



我做我能做到的事 不做我做不來的事

Kenneth A. Lanci

Mr. Lanci has been a vigorous entrepreneur in diverse industries for over 40 years. Truly experiencing the American Dream, he began working in high school at a company that he would later end-up owning. Determined to expand his knowledge and ability, Mr. Lanci analyzed a business has permitted him to own, operate, or consult in an assorted number of entities. This practical experience has attracted companies to engage Mr. Lanci to provide consulting expertise in the following areas: re capitalizations, mergers, acquisitions, liquidations, turnarounds, real estate transaction (commercial and residential), and international business negotiations.

Mr. Lanci graduated from Maple Heights High School in 1968 and then started working full-time at his families printing business. In 1970, with the company virtually bankrupt, Mr. Lanci assumed control of the day-to-day operations. With annual sales of 80,000.00 and a retained deficit of 100,000.00, he embarked on his first reorganization. In 4 years the company grew to 1.5 million dollars in sales. He continued this hands-on approach until 1979. By this time, he had moved into a new facility, repaid all prior debt and purchased new equipment.

Equipped with an extensive amount of management experience, Mr. Lanci began to perform management consultant services in various fields. He assisted many businesses in mergers, acquisitions, liquidations and turn-around. In 1982, he co-founded I/NET, Inc. in Kalamazoo, MI. I/NET then sold half of its shares to J.H. WHITNEY, one of the oldest venture capital companies in New York City. In 1989,

after reorganizing the company and reducing J.H. WHITNEY's stake, I/NET sold I.B.M. 25% of the company. In 1993, I/NET became a publicly traded company.

Experience

In 1963, Mr. Lanci began working in the bindery of a family-owned Cleveland, Ohio printing company. He quickly learned every phase of the print shop and at the age of 15 was running a single color press.

In 1982, Mr. Lanci co-founded I/NET, Inc. in Kalamazoo Michigan. Eventually Mr. Lanci sold half of his equity interests in I/NET to J.H. Whitney, Inc., one of the oldest venture capital companies in the United States. In 1989, IBM purchased a significant stake in I/NET and I/NET consummated an initial public offering in 1993. Mr. Lanci was leader in both the Whitney and IBM negotiations along with actively participating in the due diligence of the public offering.

In 1984, Mr. Lanci acquired Harad Chemical Company under the corporate name Lanci Industries, dba Har Adhesives. It operated as a paint and adhesive manufacturing company. After reorganization, he sold the company in 1994.

In 1987 he was hired as a consultant to The Rutman Wine Company. As a third generation wind distributorship in Northeastern Ohio, Mr. Lanci then performed reorgani-

zation, and ultimately acquiring the assets of the company. After reorganization, he sold the company in 1994. During this time, he continued to operate the original family business, Offset Color & Printing, INC. This company acquired the assets of Cleveland Graphic Reproduction and Northcoast color. In 1988, Mr. Lanci conceived and consulted on the acquisition and merger of The Cleveland Paper Company into The Millcraft Paper Company in Cleveland, Ohio. He successfully aided in the completion of a 15 million dollar paper distributor being acquired by a 75 million dollar paper distributor.

In 1994, he appointed to the Teamster Local 293 H&W Pension Board and served as its Co-Chairman. He also served as a member of Independence Bank and Independence Banc Corp. Board of Director from 1987-2002. He currently is a Director of Project Love, a non-profit organization that integrates love, kindness, and power of one in area high schools. Throughout the last 35 years Mr. Lanci has been involved with numerous non-profit and faith-based organizations donating his time, resources and consult on an anonymous basis.

In 1996, Mr. Lanci founded Consolidated Graphics Group Inc. Established in 1996, consolidated is considered one of the most technically advanced graphic arts production companies in the Midwest with a rich tradition of excellence from the many accomplished and visionary graphic arts professionals. As the founder of Consolidated, Mr. Lanci has consummated several acquisitions of other commercial printing companies, including but not limited to, Robert Silverman Inc. Lithokraft Plate. Inc and Disc Inc. Consolidated currently have approximately 150 employees and annual gross revenues in excess of \$20 million

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In 2001, Mr. Lanci co-founded Global Manufacturing Associates, Inc. Global is a United States-based international trade company with partners throughout Asia. Global focuses on three manufacturing areas: Plastics metals and sewn polyester materials. Global's products include hunting, fishing and camping accessories that are privately labeled and distributed through major big box retailers such as Wal-Mart, Cabela's and Bass pro Shops.

In 2002, Mr. Lanci co-founded Elite Trading Company, LLC. Elite is an electronic trading company. Elite specializes in bond trading through proprietary software. Through Elite's ownership of a seat on the Chicago Board of Trade, Mr. Lanci has performed various roles in the capital markets.

- Community Involvement**
- Member of Board of trustees, Project Love
 - Active philanthropist with the Cleveland Metropolitan School District
 - Past Co-Chairman of Board of Trustees of Teamsters Local 293 H7W Pension Board
 - Past member of Board of Directors of Independence Bank
 - Member of Board of Trustees of
 - Member of Board of Trustees of

NOIA
Boys Town of Italy

他的競選承諾： 服務民衆 回饋社會

請投肯·朗奇一票！

凱霍加郡執行官獨立競選人

身為亞裔社區的老朋友，肯·朗奇認同亞裔價值，熟悉亞洲事務，尊重亞洲文化，參與亞洲商務。

肯·朗奇有豐富的與亞洲多國貿易經驗，不但熟知國際貿易法，更在如何將克利夫蘭打造成國際化大城市上的計劃上有遠見卓識，致力增加就業機會，擴大多邊進出口貿易。

- 如果當選，肯·朗奇將與亞裔社區密切合作，為移民增加就業機會，並提供技能培訓。
- 引領國際服務中心為移民問題代言人，游說國會與白宮修改移民法，便於移民自主創業。
- 成為亞裔社區的代言人，為凱霍加郡的發展錦上添花。
- 牽手克利夫蘭的亞洲姐妹城市，促進國際貿易機會。
- 創立官方多語言網站，便於亞裔投資商了解各項政策。



就業 & 發展

由肯·朗奇競選班底製作 • 財務總監的羅夫·卡薩羅 • 1614東40街，克利夫蘭，俄亥俄 44103

就業 & 發展



“與肯·朗奇一起競選”

星期五下午五點 WERE 1490 AM
星期日中午 WEWS Channel 5
星期日下午四點 WHK 1420 AM

肯·朗奇承諾為民鞠躬盡瘁

增加就業機會，領取一美元年薪，在四年內投資百萬改善薪水和福利，領導凱郡更上一層樓

- 肯將推廣公平稅制，能者多付
- 將提議終止法拍私人或企業佔有房，銀行將以不良資產救助計劃 (T.A.R.P.) 獲得補償，且不可獲得雙重賠償。
- 朗奇將整合政府機構，根除腐敗。
- 肯地產經驗豐富，將提出一個切實可行的計劃，開源節流，減少郡府佔地資源。

肯曾受益於安全網項目，過去的六個月裡，他與超過40位的各部門領導和職工面談，討論他們的短期和長期需要。

請投肯·朗奇一票！

凱霍加郡執行官獨立競選人
kenlanci.com