

WHITE LAKE PARTNERS

Press Release

For Immediate Release

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Warn Industries Appoints Director of International Sales, Latin America/APAC

COLORADO—May 28, 2013. White Lake Partners is pleased to announce that its client, Warn Industries, has appointed Ricardo Coelho as Director of International Sales, Latin America/APAC.

Reporting to the Vice President of Global Sales, Ricardo will provide leadership to the international regional field sales force in APAC & Latin America in support of sales of all aftermarket and OE product lines. Ricardo will help advise the Vice President of Global Sales regarding sales plan development and attainment to support corporate business earnings and strategic plans. Ricardo possesses 16 years of multi-channel experience and a diverse background with Dana Corporation, Michelin and Codan. The majority of Ricardo's career focused on driving sales growth throughout Latin America. Most recently he was the Business Development Director for Minelab Americas which sells metal detection equipment to the artisanal mining and hobby markets. When Ricardo first joined, Minelab had a limited distribution network through Latin America, and Ricardo established a two-tiered, dealer and distributor network through Columbia, Mexico, Brazil and Venezuela.

Ricardo received his Bachelor of Science in Business Administration from the University of Toledo and his Executive Master of Business Administration from Florida International University.

Warn Industries is the world's most recognized brand in off-road products, with customers in more than 65 countries on six continents. Warn Industries designs, manufactures and markets a full line of off-road equipment and accessories that enhance the performance of four-wheel-drive vehicles. Warn Industries is a unit of Dover Engineered Solutions (DES), a group of 14 companies with revenues in excess of \$3B. Dover is headquartered in Downers Grove, Illinois and employs 35,000 people worldwide. Dover Corporation is traded on the New York Stock Exchange under "DOV." Visit <http://www.warn.com> for more information.

About White Lake Partners

White Lake Partners is a retained search firm offering customized solutions for top-tier clients seeking talent at both the executive and middle-management levels. Learn more about us at www.whitelakepartners.com.