

# LANCE RANTALA

## BLUE HAWK HVAC/R DISTRIBUTION COOPERATIVE



In April 2006, the BLUE HAWK Board of Directors hired Lance Rantala as Chief Executive Officer. Prior to becoming CEO, Lance spent five years working with other purchasing cooperatives, four as Vice President of AMAROK, a drywall distribution cooperative, and one as Regional Recruitment Manager for three cooperatives: AMAROK, NEMEON (a roofing & siding distribution co-op), and YaYa! Bike (a bicycle retailer's co-op). This experience provided him with invaluable knowledge of the co-op business model and the tangible and intangible benefits it affords independent business owners.

Previous to his purchasing co-op experience, Lance worked in sales and sales management roles for CertainTeed Insulation Group and Unimast, a steel stud manufacturer. Before Unimast, he worked as a Project Manager for Insulcon Company, a low-temperature commercial contractor.

Lance has a Bachelor of Science degree in Civil & Environmental Engineering from the University of Cincinnati and an Executive MBA from The University of Chicago Graduate School of Business. A native of the Cleveland, OH area, he currently resides with his wife, Amy, and two sons, Charlie and Wil, in Chicago. His personal interests include spending time with his family, reading, traveling, and golfing.