

U.S. & INTERNATIONAL MANUFACTURING EXECUTIVE & GENERAL MANAGER**Strategic Analysis & Planning • Corporate Restructuring • Productivity & Safety Enhancement****Lean & Flow Manufacturing • Six Sigma • Strategic Sourcing • Negotiations • M&A • Divestitures****Turnarounds • Operations • MIS • Finance • Benchmarking • Supply Chain • Project Management • HR**

- ❑ Valued for planning and implementing benchmark production processes, increasing productivity, and maximizing profit margins – designed and launched an *e-Commerce* system to facilitate aftermarket sales and service support for over 400 worldwide customers that saved \$2 million in annual costs and produced an order fulfillment ratio in excess of 98%.
- ❑ Financial strategist with a reputation for navigating successful turnarounds and increasing revenue growth, profitability, and ROI – served as the key negotiator in the sale of GALIUM TECHNOLOGY COMPANY to the HALVORSON GROUP in 1997, which produced ROE in excess of 4000%.

CAREER HISTORY**CRANEHILL CORPORATION**, Chicago, IL

2003 – Present

Privately held, \$550 million holding company.

President, CRANEHILL SYSTEMS GROUP, Brant Rock, MA

Report to the Chairman of the Board. Direct the total business including operations, sales, marketing, supply chain management, human resources, engineering, and information systems. Recruited to turn around the declining sales of the \$24 million unionized MARTIN VACUUM DIVISION, a global ISO-certified manufacturer of vacuum pumps and systems serving the coating/packaging, furnace, chemical, and food industries and create an industrial vacuum business group.

- Created a \$29 million global business with two locations in the USA, one each in the UK and China;
 - Identified, evaluated, and acquired a \$3 million UK vacuum company to accelerate sales growth in Europe; built a European sales team that added new distribution and \$500,000 in incremental OEM sales;
 - Negotiated for and created a manufacturing Joint Venture in China to strengthen Asian presence, on schedule and under budget, with first year sales of \$1.5 million.
- Stopped the sales decline; rebuilt the management team and North American distribution, reduced overhead costs by \$1 million, total headcount 27%, implemented SAP and augmented core business sales through \$6 million in acquisitions. Reversed the income slide with an increase in pre-tax earnings of 300%.
- Implemented the Lean Business System through Kaizen, supported by comprehensive training and communications; substantially cut machining and assembly cells lead-times 50 - 75%, labor requirements by 40%, setup by over 50%, and increased on-time delivery from 40% to over 80%.
- Redesigned and reduced costs of a failing, low margin product line experiencing a 20% per year sales decline; reduced field failures, increased margins by 40% and raised order rate 50%.
- Identified, evaluated, and acquired a \$3 million U.S. pump company with patented technology to fill out product line and accelerate growth; increased first year sales 20%, with 26% EBIT.

INDEPENDENCE PHELPS, North Adams, MA

1997 – 1998

Privately owned, unionized manufacturer of capacitors, engineered power factor correction systems, and harmonic filters, with worldwide sales of \$20 million through manufacturers reps and JV companies in Brazil and India.

President

- Doubled overall capacitor market share; implemented marketing programs that increased capacitor sales over 30%, penetrating the aftermarket and adding \$3 million in sales.
- Implemented JIT programs, including Kanban, saving \$150,000 in the first year.
- Saved over \$175,000 by implementing cells and improved work flow projects in a union environment to change the process flow in winding, slitting, and stamp/pack.

GALILUM TECHNOLOGY COMPANY, New Hope, PA 1996 – 1997
Public, developmental-stage, high-technology company.

President and Chief Executive Officer

Recruited by investors to commercialize turn around and divest a rechargeable battery technology for portable electronic devices.

- Recreated the company from a bankrupt public shell; recruited a strong management team, a Board of Directors, and appropriate technical staff; regained SEC compliance; raised over \$4 million in private placement equity and \$300,000 in incremental capital via a public warrant program.
- Moved the technology from the patent stage to pilot line process stage.
- Developed a program for a new notebook computer battery for one of world's largest computer companies.

EDGEWOOD CONTROLS, INC., Lancaster, PA 1994 – 1996
\$36 million global instrumentation and controls manufacturing company for the water treatment industry.

President and Chief Executive Officer

- Returned the company to success and profitability, increasing sales by 18% and operating profits by almost 200%; more than doubled cash flow through employee involvement, staffing upgrade, purchasing effectiveness, product line restructuring and acquisition.
- Opened sales offices in China that added over 10% in profitable, incremental sales.

CAMPBELL SOUP COMPANY, Camden, NJ 1989 – 1994

Vice President, Engineering Systems and Capital Improvements

Reported to the CEO of this \$6 billion company. Held direct worldwide responsibility for capital management, engineering, manufacturing technology and packaging. Managed a \$37 million expense budget and up to 300 professional and hourly employees.

- Executed a \$500 million restructuring and revitalization program as a member of the CEO's turnaround team, downsizing by 19% and doubling EPS growth to 20%.
- Managed \$1 billion in capital expenditures; developed and implemented capital effectiveness programs that improved ROI and added \$30 million in annual profits.
- Oversaw \$350 million in productivity and new plant capital programs in Argentina, Europe, and America; orchestrated joint venture/partnerships in the US, Europe, and the Far East.

GENERAL ELECTRIC COMPANY 1980 – 1989

VP / Manager, Technology, \$150 million OEM/Retail Battery Business, Gainesville, FL 1987 - 1989

Reported to COO. Supervised a staff of 75 professionals. Led R&D, product engineering, manufacturing technology and environmental affairs. Controlled budgets of \$10 million investment / \$4 million expense.

Manager, Technical Management Education, Corporate Staff, Bridgeport, CT 1985 - 1987

Identified world's best manufacturing/engineering practices and disseminated them throughout GE. Led joint program with the Harvard Business School in Japan, Europe, and the US that generated \$30 million in company-wide savings. Developed a computer simulation product that increased sales 10%.

Manager, Manufacturing Programs, Plainville, CT 1982 - 1985

Technology Manager positions, Schenectady, NY 1980 - 1982

AMERICAN NUCLEAR INSURANCE, Staff Consulting Engineer 1978 – 1980

BURNS AND ROE, INC., Staff Engineer 1976 – 1978

U.S. NAVY, Nuclear Submarine Officer 1972 – 1976

EDUCATION

MBA, Rensselaer Polytechnic Institute, Troy, NY 1984

MSE, Rensselaer Polytechnic Institute, Troy, NY 1980

BSME, U.S. Naval Academy, Annapolis, MD 1972