

DICK HASENPFLUG

March 21, 2012

I was part of the team that negotiated the sale of the opto business. And my regular job was one of the very few that supported both opto and silicon. So when the opto business was sold in 1979, I was left with little to do. GI made me a very attractive offer to go with them as their number two finance guy. But I knew the new CEO pretty well after negotiating with him for over a year and suspected he was going to screw things up. The CFO I would have been working for wasn't the kind to stand up to him, which meant that when the inevitable hit the fan, I'd be the one downwind taking it in the face. So I turned them down.

I had lined up something with AMD when Monsanto asked me to go to St. Louis to talk about an opportunity in Asia. It was Director of Corporate Credit for all of Monsanto's operations in Asia and would be based out of Singapore. Sounded like fun, so we packed up and moved half-way around the world. It was a great job and I could travel around Asia as much as I wanted. It was also one of those crazy corporate jobs with five or six different bosses, which meant I didn't really report to any one person. Then they decided to send the Singapore-based regional Controller to St. Louis for some training, and I took on his job in addition to what I was already doing. I had fantastic staffs in both jobs, so it wasn't a problem.

Also in Singapore, I was elected President of the American Club of Singapore. We had just fired our Executive Director for misappropriating approximately \$1 million per year, so that kept me pretty busy the last year I was there.

I came back to MEMC in late 1983 to head up planning in the Marketing Department. But that didn't work out as I'd hoped, so at the end of 1984 I left Monsanto. I had planned on looking for another corporate job after taking some time off, but started consulting and working with startups instead. I liked it, and that's what I've been doing ever since.

I've done a lot of interesting projects since then, but none that made it big. Even headed up my own international B2B startup in 2000/2001, but it was killed by a combination of the internet bubble bursting and the worldwide recession which followed 9/11. I spent most of the 1990s doing a series of projects in Russia. This was immediately after the fall of the Soviet Union and was wild-west capitalism in its purest form. I had a kid approach me on the street one day with a plan to privatize the city's swimming pool.

During this period I also became heavily involved in community work. I co-chaired a project, through my Rotary club, to educate the world about AIDS in the early days of that dreadful disease. We produced a video which ended up on Fox TV during primetime and won a Peabody award for best documentary of 1990. I also organized and headed up for many years the Citizens Advisory Committee for Finance for the Los Altos School District. For these and many other activities during this period, I was named Los Altos of the Year in 2003 by the local paper.

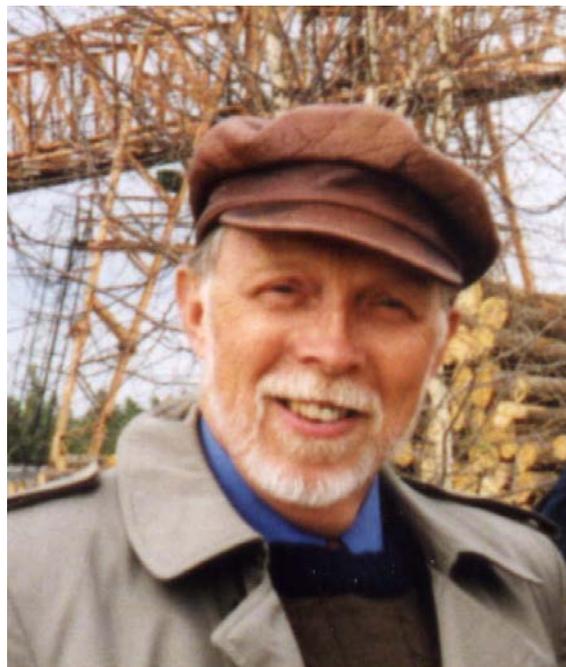
Mary, my second wife, died of cancer in 1997. In 2005 I was fortunate enough to meet Katie Nutter, who had just lost her husband to cancer, and convinced her to marry me in 2006. Our motto is "we're not done yet," and in 2008 we pulled up stakes and moved to Scottsdale, Arizona.

I'm still active writing business plans for startups all around the country and around the world. Do most of my work through a company called Cayenne Consulting, which has a killer website that brings in a steady stream of prospective clients. I suspect I'll keep doing this for a while – I don't like to golf and can't imagine what I'd do if I actually retired.

We love our new life in Arizona. Lots of new friends, a steady stream of interesting clients, and the sun shines at least 360 days a year.



Dick Hasenpflug & wife, Katie Nutter



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