

# Hank Kraus

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## Career Summary

A creative and entrepreneurial leader with a successful track record revitalizing and turning around struggling business from multiple industries and then facilitating favorable liquidity events for shareholders.

## Experience and Accomplishments

**Compucraft Industries Inc. – Santee, California** February 2007 – September 2008

President and CEO and Consultant. Recruited to this \$10 million aerospace precision sheet metal fabricator after the termination of the longtime General Manager and the loss of a major customer. Some significant accomplishments included:

- Successfully recruited several new high profile customers to replace lost customer.
- Significantly increased business cash flow
- Sale of the company at a premium valuation.

**Simply Automated Incorporated. - Carlsbad, California** October 2005 -March 2006

President and CEO. Recruited to this over-extended early stage home automation and lighting controls Company to reposition the Company's operations for break-even financial performance. Some specific accomplishments include:

- Successfully reduced overhead by 65% through a combination of cost controls and headcount reductions.
- Expanded distribution channels for the Company's products and recruited new Sales Management.

**Romer Inc. - Carlsbad, California** September 1998 – January 2005

President and CEO. Recruited to this high growth metrology instrumentation company to reposition the Company's business and restructure its ownership. Some specific accomplishments include:

- Successfully developed a new management team, established new sales channels and lead the creation of a new generation of products while increasing revenues from \$10 to \$18 million with similar increases in profitability. In addition, the Company received the 2005 "Exporter of the Year" award from the San Diego WTO.
- Lead shareholder restructuring efforts to consolidate Company ownership from four minority shareholders into a single shareholder.
- Successfully sold business recognizing premium valuation for shareholder.

**TomoTherapeutics, Inc. - San Diego, California**

April 1997 - May 1998

President and CEO. Recruited to this technology spin-off of Titan Corporation to lead the business development of a unique medical device designed to treat cancer. Some specific accomplishments include:

- Managed the design and development of an engineering prototype that utilized sophisticated mechanical and electron beam transport technology for producing localized x-rays at the tip of a needle.
- Successfully identified purchaser and negotiated the sale of the Company to a foreign medical device manufacturer.

**BioSafety Systems, Inc. (NASD: BSSI) - San Diego, California**

May 1989 - December 1996

President and CEO. I assumed responsibility for this \$7 million medical distributor with a negative net worth of \$2.3 million in June of 1989. By the time it was sold in December of 1995 I had managed its transition to very profitable, publicly traded (NASD: BSSI), integrated manufacturer of specialty medical products. The Company ultimately had significant operations in San Diego and Mexico, satisfied customers all over the world and revenues in excess of \$18 million. Some specific accomplishments include:

- Initial restructuring to downsize operations and re-capitalize the Company followed by the introduction of a successful product line focusing on healthcare worker risks from tuberculosis.
- Lead the Company (NASD: BSSI) through an Initial Public Offering in February 1993.
- Managed the startup of a 20,000 square foot, 100 person Mexican manufacturing subsidiary for the production of specialty nitrile gloves.
- Identified the purchaser, and negotiated the cash sale of the Company.

**Infrasonics, Inc. (NASD: IFRA) - San Diego, California**

January 1987 to November 1988

Chief Financial Officer and Secretary. Responsible for all financial, administrative and information systems functions for a publicly traded medical equipment manufacturer. Major contributions included the acquisition and successful implementation of fully integrated manufacturing and financial information system and the implementation of a full standard costing and budgeting system.

**Emerald Systems Corporation- San Diego, California**

April 1985 to January 1987

Chief Financial Officer. Responsibilities included the coordination and management of all financial and administration functions for a computer subsystem manufacturer whose revenues grew from \$2.0 to \$10.0 million during a 2 year tenure. Specific accomplishments included equity and debt financing, business planning, business system implementation and tax and financial reporting.

**IVAC Corporation- San Diego, California**

July 1979 to April 1985

Assistant Treasurer, Cost Accounting Manager and Manager of Corporate Reporting and Budgeting. Broad and increasing responsibilities for nearly all financial functions at a dynamic and high growth medical product manufacturer whose revenues grew from \$65 to \$150 million during a 6 year tenure. Additional responsibilities included the management and coordination of all financial and administrative functions for five European subsidiaries.

## **Education**

MBA with finance concentration, San Diego State University, 1979

BA in Accounting, California State University Fullerton, 1976

## **Other Accomplishments**

Incredible wife and 4 beautiful children

Inc. Magazine's and Ernst & Young's *Entrepreneur of the Year* -Nominee, 1993

Patents on a medical needle sheath and a specialty medical glove