entrepreneurial spirit is steering the expansion, professionalism and growth. Ability Center is the West Coast's largest mobility company with its "One Stop Shop" concept offering a full line of accessible vans, wheelchairs, adaptive driving equipment and home care medical supplies.

Laird is a board member of various civic and non-profit organizations, the Past President of the National Association of Women Business Owners, and the recipient of the BRAVO Award in recognition of her service to the business community.