

**ERIC SAILSBERY//FUTURA INDUSTRIES//**While many companies struggled to stay out of the red during 2009, Clearfield-based Futura Industries experienced a record-breaking year. “Although our income was down 19 percent from the year before—a decrease of more than \$9 million—our operating income was up 63 percent from the prior year and our net income was up 36 percent,” says CFO Eric F. Sailsbery.

The company also experienced record cash generation. “Our free cash flow return on total assets moved from 6 percent in 2008 to 15 percent in 2009,” Sailsbery says. “This was an increase of more than \$2 million ... We also upgraded one of our extrusion presses in 2009, giving us productivity increases and additional extrusion capacity of about 30 percent.”

According to CEO Susan Johnson, Sailsbery was vital to these accomplishments. “Eric Sailsbery is and has been an outstanding CFO for Futura Industries Corp.,” says Johnson. “This company has transformed from respectable to extraordinary since the current leadership, including Eric as our CFO.”

Sailsbery says his guiding philosophy is to have an impact on the company’s long-term success every day. “The management of our routine data processes and the financial reporting that we do is very important. However, if we do not make use of that information to drive change, it doesn’t mean as much,” he says. “We work to have excellent financial information as quickly as we can and then we use our time and that information to make a difference.”

INCREASED  
OPERATING INCOME BY  
**63%**

**Eric F. Sailsbery**

COMPANY  
Futura Industries  
Corporation

TYPE  
Private - Medium

