

## BARRY TURK



Barry's career has included roles in senior management, board of directors for international corporations, operations, manufacturing, engineering, logistics and quality management with Fortune 500 and, small independently owned companies and not-for-profit organizations and charities. Barry is an enthusiastic proven practitioner of lean performance at all levels and in all facets of an organization. Working directly with leaders in these organizations and providing training and mentorship, Barry has enabled them to improve the performance and profitability of their businesses, develop strategic plans, create innovative products and build high performance teams.

### COACHING SUCCESS STORIES

**People development** – Barry coached a company president in the resource capital equipment sector to accurately assess the performance of the business through the development and monitoring of KPI's (key performance indicators). He produced a valuable one-page summary that revealed the health of the organization at a glance.

**Team development** – Barry created and then trained a team brought together to turn around a failing division of a \$6 Billion global organization. Training in and use of lean methodologies in every facet of the organization transformed the company into one of the top 10 global performers and allowed the company to become the dominant player in the Canadian, Caribbean and Chilean markets for its products. The company became a global centre for excellence and provided training to other divisions in the corporation.

**Engineering and Product Development** – The company manufactured a unique product that sold for \$125 and had a COGS of \$75. Global competition (China) forced the market price down to below \$89. In working with the engineering team the COGS for the existing product was lowered to \$49. To maintain their competitive and leadership advantage a development breakthrough was needed. Continued work with the engineering team resulted in a new design that outperformed the existing product and had a COGS of \$19. Use of concurrent engineering and stereolithography of plastic components reduced the development and regulatory approvals cycle to six months.

**Board of Director Guidance** – As the only non-European member of the board of directors of a global Swiss company, Barry provided North American intelligence and guidance to the board, and led the development of the North American strategic plan and subsequent business restructuring.

### Industry Experience

- Automotive, Tier 1 and 2
- Packaging
- Consumer products, durable goods
- Industrial Equipment
- Pharmaceuticals
- Health and beauty

### Functional Experience

- General Management
- Operations
- Quality
- Engineering
- Logistics
- Board of Directors