



Messett Associates

World Executive Search Plus

**The Boutique Approach
To Search**



Major Search Markets

- Populations
- Major Businesses
- Number of Search Firms

Major Market Data

COUNTRY	POPULATION	MAJOR BUSINESS	KEY EXECUTIVE SEARCH
USA	303,595,000	Most	1,816
CANADA	33,390,141	Most	409
MEXICO	108,700,881	Tourism, Oil, Ag, Industry, Beef	16
GUATEMALA	12,293,545	Banana, coffee, Beef	5
EL SALVADOR	6,872,378	Cotton, Ag, Shoes	2
COSTA RICA	4,075,261	Banana, Coffee, Tourism	9
NICARAGUA	5,507,129	Beef, cotton	-
HONDURAS	7,326,496	Banana	-
PANAMA	3,191,319	Banking, Tourism	1
Sub-Total	39,266,128		17
DOMINICAN REP	9,183,984	Tourism, Bananas	1
HAITI	8,308,504	Little	-
JAMAICA	2,758,214	Tourism, Ag	-
TRINIDAD/T OB	1,065,842	Tourism	-
Sub-Total	21,316,544		1
VENEZUELA	28,854,622	Oil	8
COLOMBIA	46,957,000	Banana, Coal, Coffee	14
ECUADOR	13,547,510	Oil, Bananas	3
PERU	28,674,737	Mining, Vegetables	9
CHILE	16,134,219	Mining, Fruit, Wine	15
BOLIVIA	8,989,046	Mining	1
ARGENTINA	40,502,297	Beef,	10
URUGUAY	3,341,932	Beef	2
BRAZIL	190,110,000	Industrial, beef, fruit, cotton, shoes	15
Sub-Total	377,111,363		77
TOTAL	883,380,057		2,336

WORLDWIDE COVERAGE

Clients serviced directly and associates in rest of major countries

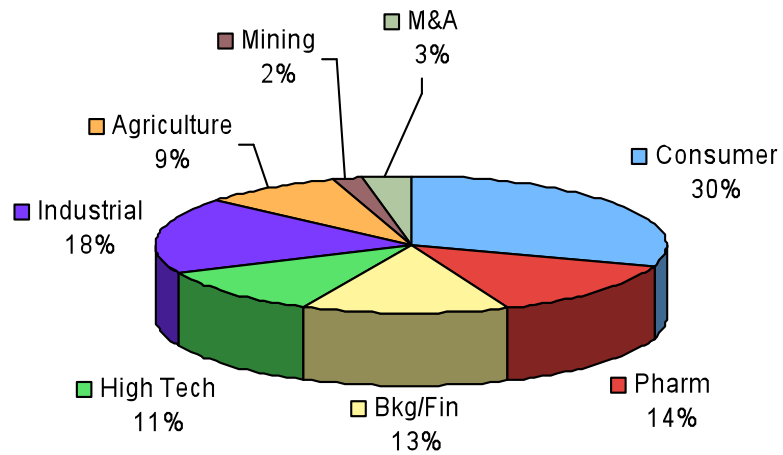


SERVICES

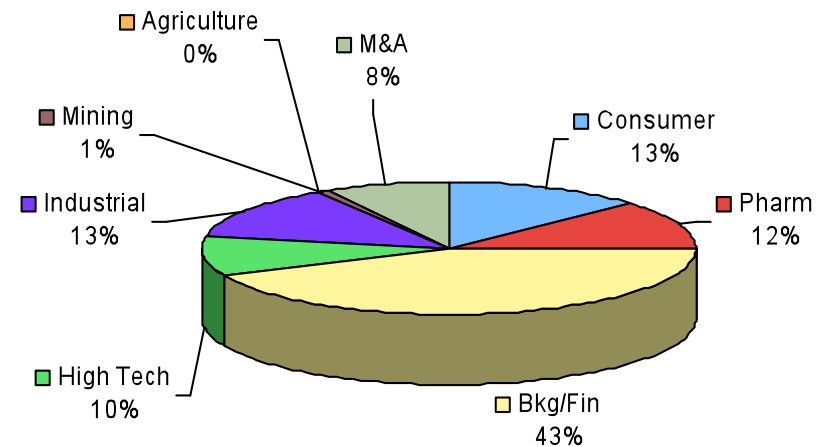
- **Retainer Executive Selection**
- **Joint Venture / Partner Identification**
- **Distributor / Dealer Searches**
- **M+A Activities**
- **Executive Counseling**



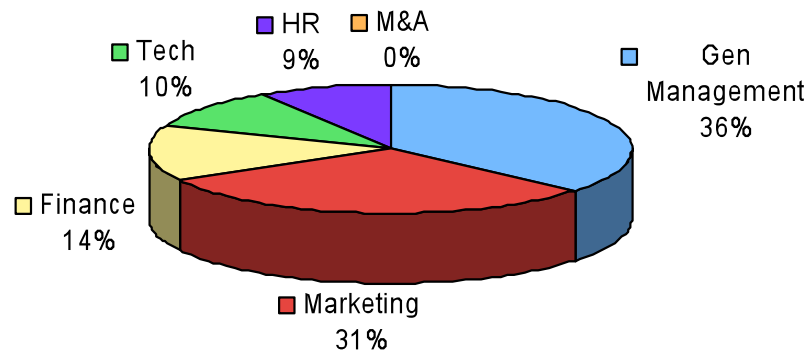
SEARCHES BY INDUSTRY FIRST 25 YEARS



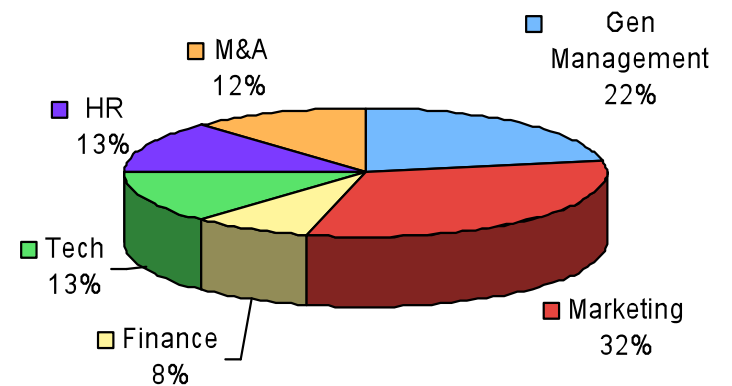
Searches by Industry Past 5 Years



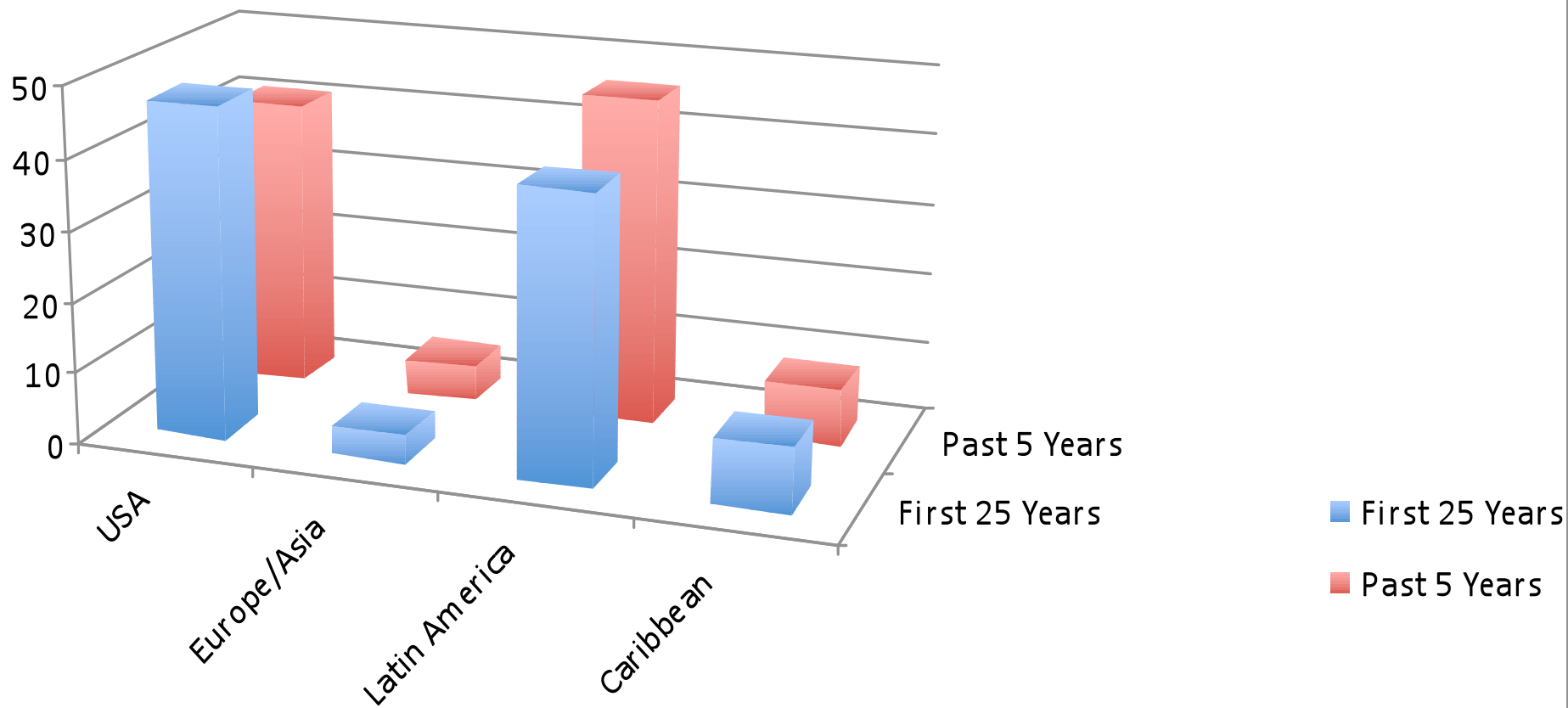
SEARCHES BY FUNCTION FIRST 25 YEARS



Searches by Function Past 5 Years



SEARCHES BY GEOGRAPHIC AREA



	USA	Europe/Asia	Latin America	Caribbean
First 25 Years	47	4	40	9
Past 5 Years	41	5	9	8

PRACTICE STATISTICS

- 885 Successfully completed searches in 37 countries
 - Only 4 Replacements during first year over 34 year period
- People/Companies reviewed and contacted - 350 per search
 - Total 309,750
- Telephone interviews - 125 per search
 - Total 110,625
- Physical interviews - 65 per search
 - Total 57,525
- Candidate reports presented - 5 per search
 - Total 4,425
- Pages of candidate reports - 8 per report
 - Total 35,400

FOUNDER

William J. Messett III



Personal Data And Education

Born in Chicago, Illinois on August 4, 1942 — Married, two grown sons

University of Denver, Denver, Colorado — September, 1960 to June, 1964 — Marketing (B.S.B.A.)

Universidad Nacional de Mexico, Mexico D.F., Mexico — March, 1961 to August, 1961 — International Economics (No Degree)

American Graduate School of International Management, Phoenix, Arizona, September, 1967 to June, 1968 — International Business (B.F.T.)

Professional Experience

March, 1987 to Present
Messett Associates, Inc.
(Worldwide Executive Search)
President
Miami, Florida

September, 1976 to February, 1987
TASA, Inc. (Worldwide Executive Search)
Regional Managing Partner —
Western South America, Central America, Caribbean and U.S.A.
Miami, Florida (3 years) & Bogotá, Colombia (8 years)

September, 1973 to August, 1976
Chemetron Corporation
General Manager — Central & Northern South America
San Jose, Costa Rica

July, 1968 to August, 1973
Sybron Corporation
Finance & Marketing Director — Latin America
Mexico D.F., Mexico

June, 1964 to May, 1966
U.S. Peace Corps,
Volunteer
Concepcion, Chile

CO-FOUNDER

William J. Messett IV



Personal Data And Education

Born in Mexico City, Mexico on January 25, 1969 – US/
Mexican Citizen - Single

The University of South Florida – June 1988 to
December 1992 – Marketing (BSBA)

American Graduate School of International
Management, Phoenix, Arizona – February 1998 to
August 1999 – International Management (MBA)

Professional Experience

September, 1997 to Present
Messett Associates, Inc.
(Worldwide Executive Search)
Partner – USA & Latin America
Miami, Florida

January, 1993 to August, 1997
Grupo Costamex S.A. de C.V.

September, 1996 to August, 1997
International Marketing Manager
Denver, Colorado

July, 1994 to August, 1996
Marketing /Training Manager Europe/Mid East
France, England, Egypt, Jordan, Saudi Arabia,
Kuwait

July, 1993 to June, 1994
Recruiting & Training Manager Latin America
Mexico City, Mexico

January, 1993 to June, 1993
Sales Rep
Puerto Rico, Dominican Republic, Bahamas

CONTACT INFORMATION

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