

About Robert Fanning

Robert ran for Governor of Montana in 2012 on a platform of fiscal restraint, money backed by precious metals, and protection of wildlife and livestock against federal introduction of Canadian wolves to the Yellowstone area. Robert has been a member of the Chicago Board of Trade and a Registered Representative of the New York Stock Exchange / Commodity-Futures Commission. His theme is: **“Standing against two-legged wolves.”**

Background Summary

Principal • Chief Restructuring Officer • Consultant

Multifaceted leader with extensive hands-on experience in engineering, manufacturing, global sales and negotiation, and finance. Proven ability to embrace complex issues, articulate problems, and find correct solutions quickly by leveraging any necessary forces. Able to assemble highly effective talent, pull disparate individuals together for common good, instill confidence and inspire team dedication to the objectives. Innovative, with a reputation for fierce loyalty, integrity, honor and intelligence. Tremendous energy, dogged determination, pioneering spirit.

Areas of Expertise

- Forecasting, Market analysis
- International Negotiations
- Advocacy
- Communications
- P&L Management
- Environmental Issues
- Public Speaking
- Expertise in Print, Radio, Television, Internet Media
- Strategic Planning
- Financial Analysis
- Due Diligence/Litigation
- Operations/General Management
- Start-up/Turnaround
- Bankruptcy Reorganization
- Sales and Marketing

Experience

- **Chairman and Founder, Advocate & Lobbyist**

Friends of The Northern Yellowstone Elk Herd, Inc.

1999 – 2013 (14 years)

PHILANTHROPIC WORK

Catalyst for legislation and state & county resolutions that passed by super majorities; currently drawing international interest for centrist wolf management policy.

<http://fire.mountain-prairie.fws.gov/pressrel/05-78.htm>

http://www.propertyrightsresearch.org/yellowstone_is_dying.htm

<http://data.opi.state.mt.us/legbills/2005/BillHtml/HI0029.htm>

- **Sole Shareholder, Director and Officer, Remedial Role**

M.H. Detrick Co.,

1994 – 2002 (8 years)

Purchased troubled company appraised at negative \$300,000 because of 40,000 mass tort asbestos claims; personally took on entire burden of the suits and risk of 20 families losing their livelihood. In an extremely short time and under tremendous pressure, learned the business, tackled immediate problems, then turned company around completely. During eight-year tenure, successfully steered the company through resolution of asbestos lawsuits while actually increasing business profitability during a significant downturn in U.S. heavy manufacturing. Legal fees and settlements had been costing in excess of \$1 million annually, and sales had dropped from \$8 million to about \$4 million. By negotiating multi-million dollar settlements with insurance carriers whose coverage had long expired, and working one-on-one with attorneys representing large blocks of claimants in 50 states, bought time through complex negotiations.

As a result, was able to guide company to its former strength, increase new product development, extend business internationally and negotiate successful enterprise in China and India, save every job and avoid daily threats of being forced into involuntary Chapter 7

liquidations of the company. Appraised and assembled after great due diligence, the finest team of professionals, composing and executing a formal plan to rescue the company from certain and immediate dissolution. Became an early pioneer in resulting strategy and transaction; our plan was subsequently used as a template for other companies affected by the asbestos mass tort contingent liability burden. See Fortune Magazine, which summarizes, in depth, our innovative and constructive solution: http://money.cnn.com/magazines/fortune/fortune_archive/2004/09/06/380311/index.htm

- **Director, Institutional Sales, Associate Member Chicago Board of Trade**

Gelderman Securities, Inc.

1993 – 1994 (1 year)

Introduced premiere institutional clients to the firm that executed transactions in the U.S. Treasury Bond cash, futures and options markets. Market strategist and advisor, writing a respected daily market publication, From the Floor of the Chicago Board of Trade, which contained economic fundamental analysis and proprietary technical trading recommendations; put personal abilities and market tactics on the line every day. Letter was discussed openly at investment policy meetings at major institutions for 9 years.

- **Sr. Vice President, Institutional Sales, Member, representing Peters And Co.**

Peters and Company

1992 – 1993 (1 year)

Identified misinterpretation of the “Arkansas Best” U.S. Supreme Court decision by the IRS, complex and potentially lethal to the futures industry. Formed coalition to expose and reverse unfair IRS ruling that was forcing debilitating taxation of futures clients, which would have shut down the use of futures and options as an investment and risk management tool. Personally assumed leadership role against the IRS through use of legal channels and national media, appearing on such broadcasts as CNN’s Moneyline with Lou Dobbs and Headline News (TV video available). After 15 intense months of advocacy and lobbying, succeeded in forcing IRS to

reverse misguided taxation policy directed at commercial hedgers. This action averted a crisis of great magnitude to the futures and options exchanges and avoided a long and costly court battle.

- **Member, representing trading firms of O'Connor & Company, then REFCO**

- **Chicago Board of Trade**

1981 – 1993 (12 years)

Institutional Derivative sales, Primary Market, Long term Fixed Income, serving the Mutual Fund, Insurance and Public Pension Fund Industries.

- **Vice President, Member CBOT**

- **Drexel Burnham Lambert**

1982 – 1983 (1 year)

Institutional hedging with financial futures and options in U.S. Treasury Bonds

- **Vice President**

- **A.G. Becker and Company**

1979 – 1981 (2 years)

Youngest VP, leading producer specializing in Fixed Income.

- **Account Executive**

- **Blyth Eastman Dillion**

1979 – 1979 (less than a year)

Awarded diamond cufflinks for being \$20,000-a-month producer

- **Account Executive**

- **White Weld And Company**

1976 – 1977 (1 year)

Partnered with my father, the top producer in the firm

- Account Executive

PaineWebber

1974 – 1976 (2 years)

Received national recognition by the firm as a “pacesetter.”

Stockbroker for George Halas and the Chicago Bears. Executed largest silver futures commodity butterfly tax straddle in PW history.