

Corporate Quality Management, Product Engineering and Product Marketing professional with demonstrated record of improving profitability in MRO sales/distribution firms and manufacturing. Skilled in metallurgy & plating, welding, operations improvement, process re-engineering, solution selling, and cost reductions. Extensive background in fastener technology, ISO Quality Systems, 6-Sigma practices, quality auditing and with SAE, ISO and ASTM standards.

**SELECTED ACCOMPLISHMENTS**

<b>Operations Improvement:</b>	◆ Root analysis of operations within the supply chain, netting a profit of \$3M by implementing 6-Sigma methodologies and corrective actions.
<b>Cost Reductions:</b>	◆ Materials change, vendor resourcing and process improvement netting \$2M annually.
<b>Value Added Engineering:</b>	◆ Developed Product Safety programs for customer retention, development and expansion of sales.
<b>Failure Analysis/FMEA:</b>	◆ Promoted customer satisfaction and loyalty by solving problems, saving them costs and avoiding liability issues.
<b>Marketing Management:</b>	◆ Restructured Product Marketing Department of 13, leadership resulted in achieving profit goals for the first time in five years. Brought new products to market, \$3M annually. Brand management.

**7/2003 to Present GT TECHNICAL CONSULTANTS, LTD., Lake Zurich, Illinois**  
*A private technical engineering consulting firm*

**Principal.** Responsible for fastener engineering applications/failure analysis and evaluation of Quality Systems for manufacturers, law firms, maintenance organizations.

**1993 to 7/2003 KAR PRODUCTS, INC., Des Plaines, Illinois**  
 A \$125 million company selling 35,000 MRO fast moving maintenance consumables with value-added services. The company operated 11 distribution centers with 1,200 employees in the United States and Canada.

**2000 to 7/2003 Director, Product Engineering & Quality.** Reporting to the Executive Vice President of Operations. Responsible for leading company through ISO registration and its maintenance as Management Representative; monitor overall quality functions of company operations as related to ISO; manage QC Department; develop customer satisfaction and vendor metrics for analysis. Use of DMAIC for Operations improvement.

**1997 to 2000 Marketing Manager; Product Line, Engineering & Quality Control.** Reported to the Vice President Marketing. Responsible for restructuring Product Line Management Department in U.S. and Canada, developing technical marketing strategies and goals, managing capital expense budgets for three departments, P&L of over \$38,000,000, continuing duties of Product Engineering and QC management.

**1993 to 1997 Manager, Product Engineering and Quality Control.** Reported to Director, Product Line Management. Responsible for managing Quality Control Department, providing technical assistance to all departments and training, standards, attain A2LA laboratory accreditation, assisting national accounts,

developing sales/marketing literature, assisting compliance with industry standards (ASTM, SAE, MSDS), and managing department budgets.

## PREVIOUS POSITIONS

### **BOWMAN DISTRIBUTION/BARNES GP, Cleveland, Ohio**

A \$250MM MRO distributor

**Chief Engineer.** Reported to the Vice President Marketing/Sales. Responsible for overseeing company engineering, product specifications, technical guidance, and product sales/applications training for sales agents and customers.

### **LEA-RONAL, INC., Freeport, New York**

Manufacturer of proprietary plating chemicals and brighteners

**Technical Sales/Service Engineer.** Reported to the Vice President Sales. Responsible for opening Ohio as a new territory, performing development work on new products; plating on plastics, printed circuit boards, non-cyanide zinc and cadmium and electroless nickel.

### **THERM-O-DISC, INC., Mansfield, Ohio**

Manufacturer of thermostat products

**Materials Engineer.** Reported to the Manager of Materials Engineering. Responsible for metallurgical lab duties, inspection, failure analysis, process and metal finishing specifications for production; designed electroless nickel production plating line, supervised lab and production plating personnel.

Saved \$800,000 in process controls, procedures and material changes.

Developed highly efficient electroless nickel production plating line lasting over 21 cycles instead of 8.

**EDUCATION:** Metallurgical Engineering, BS, Purdue University,  
Certified Welder, Cleveland School of Welding,  
Certified Lead Auditor for ISO 9000

**MEMBERSHIPS:** Vice-Chair, ASTM F16 Committee (American Society for Testing and Materials);  
Chairman of subcommittee F16.01 Fastener Test Methods  
Recipient of the ASTM Award of Merit  
Member Grade SAE (Society of Automotive Engineers) and ASQ