

## The People

Contributed by Administrator  
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### EDWARD D. TESTO, JR.

President & CEO  
 Acquisition Ventures, Inc.

Mr. Testo started his advertising career as a business advertising account executive for Leshner Publications, a publisher of several California bay area newspapers. He founded Testo, Keck and Lee Advertising Agency in the mid 1970's and quickly built it to over 52 major accounts including major car dealers, real estate franchises, retail chains and other mid-to-large-size companies.

After selling Testo, Keck & Lee, Mr. Testo was Director of Operations for Equitec Financial Group, a NYSE traded company where he managed their \$50 million portfolio equipment leasing division. In the early 1980's, Mr. Testo realized the value of the live auction method of selling off-lease assets and became enamored with the industry. He founded Asset Reliance, Inc. in 1986 and started his career as an auctioneer. He is currently the President of the Southern California Auctioneers Association.

### ROBERT L. PARKER, JR.

Vice President, CTO

Acquisition Ventures, Inc. Mr. Parker has been involved with computers and data communications since the mid 1970s when he was serving in the U.S. Army Intelligence and Security Command. After his military service, he studied programming, business information systems, and the predecessor of the Internet at California State University. In addition to working professionally in the corporate security and investigative fields, Mr. Parker has designed and implemented computer solutions at several of his previous corporate employers' sites. For several years during the 1980s, Mr. Parker owned and operated a microcomputer systems consulting firm in Pasadena, California. Since that time, he has continued to provide computer related consulting and training services to small businesses. With the commercialization of the Internet, the growth of the World Wide Web, and the proliferation of readily available, easily affordable hosting facilities, Mr. Parker became involved in helping small businesses establish presences on the Internet as early as 1997. Since that time, he has managed the development and deployment of numerous websites in many industries and has been assisting auctioneers with web development since 1999. VINCENT J. TESTO

Vice President, Marketing  
 Acquisition Ventures, Inc.

Vince Testo left a successful career in fleet auto sales to join the family owned auction business. He graduated from the Missouri Auction School and has worked in every aspect of the auction business including site set up, clerking, ringman and auctioneer. He has been the project manager for major auction sales where he has developed innovative multi-media marketing campaigns.