

Wally Johnson

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Operations/Supply Chain Executive

High-energy executive leader with strong record of success in transforming both large and small organizations including startups, turn-around, transfers and M&A integration. Well respected by customers and suppliers alike from his ability to get things done through and with people by listening, empowering and uncompromised ethics and integrity.

Key Accomplishments

Designed and developed a Demand Flow/Kanban process for a large medical device account. Moved production to Mexico and reduced Raw and WIP inventory by over 75%

As a key member of founding executive team at EPIC Technologies LCC, led initiatives that in just over a year, cut inventory by half (\$2M), lead time by 75%, material cost by 10% (\$10M) while raising customer on time delivery from 85% to 99.9%.

Built a globally competitive EMS supply chain organization from scratch, established partnerships with key suppliers which enabled EPIC to win business from larger global competitors and grow revenue from \$30M to \$280M over seven years.

Developed proprietary Kanban Supply Chain software that enabled remote personnel to maintain kanban setups and manage signals to and from suppliers through EDI.

Professional Career Summary

White Horse Management LLC, Solana Beach, CA • July 2010 to present - Operations and supply chain solutions. Demand/Flow/Kanban process – Implemented collaborative lean enterprise supply chain process including an enhanced communication software. Moved new production to Mexico, Implemented point of use kanban process.

EPIC Technologies LLC, Denver, CO • Feb 2000 through March 2009 - EPIC Technologies is a medium size (<\$300M revenue) Electronic Manufacturing Services company with manufacturing locations in Juarez, MZ, Norwalk, OH and South Lebanon, OH.



Vice President, Supply Chain Management & IT - Recruited to develop and lead the supply chain and IT organizations at the onset of the startup/turnaround. Reported to the CEO or COO at various points in time. Initial group was composed of 8 Procurement and 3 IT heads split between two facilities and grew to 36 Procurement, 48 Material Handling and 20 IT heads at six locations.

Key metrics achieved during tenure at EPIC: Consolidated Cirmount Circuits (Farmington Hills, MI) into Norwalk (OH) in 2000. Launched El Paso/Juarez Material Organization in 2002. Integrated Siemens (Johnson City, TN and Lebanon, OH) and Philips (Juarez, MX) Acquisitions. Established partner suppliers in North America, Mexico and Asia to support growth into box build and drove 90% of buy into top 20 suppliers and averaged more than 5% year over year savings.

Visteon Corporation, Dearborn, MI • Aug 1996 to Feb. 2000 Visteon Corp is a spinoff of Ford Motor Company Automotive Components operations. Senior Purchasing Manager, Interior Electronics (Aug. 1996-Feb 2000) - Established purchasing organization from spin off from Ford Automotive operations. Achieved 7-10% in annual cost reductions.



Ford Motor Company, One American Road, Dearborn, MI • June 1989 to Aug 1996

Increasingly responsible positions : Purchasing Manager, ACD Electronic Components (Oct 1994-Aug. 1996); Powertrain Custom IC Design Supervisor, EEC Design Engineering (Jan. 1994-Oct. 1994); Powertrain/Vehicle Controls Purchasing Agent, Ford Electronics (June 1992-Jan 1994); Powertrain IC Buyer, Ford Electronics (Jan 1991-June 1992); Audio IC Buyer, Ford Electronics (June 1989-Jan. 1991)



Achieved between 5-10% annual cost reductions through negotiations, VAVE and supplier suggestions on turnover that ranged between \$500M to \$1.5B. Leveraged technical background to develop relationships throughout the organization and transformed the Ford Electronics Commodity Strategy process from a Purchasing-centric to a truly global and cross-functional process. Saved \$5M by selling the customer on an early launch of a custom IC (EEC-V EPIC) shrink based on a shortened qualification program. Launched IC Cost Model as a tool for division IC buyers in negotiations and expanded its use through mentoring to transistors, displays and Printed Circuit Boards.

Perceptron Inc, Farmington Hills, MI • June 1984- June 1989 Perceptron designs and manufactures non-contact automated measurement equipment. Operations Manager (Nov. 1987-June 1989) – Reduced lead-time and inventory by half through supplier partnerships. Group Leader Manufacturing Engineering (June 1985-Nov. 1987) – Lead responsibility for sensor and circuit board supplier relationship. Launched second generation sensors and circuit boards to improve system reliability. System Engineer (Feb. 1984-June 1985) – Developed system for calibration and testing of first generation sensors and circuit boards.



Westinghouse Electric Corporation, Numa-Logic Division, Madison Heights, MI • June 1980- June 1984 Electronic Design Engineer (June 1980-Feb. 1984) – Initial project was the hardware, software and test environment for a handheld ‘Mini-Loader’ programmable controller terminal device. Last project was as senior project manager working remotely with a 3rd party consulting firm who had been contracted to develop a bit slice design for a new high-performance product line. Wrote statement of work, performed and oversaw acceptance testing. Program completed on time and under budget.



Ford Motor Company, Dearborn, MI

Intern, Light Truck Fuel Economy Certification (Summer, 1979)
Dynamometer Operator (Summer, 1978)

Education & Certifications



MBA, Finance (1991)
The University of Michigan
Ann Arbor, MI



MS, Computer Engineering (1985)
Wayne State University
Detroit, MI



BS, Electrical Engineering (1980)
Michigan State University
East Lansing, MI



Certified Professional in
Supply Management (2009)
Institute of Supply Management