



Lonnie A. Williams - *BBK Southfield*

Lonnie has been a dedicated, quality-focused financial and operations executive for more than 20 years. He delivers value to BBK clients through his expertise in operations, finance, general management and business development. Lonnie has considerable experience in the manufacturing and distribution sectors and a proven ability to help clients improve processes and reduce costs. Recent successes include his participation in the successful wind-down of a large plastics automotive supplier and the customers providing an \$87 million DIP facility for a \$1.5 billion plastics automotive supplier.

Background

- Bankruptcy
- Distribution/Logistics
- Manufacturing

Professional Experience

Prior to BBK, as Director of Operations for a wine distributor, Lonnie was responsible for logistics, finance, accounting, HR, and customer service. During this time, he helped improve inventory control processes, the rebate and supplier bill-back system, cash management, customer service, management reporting, and processes.

At a multi-floor covering distributor, he initially served as Controller/CFO, then as VP of Operations/CFO. Lonnie was responsible for an operating budget of \$4.4 million, \$3.6 million in inventory, management of the central warehouse and three branch locations. He created a comprehensive reporting system for financial, sales, and operational management processes and contributed to the successful acquisition and transition of a new branch location.

Lonnie also served as Manager of Financial Analysis for an independent automotive supplier with revenues of \$600 million. He had responsibility for acquisition analysis, forecasting, management discussion and analysis and special financial and operational projects. During his last year, he was a member of the team responsible for this company's sale.

As Manager of Finance & Administration for a cargo systems manufacturer, Lonnie directed the finance, accounting, HR, administration, spare parts business and IT activities; he managed a staff of 20 and controlled an operating budget of \$15 million.

Lonnie also worked for an OEM paint manufacturer, serving in various positions including Group Cost and Inventory Manager and Site Controller for three different plants.

Lonnie has also taught "Accounting for Managers" and "Strategic Leadership" at Baker College in Auburn Hills.

Education and Certifications

- Master of Science, Professional Accountancy – Walsh College, Michigan
- Bachelor of Business Administration – West Coast University, California