



## Errett Hummel

### Qualifications Summary

Senior international finance and operations executive with over 25 years of experience in strategic finance, corporate development, financial planning and analysis, administrative operations, risk management, corporate banking, business consulting, international operations, and project management. Extensive mergers and acquisition experience. Diverse industry experience including high tech, building materials distribution and trading, consumer electronics, aviation, and corporate banking (retail, steel, wood products, and heavy manufacturing concentrations).

### Professional History

CM2 Business Consulting, LLC	President	2009 – current
FCTG Holdings, Inc.	Business Manager	2010 – 2013
North Pacific Group, Inc.	Vice President, Finance & Administration	2007 – 2009
	Corporate Credit Risk Manager	2006 – 2007
Tektronix, Inc.	Oracle Program Manager	2005 – 2006
	Nihon Tektronix Sr. Acquisition Manager	2002 – 2005
	Manager, Corporate Development & Strategic Analysis	1997 – 2002
ABM AMRO North America	Vice President and Director	1996 – 1997
The Bank of Nova Scotia	VP and Relationship Manager	1992 – 1996
	Account Officer	1988 – 1992

### Accomplishments

- As a consultant, facilitated the successful completion of financial and operational post-acquisition integration requirements for multiple clients. Optimized operational and administrative expenses, streamlined client operation and administrative processes, and collected severely delinquent A/R for corporate clients. Completed detailed financial analysis, planning, and forecasting to enhance financial and operational business performance.
- At FCTG Holdings, restructured the credit, administration, and transportation departments. Reduced employee benefit liabilities nearly 40%, while improving coverage, by redesigning benefit programs. Optimized sales, profitability, and operational efficiency by designing and implementing annual planning and quarterly forecasting tools and tracking key performance indicators (KPI's). Strengthened working capital position while managing both distributed inventory and accounts receivable for 2500 clients. Managed development of a new company website and an IT infrastructure upgrade.
- At North Pacific Group, improved profitability by \$5M by closing under-performing businesses, successfully restructuring troubled A/R, and resolving third-party claims. Enhanced profitability and liquidity during economic downturn by optimizing operating expenses and improving inventory and A/R turn rates. Reduced annual bad-debt write offs over 25% by creating consistent credit standards within company divisions.
- At Tektronix, successfully led and managed a major upgrade to the Oracle Order Management, A/R, and Customer Service system. Led the financial and administrative integration of a newly acquired Sony company in Tokyo, and acted as the operational and cultural liaison between the Japan and US offices. Completed a valuation analysis on over 30 domestic and international acquisition targets. Supported the due diligence and closure of an average of one M&A transaction per quarter over a three year period.

### Education / Language

- MBA – Finance and International Business Concentrations, Thunderbird School of Global Management
- Bachelor of Business Administration, Finance and International Business Concentrations, Gonzaga University
- Conversational Japanese