

PROFESSIONAL SUMMARY

“C” level Strategic Leader leveraging progressive successes and demonstrated results driving organizational growth through increased revenues, lowering all operational costs, introducing new product quicker and more cost effective, expanding current market share and entering new markets. Skilled in P&L management, development & involvement of energized teams, proactive budgeting and cost accountability, acceleration of new product introductions and facilitation of mergers & acquisitions. Proven track record of creating, training and leading teams that consistently meet/beat goals and objectives. A dynamic leader with expertise in business development, employee development, leadership training and business growth training.

Subject Matter expertise includes:

- Leading & Developing People
- Energizing and Motivating
- M&A
- Lean Operations
- Supply Chain Management
- Project/Program Management
- Scheduling & Planning
- Innovative & Creative Ideas
- Analyzing & Researching
- Budget Creation & Accountability
- Decision Making
- Negotiating
- Six Sigma
- Portfolio Management

PROFESSIONAL EXPERIENCE

KBW & Assoc. LLC. – CADD Intelligence, Inc (CI)

1996 -2001, 2003 - Present

An international consulting and turnkey senior management company.

President/CEO – Full P&L accountability for the consulting & systems divisions. Business consulting for all aspects of operations and marketing focusing on lean manufacturing, six sigma, ERP systems and M&A.

- Took the international consulting business from 100K in sales to over \$7 Million in less than 3 years. Leveraged progressive technology and other industry contacts to expand the business into the management consulting market, which also included temporary executive placement.
- List of Major Projects Include but not Limited to the Following:

RTM CONSULTING

CANDIDATE RESUME

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Private Equity Funds – These funds range from multi-million in capital like Lubar and Company to as small as \$15 Million in capital like Midwest Opportunity Fund (MOF).

- Would either work with the President/CEO of the portfolio company or was placed as the President/CEO of the portfolio companies.
- Companies ranged in industries from System Development, High End Machine Building, Automotive, Aerospace and Defense, Energy (Oil and Gas), Construction and Chemical.
- Each company experienced double digit growth in sales.
- Each company grew current market share from 5% to 27% depending on company.
- EBITA grew from 2% to 80% depending on company.
- Identified companies that would enhance the portfolio.
- Led 8 M&A transactions.

BP – CEO for the Upstream Division Special Projects – Houston Texas

The Upstream division was losing 10% profits so they contracted CADD Intelligence to help solve the problem.

- Strategic planning of the organizations operations compared to the corporate strategic initiatives.
- Areas of Focus Lower 48, Alaska, Canada, Golf of Mexico, Norway, and Argentina.
- Accomplishments:
 - Export increased from \$6 billion to \$7 billion in 6 months with an increase of 31% profit
 - Cost of goods sold reduced by 13%
 - SG&A reduced by 21% average.

EDS – Electronic Data Systems is an outsource systems company that was owned by GM.

Managing Director Great Lakes Consulting – EDS wanted to increase there consulting service in the Great Lakes Region. I was retained to establish and grow a consulting practice based out of Chicago.

- Hired and trained 42 top Operational and Marketing consultants.
- Achieved 4 million in sales in the first year.
- Trained UAW plants on one-piece-flow which generated a 23% reduction in overtime and no downtime to the “F” schedule at the final assembly plants.

GENERAL ELECTRIC MEDICAL SYSTEM- Milwaukee Wisconsin 2001 - 2003

A \$12 billion global medical device company specializing in imaging equipment.

Senior Global Operations Executive – Global leadership of more than \$850 million in forward production and replace parts of \$750 Million. Facilities in Japan, India, France, Mexico and US. Over 21 direct reports and 1200+ indirect reports.

- Completion of global Oracle ERP system.
- Accountable for New Product Introduction. Using concurrent engineering, turned new product over to the install base engineering and the manufacturing floor and ramped to full production in less than 30 days.
- Full charge accountable for Supply Chain Management. Through education of the sourcing staff and install base engineering, beat quarterly material budgets by 3%, achieving double digit reduction by the end of the year. Successfully cut \$80 million out of an \$800 million annual budget.
- Key member of the M&A team. Successfully identify and execute 1, 5 and 10-year M&A plans for upstream markets, down stream markets and lateral markets.

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CANDIDATE RESUME

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BACHI/OAK STREET FURNITURE – Itasca Illinois

1994 - 1996

Bachi was a manufacture of custom coil winding machines and **Oak Street Furniture** is an importer of bedroom furniture.

International Director of Operations – Full charge operational accountability at Bachi including operations budgets, customer service and replacement parts with facilities in the US and Europe. Directly accountable at Oak Street for establishing manufacturing facilities in Taiwan and China.

- Established a one-piece flow-manufacturing environment in a custom machine shop environment, allowing reduction of inventories by \$2 Million and guaranteed shipments of replacement parts in less than one week.
- Researched, selected and implemented within 30 days a new ERP system used by both companies.
- Maintained a manufacturing productivity funnel of 10% of base operating budget (\$3 Million). From this was able to reduce cost of processing replacement parts orders from \$162.00 per order to \$23.00 per order and reduced scrap from \$500K to less than \$40K.

FASHION BED GROUP, DIVISION OF LEGGETT & PLATT – Chicago Illinois 1992 - 1994

Fashion Bed Group was a manufacturer and importer of bedroom furniture. They had 5 plants in Chicago, 3 Plants in Taiwan and 1 in Mexico.

Director of Operations/Improvement - Full operational P&L, excluding R&D.

- Reduced Inventory levels by 70%.
- Created and implemented an incentive program for the Union employees that resulted in 97% rate adherence.
- Restructured the organization from the traditional pyramid structure to a three-pillar structure. Reduced organizational overhead by 43%.
- Trained and created six sigma funnel of projects that yielded a manufacturing productivity increase of 31% in the first year.
- Re-organized the customer service organization to be more responsive to direct customers and field engineer calls. Developed and implemented new training process for technical information and handling service calls. Increased the numbers of calls handled by 62% while decreasing part ship span to 4 hours from 3 days and reduced the cost of shipping spare parts by 78%.
- Consolidated 3 manufacturing plants to 2 while increasing output by 35%.
- Changed the scheduling process from 100% forecast to 80% make to order and 20% forecast.
- Changed the order entry process to reduce lead time from 25 days to 3.
- Reduced total manufacturing overhead by 46%.

ERNST & YOUNG – ST. LOUIS MISSOURI

1987 - 1992

Manufacturing Specialists

Implemented and trained the TPS, lean manufacturing techniques, supply chain management, and Six Sigma techniques for the Aero Space and Defense and Automotive industries. Project Managed ERP system implementation for COPICS, SAP, and MAPICS.

Turned 3 eight week projects into over 18 month projects totaling over 3M in sales each.

EDUCATION

TEXAS A&M UNIVERSITY, CC – COLLEGE STATION, TX

1987

- Bachelors of Business Administration
- Majors in Computer Information Systems and Operations Management

Memberships and Certifications

International Continuous Improvement Association (ICIA)

American Production and Inventory Control Society (APICS)

American Society for Quality Control (ASQC) – Certified Quality Engineer, Certified Quality Auditor.

Six Sigma Certified, Master Black Belt.

Training & Instructing

APICS Classes

- JIT scheduling
- Inventory Management
- MRP

ICIA, Client Seminars, and Training Classes

- The Improvement Process
- Leadership in the Improvement Process
- Transition of Manager to Leader
- Cellular Manufacturing
- Supplier Management
- The Importance of Education in the Work Environment
- Motivation
- Integrating Multi-Cultural Backgrounds in the Improvement Process