Introducing Ray…

Ray Ziganto is the Founder & CEO of Linara International, a strategic advisory firm with expertise in domestic and international mechanical component manufacturing. Where others see chaos, Ray is known for his ability to see patterns and trends, and translate those into innovative opportunities and meaningful business results.

Ziganto has successfully led facility start-ups, technology additions/transfer, and customer diversification efforts for an integrated global manufacturing firm that employed more than 1500 employees in the U.S., China and Mexico. Other key results include the establishment of global regional offices to provide technical support;

Creating & deploying a first of its kind ‘collaboration’ space for customers and targets in remote locations; securing new business in Medical Device and Telecom; and deploying innovation process training in the US & China.

Ray has been featured in Crain’s Chicago Business, served on the Crain’s Manufacturing Round Table, published in Supply & Demand Chain Executive Magazine and been a guest on Bootstrapping in America and Illinois Business This Week. He holds undergraduate degrees in Plastics Technology, Management/Finance and an MBA in Operations/Org. Development.

**“I started Linara International to have an impact on the**

**manufacturing industry. I can have a bigger impact helping**

**multiple companies then I can ever have within the four walls of**

**one organization, independent of how many locations they have.”**

**Professional Results**

**Customer Base Expansion**

Diversified customer base from one dominant customer in one industry to multiple customers across Telecom, Automotive, and Medical. More than doubled sales in 5 years, from $27m to $60 m.

**Sales Growth**

Created diversification path from connector and disk-drive industry into medical and telecom.

Secured initial orders in first 18 months.

**Diversification**

Added a new, major telecom customer in 5 months (typical selling cycle is 1-2 years, min).

Diversified customer-base from 95+% in one customer/one industry multi-customer/multi-industry

base at 2x the volume. Generated $26 million/yr in new business (+25%) across multiple industries

ramping into 2018.

**Start-up, Expansion, Acquisition Experience:**

**(2) Mexico green-\_eld start-ups**

**(1) Mexico turn-around**

**(2) Acquisitions (US)**

**(2) China green\_eld start-ups (Shanghai & Nanning)**

**(2) Malaysia start-ups (Johor & Penang)**

**(1) Thailand start-up (Bangkok)**

**(2) US start-ups (RTP, San Diego)**

**Etc…**

**Innovations/Patents**

Created automation concept that doubled the output of the in-house production.

Patent issuer and Number US 8430245. Innovative solution to allow placement of multiple

components on a PCB with a single pick & place motion improving placement speed/productivity

from 2X – 36X.

Created & deployed a \_rst of it’s kind ‘collaboration’ space for customers and targets in remote

locations securing new business in Medical Device and Telecom.

Created/promoted internal R&D lab & group that generated in excess of $10 million/yr in

new revenue.

Deployed innovation process training in US & China

**Publications:**

American Hustle: U.S. Manufacturers Need to Lose their ‘Maintain’ Mentality

publication date May 1, 2014 publication description Supply & Demand Chain Executive

publication description If re-shoring is going to happen, mid-market manufacturers and their clients need to collaborate more.