



NEWS
From Harcourt Assessment, Inc.

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**TERRY TURNER JOINS HARCOURT ASSESSMENT AS
SENIOR VICE PRESIDENT OF SALES AND BUSINESS DEVELOPMENT**

SAN ANTONIO – Leading test publisher Harcourt Assessment, Inc., today announced that Terry Turner has joined the company as senior vice president of sales and business development.

In his new position, Turner will oversee all sales activity for the company and manage a sales and service organization of 150 persons, including measurement and technical consultants, inside sales and customer service representatives, and proposal development professionals who secure new business from federal, state and large district accounts.

Turner is an entrepreneurial executive with more than 20 years experience building and leading large, complex sales organizations in the software, manufacturing and retail industries.

“Terry Turner’s dedication to the customer, his passion for winning, and his commitment to training and professional development make him an outstanding selection for this role in our organization,” said Jeff Galt, president and chief executive officer of Harcourt Assessment. “His ability to bring a strategic view to the selling process will be an enormous asset for the company and we are excited to have him join our senior management team.”

Turner spent a large part of his career at the software division of Xerox Corp., where he held a number of positions with increasing responsibility and closed some of the largest deals in the company’s history. He was consistently a top performer and exceeded sales quota targets each year.

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After 14 years at Xerox, Turner joined Management Science America, which later merged with McCormick & Dodge to become Dun & Bradstreet Software. During the merger, Turner served on the transition team and helped establish the new company's structure.

Turner later joined a small startup enterprise software company, i2 Technologies, as vice president of sales for consumer goods and retail. During the nine years he worked for the company, it grew from fewer than 100 employees and less than \$10 million in revenue to more than 4,000 employees and \$750 million in revenue.

Most recently, Turner has been vice president of field operations for Evant, Inc., a venture-backed company that develops forecasting, replenishment and merchandising software solutions. Turner established the company's sales organization, sales strategy and pricing structure, and directed its marketing campaign.

Turner holds a bachelor's degree in management from Pepperdine University.

Based in San Antonio, Harcourt Assessment, Inc., is a leading provider of high-quality assessment instruments and testing programs. Its educational products include the Stanford Achievement Test series and the Otis-Lennon School Ability Test[®]. Under the PsychCorp[™] brand, it also publishes a wide variety of clinical products, such as the Wechsler[®] family of intelligence tests and the CELF[®] family of speech and language tests.

Through the development of custom statewide educational testing programs, Harcourt is helping more than 20 states meet the accountability requirements of the federal No Child Left Behind Act.

The company is affiliated with the Harcourt book publishing companies, and together they form the global education brand of Reed Elsevier Group plc (NYSE: RUK and ENL) -- a world-leading publisher and information provider operating in the science and medical, legal, education and business-to-business industry sectors.

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