

**Rik Katz**  
Partner



## Select Executive Experience

**Pak-Lite, Inc. (2006-2024)**  
Consultant/CFO

**Volk Enterprises, Inc. (2000-2006)**  
Chief Financial Officer

**Royal Oak Sales, Inc. (1998-2000)**  
Chief Financial Officer

**Arrow Industries, Inc. (1986-1998)**  
VP Procurement and Supply Chain Management, VP & General Manager, VP & CFO

**International Shipping Co. – Trade Financing (1979-1984)**  
Executive Director, Branch Chief Executive

**The Gerber Goldschmidt Group – International Trading and Financing**  
Financial Director

**The Frame Group – Textile Manufacturing Conglomerate**  
Controller & Administrative Manager

**Arthur Andersen**  
Manager, Audit Practice

## Core Competencies

Strategic Planning

ERP Implementation

BI & KPI Reporting

Inventory Management

Costing

Sales Management

Purchasing & Supply Chain Management

FP&A

Banking/Lending Relations

M&A

Credit Management

Negotiating

General Management

## Executive Profile

Rik is a Partner on the Central team of SeatonHill. Mr. Katz is an innovative and collaborative senior executive experienced in financial leadership and general management. Rik is a seasoned Chief Financial Officer with a demonstrated history of working in the manufacturing sector. Known as a trusted advisor with high integrity, Rik has expertise in negotiating, business development, operations management, strategic planning, procurement, mergers & acquisitions, banking relations, and international trade. He was also a Guest Lecturer at the University of Cape Town, and his subject matter included Financing Options for Importers, Foreign Exchange Pitfalls, Cash Flow vs. Profit, and The ABCs of Costing. Additionally, Rik was a Weekly Contributor for the Cape Town daily paper, Cape Times Financial Pages, and composed articles on various topics for small and medium-sized businesses.

## Industry Experience

PE

Big 4

International Trading and Financing

Manufacturing (Textiles, CPG, Food, Packaging, Flooring, Automotive)

Banking/Credit

## Education & Certifications

**Bachelor of Commerce in Accounting**

University of Cape Town (Accounting prizewinner in the second year)

**Certificate in Theory of Accounting (C.T.A.)**

University of Cape Town

**Chartered Accountant (South Africa)**



**Our partners have deep experience across multiple industries, and can quickly integrate into your organization to provide the insights you need to succeed in today's marketplace.**

**Rik Katz**  
Partner



## Key Experience

**Pak-Lite, Inc.:** As Consultant/CFO for this manufacturing and fabricating business, serving the flooring and automotive industries, Rik was hired to help turn around a profitable company that grew too fast and was struggling as a result. He reorganized the production and costing systems and designed and implemented new BI reporting metrics and dashboards. Rik led change to turn around losses of \$100K+ per month to profits of \$150K per month in 3 months and paid off a Line of Credit of \$3 million in 9 months. He established a new banking relationship with superior credit agreements. Rik led 4 M&A transactions, including selling a carved-out division, creating a JV with a competitor, purchasing a converter unit from another competitor, and investing in a Taiwan start-up with a unique product. During Rik's tenure, the company grew nearly 200% and produced and sustained a high-profit performance.

**Volk Enterprises, Inc.:** As Chief Financial Officer for this \$90 million manufacturing & distribution company owned by Active Investors, Rik was the right-hand man to the CEO. He managed and established banking relationships, saving fees of \$100K per year. Rik worked with the CEO to turn around a distribution subsidiary from a \$300K per month loss to profitability. He also designed and implemented KPI reporting throughout the organization and introduced a zero-based budgeting process. Rik monitored and directed subsidiaries in Canada, Brazil, and Hong Kong (a sourcing office).

**Royal Oak Sales, Inc.:** As Chief Financial Officer for this \$200 million manufacturer of charcoal briquettes and related products, Rik led the acquisition of three competitors, thus rolling up the industry and increasing profits substantially. He established new banking relationships resulting in better terms and rates. Rik identified an acquisition to bring the manufacturing of products in-house from a co-packer. He also managed the relationship with a marketing partner on the Wal-Mart account.

**Arrow Industries, Inc.:** Rik served in several executive leadership roles for this \$350 million Manufacturer of supermarket consumer goods that became a subsidiary of ConAgra Foods, Inc. As General Manager

of each of 3 different divisions over several years each \$100 million in revenue, Rik was responsible for all functions from manufacturing to sales and with profit responsibility. As Vice President of Procurement and Supply Chain Management, Rik created a new centralized purchasing function and introduced supply chain management, mentoring, and training purchasing staff from the ground up. He was a Member of the ConAgra Purchase Council Steering Committee.

As Vice President & General Manager, Rik increased sales and profits by 40% from closing a contract with the company's largest customer. He also managed two divisions at different times, each contributing \$100 million in sales.

As Vice President & Chief Financial Officer, Rik designed and implemented a full budget process. He led the Implementation of ERP/MRP II software suite and led the Strategic Planning Process. Rik was the point executive for all capital project requests to the ConAgra Executive Committee.

**The Gerber Goldschmidt Group:** As Financial Director, Rik worked with medium-sized clients (borrowers) in South Africa and managed their credit facilities, all fully collateralized. He interacted with the overseas offices in England, Japan, and Hong Kong. The company had franchise agreements with Yamaha and Makita, and Rik visited Japan to negotiate with them.

**International Shipping Co.:** As Executive Director and Chief Executive of the Cape Town office, Rik managed the office and Executive Loan Officers. He also managed a book of clients' credit facilities. Rik managed several workouts where clients, inherited from an acquisition, went bankrupt with no losses to the company; collateralized assets were liquidated, and loans were fully recovered.

**SEATONHILL™**

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