

GAINS CURRICULUM VITAE

PERSONAL DETAILS

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| Name | GAINS |
| Address | GRA 4 Erin Street, Richmond, Victoria 3121 Australia |
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| Website | www.gra.net.au |
| Telephone | + 61 3 9421 4611 |
| Facsimile | + 61 3 9429 9846 |
| Date of birth | 1971 |
| Place of birth | Chicago, Illinois, USA |
| Health | Excellent (not one sick day in 30 years) |
| Relationship status | I am compatible with a broad range of systems including: ERP/MRP Systems, 'home grown' transaction systems, WMS and web based trading exchanges. |
| Passports | International (I have worked in over 30 countries on six continents.) |
| Professional mission | To be part of a demand planning and supply chain planning team and provide rapid and easily understood expert advice on optimising service levels, costs, risks and constraints, therefore ensuring the highest ROI for the team. |

PROFESSIONAL DEVELOPMENT

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| Analytical origins in consulting | I started as an analyst in a leading Chicago-based consulting firm focusing on operations research and inventory management. I evolved into a world-leading inventory optimisation expert with the ability to solve real world business problems. |
| Broad commercial exposure | I have worked internationally with over 500 companies spanning multiple industries including: <ul style="list-style-type: none"> • Manufacturing • Defence • FMCG • Service parts/repair operations • Distribution |
| Best practice capability | <p>I have worked closely with numerous industry and academic experts in defining world class best practice capability. These include:</p> <ul style="list-style-type: none"> ✓ Graduate School of Business, University of Chicago ✓ School of Technology, Purdue University ✓ RMIT Graduate Logistics Program ✓ Monash University Supply Chain & Logistics Masters Program ✓ Illinois Institute of Technology <p>I have been educated by, and had extensive private tuition from more than 20 Ph.Ds in disciplines ranging from operations research and industrial engineering to econometrics. I have also been taught by a recipient of an Order of Australia for Logistics Systems Development and Implementation.</p> <p>Over the last 35 years, I've had over 150 man-years of professional expertise devoted to my development and analytical capacity.</p> |

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WORK HISTORY

Over the years I have worked with over 500 companies across a range of industries. During that time I have managed in excess of \$75 billion worth of inventory across 50 million items and have delivered inventory reductions in excess of \$30 billion dollars. Some of the companies I have worked with include:

ABB, Abbott Laboratories, Alcon, Amway, Atlas Specialty Metals, Australian Defence Force, Australia Post, Bonlac, Bonland, CPI, CUB, Ericsson, Invacare, Faulding, Honda Australia, Lucent Technologies, Marathon Tyres, Mitre 10, Mitsubishi, Monsanto, Motorola, Nestle, Pacific Dunlop, Panduit, Parchem, Qantas, Repco, Sara Lee, Smorgon Steel, Snap Fresh, South Pacific Tyres, Stanley, Super Cheap Auto, Symbion Pharmacy Services, Toyota, United Laboratories, USAF, Volvo Trucks Australia, Wesfarmers Industrial & Safety (Blackwoods).

The following projects were of particular interest:

- Australian Defence Forces I manage over 1,500,000 items of inventory over a large and complex distribution network, with a value of over \$5 billion.
- Super Cheap Auto I manage more than three million stock keeping units by location (SKULs) through five distributions centres to more than 250 stores.
- Symbion Pharmacy Services I manage inventory from 400 suppliers, through 13 distribution centres to directly supply over 3,000 pharmacies up to twice daily.
- CPI Group I manage 14,000 items stocked in 10 locations for Australasia's largest independent paper merchant.

I have worked as a specialist adviser to many leading consultancies and service providers including:

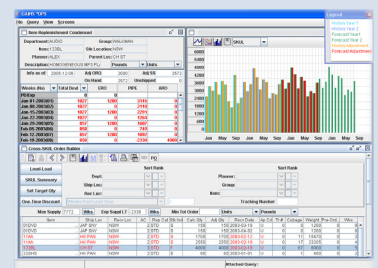
- KPMG
- Bain & Co
- IBM Consulting
- Honeywell Australia
- TDG Logistics
- Cognos

SPECIAL SKILLS

- ✓ My demand planning, optimisation and supply chain planning capabilities are unequalled
- ✓ I am typically able to deliver a 20-40% inventory reduction
- ✓ I offer a minimum 3:1 ROI, however this normally ranges between 10:1 to 30:1
- ✓ I enable service level increases ranging up to 99.9%
- ✓ I can work 24 hours a day, 7 days a week, 365 days per year
- ✓ I am able to work at both the strategic and operational level
- ✓ I am equally comfortable managing large and small inventories with different characteristics
- ✓ I select the lowest cost option every time
- ✓ My statistical modelling ability is unparalleled
- ✓ You tell me what service level you require and I will develop a plan to help you consistently achieve it

OTHER DETAILS

- ✓ As a rule I only work where I can pay for myself within 12 months
- ✓ I can do the work of 150 statisticians
- ✓ I manage by exception and only bring important things to your attention



REFERENCES

Available upon request

REAL PEOPLE • REAL WORLD • REAL RESULTS

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Experts in Demand, Inventory & Supply Chain Optimisation