

Larry Britt

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PROFESSIONAL

AeroParts Manufacturing & Repair, Inc. – November 2008 – Present www.AeroParts.aero
Business Development Manager, Rio Rancho New Mexico, USA

Turbine Power Support LLC - February 2008 – Present www.TurbinePowerSupport.com

President, Knoxville Tennessee, USA

TPS provides professional services for business development and operational functions within the aerospace and defense maintenance repair and overhaul industry. TPS focuses on strategy; business planning, modeling and development; competitive analysis; bid formation; risk analysis; work share, joint venture, partnering and acquisitions; long-term agreements; program management; recruiting; inventory & trade working capital reduction and training. TPS serves international repair firms and intermediaries that support civil and public entities.

Standard Aero - September 2000 – January 2008 (7 years 5 months) www.StandardAero.com

Director, Strategy & Business Development, Winnipeg, Manitoba, Canada - February 2005 - January 2008

Reported to the Senior Vice President, Business Development at group level. Focused on growth of turbine engine repair business. Firm employed 2,500 personnel with \$800m revenue - 2007.

Highest achievement – helped company secure new product via launch customer and alignment with key industry partner in 1Q08. Program will result in multi-billion dollar revenue over next decade – largest new offering in company history.

- Led strategic new business initiatives including numerous bids and long-term agreement formation valued from \$350m to multi-billion within civil and military sectors;
- Drove partnership development with a large military depot, major commercial airlines, turbine engine OEMs and a large European repair firm;
- Performed market research, profit pool mapping, and domain map/migration path development which identified entry points for new offerings;
- Assisted in acquisition of \$25M business unit in US during 1Q-07.

General Manager, Knoxville, Tennessee, USA - August 2000 - February 2005

Reported to Vice President Operations. Launched start-up distribution business unit mandated to sell Standard Aero's surplus turbine engine inventories and claw back vendor margins from existing purchases. Team focused on Pratt & Whitney Canada PT6 and PW100, Honeywell TPE331 and TFE731, and Rolls Royce T56 and A250 turbine engines.

- Team generated \$4M in 1st year sales to over \$19M sales/\$2.2M EBITDA by 4th year using only \$1.6M in working capital. Earnings derived from core engine reduce-to-parts activity;
- Generated over \$5M from surplus inventories while recovering nearly 90% of net book value;
- Developed channels within the US, Canada and Europe;
- Introduced cost-based excess inventory trading model between competitors resulting in increased market efficiencies and reductions in working capital burdens.

Britt Metal Processing - August 1988 - September 2000 (12 years) www.BrittMetal.com

Vice President Marketing United Turbine Technologies, Inc. Miami, Florida, USA (affiliated with Britt Metal) - January 1995 - August 2000

Initially overhauled de-railed inventory system of a start-up FAA approved commercial aircraft Auxiliary Power Unit repair station (\$155K sales '94 to \$4.5M in '00). Appointed to Vice President, Marketing and elected to the Board in '95.

- Obtained several multi-million dollar long-term agreements to reduce churn and ease price pressure from maturing product-line;
- Created master scheduler enabling analysis of WIP and forecasting of monthly profit performance;
- Installed and oversaw development of business software including reconciliation of the GL.

Production Manager Miami, Florida, USA - August 1988 - January 1995

FAA approved repair station specializing in restoration of worn aircraft engine parts (\$3.2M Sales '88). Held various positions within operations during employment.

- Establish automated inventory allocation process that enabled utilization of order point reports that virtually eliminated stock-outs;
- Formed activity-based accounting model that identified cost of existing repairs that enable more accurate pricing, increased margins and enhanced competitive positioning;
- Developed a product catalog that itemized numerous proprietary repairs enabling the differentiation of firm within crowded, maturing market;
- Led a team in re-designing the workflow that resulted in reductions of bottlenecks and costly reworks;
- Assisted in negotiations of collective bargaining agreements with local union.

Southwestern Bell Publications - 1985 – 1988 (3 years)

Sales Representative St. Louis, Missouri, USA

Consistently ranked in top 5 out of 40 sales representatives selling yellow pages advertising for the public utility.

EDUCATION

- Executive Master in Business Administration, Florida International University, April '00 (GPA 3.9) www.fiu.edu
- Bachelors in Business Administration, Florida International University, '95

FORMAL TRAINING/COURSES

- Advanced Export Compliance; Anti-Trust Basic Law
- Code of Ethics/Drug-Free Workplace/Harassment Awareness; Hazardous Communication
- Human Factors & Safety Management; Immune – Continuous Improvement; Deficiencies; Hazards/Errors/Consequences; Risk; 7-Step Problem Solving
- Leadership Focus 2007; Situational Leadership II; Myers Briggs Type Indicator
- MS Office - Excel II; Oracle – Buyers Course; Item; Material Transactions; Navigation
- Pratt & Whitney PW100 Engine Familiarization; CFM56 Engine Familiarization
- Redesign/Lean Methodologies – Phase 1; Advance Planning Tools; Visual Factor
- Technical Marketing and Proposal Preparation; Negotiations Skills (Karrass); Customer First; Dale Carnegie; Professional Selling Skills - PSII

AWARDS/HONORABLE MENTIONS

- Outstanding Performance – Britt Metal Processing, Inc, 1989
- Outstanding Academic Achievement, Best Business Case – Florida International University, 1995
- Dean's Honor Roll, Executive Masters Business Administration - Florida International University, 2000

MEMBERSHIP

- Phi Kappa Phi Honor Society - Florida International University Chapter
- Volunteer Trail Riders Association – Officer/Treasurer 2002 - 2006

PERSONAL DATA

- Age – 45; Married with 2 daughters - 11 & 8; Hiking, Camping, Fishing, Diving, Skiing, Dirt-bike Trail-riding, Home repair and remodeling, Marine aquarium