

Manufacturing Operations, Management Consulting & Organizational Turnarounds

Areas of Expertise and Experience

Change Management - Business Transformation
Operating Profit, EBITDA & Cash Flow Increases
Financial Controls, Analysis and Benchmarking
Organizational Development and HR Leadership
Strategic, Operational, Sales & Marketing Plans
Project & Program Designs & Implementations
Continuous Process Improvement - Kaizen
New Product, Business Development and Quotes
Best Operational Practices, Training and SOPs
Convergent Information Technologies and VoIP
Agile Supply Chain and Distribution Management
Rapid Process Reengineering and Automation
Lean, Kanban and Just-in-Time Manufacturing
GMP, TQM, TPM, ISO 9000/22000 Standards
OSHA, BRC, SQF, FDA, EPA & HACCP Compliance
ERP, CRM, MRP-II and Performance Systems
Customer Call Centers and Vendor Relations
Risk Management Assessment and Proposals

Sample Industries and Products

Automotive – Remanufactured Components
Construction – Building Materials and Hardware
Defense – Avionics Test and Control Systems
Energy – Heating Oil Distribution and Logistics
Food – High End Frozen Desserts Production
Health – Medical Heart Monitoring Devices
Retail – Repair and Maintenance Services

Recent Management Positions

COO – Love and Quiches Desserts
Producer of gourmet frozen desserts
GM – Palumbo Block Company
Manufacturer of concrete block and wall systems
VP of Operations – Burney Products Corporation
Manufacturer of pillows, cushions and pet beds
Director – Long Island Association
Business Improvement Services

Education, Certifications & Military

MBA with Distinction (Top 1% of Class)
Adelphi University, 1982
BS in Industrial Engineering & Management
Drexel University, 1981
Certified Management Consultant (CMC)
Institute of Management Consultants, 1997
ISO 9000 Auditor
Registrar Accreditation Board, 1997
Captain, USAR & NYARNG, Military Intelligence
Honorable Discharge, 1993

Professional Successes

Hands-On Leader who analyzes operations, implements action plans and focuses organization to surpass budget targets:

- Led Operations Team to turnaround a negative Operating Profit of \$250,000 to a positive \$1,500,000 for a \$26,000,000 domestic and international, frozen desserts manufacturer in two years.
- Facilitated team that won the 1998 U.S. Department of Commerce "National Minority Manufacturer of the Year" for a \$23,000,000, 240 employees, windows and doors manufacturer.
- Spearheaded reorganization of a \$35,000,000 after market, automotive parts manufacturer, improving production efficiency by 23% in the reduction of labor hours per unit from 9 to 7 hours with accurate, timely and complete operational information.
- Improved EBIT for a \$95,000,000 office furniture manufacturer from 17% to 35% in 2 years using work cell layouts and single minute setups on the factory floor and doubling annual inventory turns from 4 to 8 and reducing error (rework) rates by 66%.
- Increased market share by 26% and added \$1,200,000 sales by optimizing client alliances for a \$30,000,000 international food packaging manufacturer and improving customer satisfaction levels via survey by 28% by cutting delivery lead time by 12%.
- Identified improvement opportunities for a building products manufacturer utilizing convergent technologies with savings of \$1,800,000 with a 3 to 1 ROI and a payback period of 120 days.

Innovative Change Agent with solid business skills that resolves problems, improves productivity and maximizes profits:

- Reversed a 20% revenue loss into a 25% gain to \$3,000,000 and positioned automotive remanufacturer for profitable sale, boosting effectiveness by 21% and profits by 55%.
- Saved \$1,800,000 by restructuring and streamlining manufacturing methods and processes while improving direct materials utilization by 4% for a \$75,000,000 oral health products manufacturer and reducing energy costs by 17%.
- Reduced cost of goods sold by 13% from \$150,000 to \$130,000, while expanding monthly production output by 33% from \$240,000 to \$320,000 for a home furnishings manufacturer with reengineered purchasing and inventory policies.
- Enhanced service delivery processes by compressing delivery cycle times from 18 to 14 days, a 22% savings of \$275,000, and reduced the monthly rework and waste expenses by \$72,000 out of \$160,000 for an electro-mechanical products manufacturer.
- Generated \$4,300,000 of incremental sales in new high-tech products for a DOD contractor and improved gross margins by 35%, equating to \$175,000 profit, reducing repair costs by 17%.