

Edward A Friel
9175 Westfield Blvd.
Indianapolis, IN. 46240

Summary: Seasoned executive with over forty years experience in marketing and distribution of medium and heavy duty diesel engines and aftermarket products. Currently President of the Central Indiana Clean Cities Alliance, a 501c3 not for profit organization that promotes the use of alternate fuels as part of an effort lead by the U.S. Department of Energy.

Past Moderator of the Board of Deacons, Second Presbyterian Church, Indianapolis. Currently Elder and Teacher, Middle School Ministries, Second Presbyterian Church, Indianapolis. I serve on the Co-Ordinating Council of Whitewater Valley Presbytery as well as the Committee on Preparation for Ministry.

I am a Board member, Indiana Motor Truck Assn; Past Chair, Allied Conference, IMTA; Past President, Indiana Equipment Distributors; Past Chair, Allied Conference, Colorado Motor Carriers Assn.

Recognized as creative and frequently called on to appear on the Cummins Television Network, the closed circuit information format for Cummins NA distribution system. Veteran of 5 years in AM radio as DJ/newscaster. Author of a book of humor (The Lighter Side of Rectal Surgery) on the Barnes & Noble website.

Key accomplishments:

-Established Cummins Mid-States as one of the top market share distributors in North America*

-Natural ability to establish/maintain strong personal relationships at all levels of customer organizations.

Have established integrity and credibility quickly with even the most difficult and hard to approach business executives.

-Team builder; Servant leader,

-Record of successful leadership positions in business, professional organizations, non profits, and Church roles.

-Recognized as having skills to mentor young managers by Cummins Inc.; have been selected to train young field people on several occasions.

-Recognized as one of the more creative and free thinking marketing people in the Cummins On Highway network. Have been approached to produce segments for the Cummins Television Network; to assist Cummins Inc. corporate marketing people with projects, and to serve on councils and task forces.

Professional Experience:

1989-present:

Cummins Crosspoint; Indianapolis, IN. Director-Truck Engine Business (Formerly VP-Marketing, prior to consolidation with Cummins Inc.. Directed sales and marketing for the 'traditional' Cummins engine and parts business for Cummins Mid-States Power, Inc.). Director and minority owner of Cummins Mid-States Power, Inc.

1981-1989

Sales Manager-Engine Division

Wagner Equipment Co.

Denver, Co.; Directed all sales and engineering processes of the Engine Division for the Caterpillar Dealer for Colorado.

1979-1981

Vice President

Cummins Mid-Atlantic, Inc.

Baltimore, MD. Joined the Distributor Principal of a newly created Cummins distributorship in the "number two" position with the potential for ownership.

1973-1979

Division Manager

Cummins Diesel of Canada, Ltd.

Mississauga, Ontario, Canada ; Managed sales, service and parts marketing for one of the six divisions of Cummins Engine Company's North American Operations. Responsible for market share and goals accomplishment for Canada, the Yukon and Northwest Territories.

1971-1973

Regional Manager

Cummins Engine Co. Inc

Atlanta, Ga. Accountable for market share in a 4 state territory in Cummins Southern Division; responsible for relationships with some of Cummins largest fleet customers.

1964-1971

Cummins Engine Co. Inc

Columbus, Indiana

Various Internal Account Management positions

Education: BS-Commerce; Ohio State University 1964

References: Available on Request

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