

## Oliver Wight Consultants

Each Oliver Wight consultant has been successful in making people-based technologies work at the highest levels in business.



# 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.

Terry spent 13 years with Hewlett Packard, holding various management positions, where he had the 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 real 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. Terry was Senior Vice President and Chief Operating Officer for a \$120 million defense contractor. This position provided him with the executive level perspective in driving effective change during a business turnaround.

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, ICI Paints, ICI Colors, Novartis Pharmaceuticals, Ampex, Apple Computer, Lockheed Martin, Grumman Olson and Astra Zeneca Pharmaceuticals.

Over the past six years, Terry and his business partner have grown a small custom cabinetry company into the largest, full-service millwork company in Colorado serving the exclusive resort homes and high-end, multi-unit residential markets in Vail, Beaver Creek, Telluride, and Aspen as well as several out-of-state resort locations.

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.

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