

CURRICULUM VITAE

RICHARD J. RACHNER



PERSONAL DATA

- Born November 15, 1943 in Elgin, Illinois. U.S. citizen. Married with two children.
- Bachelor of Science in Industrial Engineering, General Motors Institute (Kettering University).
MBA from University of Detroit.

CAREER

Fulcrum Edge; Troy, Michigan – 2010 to Present

Principal with specialty of improving a company's bottom-line results by rapid and sustainable operational enhancements. Significant global expertise in product development, supply chain, operations, and distribution. Fulcrum Edge provides business advisory services to leaders of companies, boards, agencies and institutions to identify problems and opportunities, and create and implement innovative solutions. Clients range from start-ups to \$8 billion dollar multi-nationals and cover all types of markets and industries.

Rachner & Associates, LLC; Brighton, Michigan, USA – 1999 to Present

Founder and President of a business consulting firm specializing in the utilization of Theory of Constraints, Focused Lean, and other tools to help customers in a variety of industries improve operational and financial results. Clients included Ford North and South America, Capstone Turbine, General Dynamics Land Systems, Carpenter Technology, International Tooling Solutions, Magna Powertrain, and General Motors Corporation.

General Motors Corporation, Global Operations; Warren, Michigan, USA – 1991-1998

Executive Director, Throughput Optimization. Focused on improving internal operations and supplier performance.

General Motors Corporation; Detroit, Michigan, USA – 1985-1990

Executive Director, International Human Resources. Oversaw the HR function outside US and Canada, directed International Corporate staffs, and served as Personnel Officer for Vice Chairman of International Operations.

Adam Open GmbH (General Motors Europe); Rüsselsheim, Germany – 1983-1984

Area Personnel Director for all of GM's European operations.

General Motors Corp.; Detroit, Michigan, USA – 1965-1982

Various positions of increasing responsibility including Director International Compensation, Manager of Human Resources, Manager of Organization Development, Production General Foreman, Production Engineer, Process Engineer, Plant Layout Engineer, and Industrial Engineer..

SPECIALTY BACKGROUND

- Executive-level leadership development and coaching to maximize long term profit
- Through-put improvement to increase sales and revenue
- Inventory and cost reduction to generate cash
- Operational stability to mitigate financial risk
- Manufacturing systems design to minimize investment and conserve capital
- Global work experience in North America, South America, Europe, Africa, and Asia-Pacific
- Functional work experience in engineering, manufacturing, human resources, international operations, purchasing, supplier development, and continuous improvement.
- Experience in the following industrial specialties: stamping, casting, machining, injection molding, foundry, interiors, welding, painting, tool & die, and assembly.
- Skilled at implementing Lean Principles focused on Theory of Constraints in product development, manufacturing, and supplier operations

ACTIVITIES & ACCOMPLISHMENTS

- Corporate advisor to International Tooling Solutions, Grand Rapids, Michigan
- Certified as a "Jonah" by Eli Goldratt, author of the world famous business novel, *The Goal*.
- President of the Board of Directors for the Kaanapali Alii Rental Owners Corporation, Maui, Hawaii
- Founder of the Youth Baseball Program for the Frankfurt International School in Oberursel, Germany
- Past Officer and Coach for various Youth Baseball Associations, 1977-1996
- World Champion of the International Team Golf Challenge in 2002.

