

BIOGRAPHY OF JOHN POINDEXTER

John Poindexter is a third-generation Texan, a war veteran and a successful businessman. He lives on the Cibolo Creek Ranch in the Big Bend country of West Texas, twenty miles from the Mexican border. His parents were middle-class Houstonians who sent him and his brother to public schools.

In 1966, John received a Bachelor of Science degree in Business Administration, with Honors, from the University of Arkansas. Subsequently, New York University awarded him a Masters degree in Business Administration in 1971 and a Ph.D. in Economics and Finance in 1976. He taught economics and finance as an Adjunct Associate Professor at Long Island University in 1974 and 1975 while completing his doctoral dissertation at New York University. The theme of his doctoral dissertation was a mathematical analysis, utilizing a capital asset pricing model, of the venture capital market.

Shortly after completing his undergraduate education, John volunteered for the U.S. Army and for Officer Candidate School. After serving as President of his class and of the Student Brigade at Fort Knox, he was commissioned as a Second Lieutenant in armor. John's first assignment was to the 3rd Armored Cavalry Regiment in Germany, where he was promoted to the command of L Troop. After airborne and ranger training, he volunteered for service in the Republic of South Vietnam where he was assigned to the 11th Armored Cavalry Regiment.

The 11th Cavalry was one of the Army's leading combat units in South Vietnam, where it was active along the Cambodian border, in the Iron Triangle and in War Zone C. John commanded Headquarters Troop and Alpha Troop, 1st Squadron, successively, in 1969 and 1970. In addition to two Purple Hearts, John was awarded the Silver Star, the Soldiers' Medal, two Bronze Stars, the Vietnamese Cross of Gallantry with Silver Star and several other decorations.

After his military service and a portion of his graduate education, John began a financial career in New York City. He joined Salomon Brothers as an investment banker in 1971 but within a few years transitioned into private equity investment activities as a principal. Ultimately, he became a partner at Smith Barney Venture Corporation, an affiliate of Smith Barney, Harris Upham & Co. (Today, Salomon Smith Barney.) On behalf of institutional investors, such as pension funds, he invested in both early-stage high technology companies and in established corporations. Later still, in 1983, he became a Managing Partner of two investment partnerships, KD/P Equities and J.B. Poindexter & Co., L.P., which acquired companies with aggregate revenues of more than \$1 billion.

Today, John is the Chairman of the Board, Chief Executive Officer and sole owner of J.B. Poindexter & Co., Inc., a diversified manufacturing company headquartered in Texas. JBPCO has four profitable subsidiaries with aggregate revenues of \$550 million and 3,500 valued employees. The company is the leading producer in the United States, and probably the world, of commercial truck bodies through its Morgan Corporation subsidiary. Its Leer, Century and Raider brands are leading names in the truck cap and tonneau industry. Through additional subsidiaries, J.B. Poindexter & Co., Inc. produces machined components for energy and industrial applications as well as engineered plastic packaging for a variety of customers. The final subsidiary is a leading fabricator of large delivery vans.

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John's home, the 30,000 acre Cibolo Creek Ranch, is also a popular resort and the site of three restored adobe forts and other historical structures built beginning in the 1850's by Hispanic and Anglo pioneers. It has been awarded three listings in the National Register of Historic Places, displays five Texas State Historical Markers and has received three national and state awards for architecture among other honors. The ranch is used by local and statewide cultural, academic, business and civic organizations for conventions, meetings and other purposes. Visitors enjoy both the quaint ruins that have not yet been restored as well as the museums, haciendas and historical forts on the ranch, all of which have been outfitted in period furnishings. On display throughout the property is a wide range of Hispanic, Indian and pioneer artifacts as well as items recovered during the archeological phase of the restoration of the property. John has actively directed the restoration of the ranch since 1988 and has written a book, now in second edition, describing its history.

In West Texas, John is a member of the Board of Directors of the Big Bend Museum and Chairman of its Development Committee and the Restoration and Renewal Capital Campaign. Also, John is a member of the Board of Visitors of the McDonald Observatory, an affiliate of the University of Texas located in the Big Bend. Elsewhere in Texas, he serves on the Council of Overseers of the Jones School of Management at Rice University and is a Director of the YMCA of the Greater Houston Area where he also is Chairman of the Financial Development Committee. Additionally with the YMCA, John was Vice-Chairman and Chairman of the 2001 and 2002 Partners of Youth campaigns, respectively. He is a Trustee of The Institute for Rehabilitation and Research Foundation in the Houston Medical Center and is a member of Beta Gamma Sigma and Alpha Kappa Psi, both honorary scholastic institutions.

John has served as Chairman of the Finance Committee and Treasurer of the Texas Education Reform Caucus and Foundation and as a member of the Board of Directors of Crime Stoppers of Houston. He was a member of the Advisory Board of the Houston Technology Center and served as a Trustee of the Blackhorse Association, an affiliate of the 11th Armored Cavalry Regiment.

John is the author of privately published works on historical, military, genealogical and economic subjects and is competent in Spanish, the working language of the Cibolo Creek Ranch.