



# Principal biography

Inspiring  
Business  
Excellence

## Terry L. Johnson

Terry L. Johnson is a principal with Oliver Wight Americas. He is also the President and CEO of Integrated Technologies International, a firm formed in 1989 which provides consulting and education services to manufacturing and distribution companies. Terry assists client companies in the assessment of their current business performance and in developing integrated business process improvement initiatives geared to increasing overall business performance and competitiveness.

Over the past several years, Terry has focused his efforts on assisting Oliver Wight clients in all aspects of Integrated Business Planning/Sales and Operations Planning processes. He also works with clients in the areas of New Product Development and Introduction as well as Product Lifecycle and Portfolio Management.

Terry spent 14 years with Hewlett Packard, holding various management positions, with responsibility for design, manufacture, systems integration and distribution of engineering workstations. The highlight of his HP career was leading the team that implemented one of America's first significant JIT successes. JIT principles and practices were integrated with Total Quality and MRP II to provide one of the most highly-acclaimed improvement initiatives of its time. In addition to his successes with HP, Terry was Senior Vice President and Chief Operating Officer for a \$140 million defense contractor. This position provided him with the executive-level perspective in driving effective and sustainable change during a significant business restructuring initiative.

Terry has worked with many companies assisting them in making significant business improvements and has the demonstrated ability to engage the executive teams of his client companies to lead effective and lasting business change. Several of his past client companies have achieved Oliver Wight Class A Certification and, as a result, have saved millions of dollars in annual operating costs as well as realizing major improvements in all aspects of business process performance. Some of his clients include Rolls Royce Motor Cars, Cooper Industries, Novartis Pharmaceuticals, HP, Apple Computer, Lockheed Martin, Grumman Olson, Astra Zeneca Pharmaceuticals, Mars Snack Foods, and Westinghouse Electric Company.

Terry has been a speaker at past APICS International Conferences and has made a number of presentations across Europe, the United Kingdom, and the U.S. He earned his degree in electrical engineering from Missouri Institute of Technology.



6105 Jordan Drive  
Loveland, CO 80537  
USA

T: (970) 669-5380  
C: (970) 227-0504

tjohnson@oliverwight.com

[www.oliverwight-americas.com](http://www.oliverwight-americas.com)

### Oliver Wight Americas

P.O. Box 368, 292 Main Street  
New London, NH 03257, USA

### Oliver Wight Asia/Pacific

131 Martin Street, Brighton  
Victoria 3186, Australia

### Oliver Wight EAME LLP

The Willows, The Steadings Business Centre,  
Maisemore Gloucester GL2 8EY, UK