

Plant/Manufacturing Manager with broad knowledge and hands-on experience in the manufacture of retail packaging. Team-oriented manager with a record of significant contributions to individual plant and division profits. A versatile planner who obtains results in managing projects or major production operations. An energetic leader with the analytical skills to identify problems and thereby improve operating performance.

NATIONAL PAPER COMPANY, INC.

1979 – Present

Manufacturing Manager, Northvale, NJ (1986 – Present)

- *Developed, implemented and managed a program to improve makeready time on sheet-fed diecutters. Achieved a reduction of 1.5 hours versus a goal of 1.0 hours per makeready. The production capacity gained was worth \$4,000,000 in sales potential, or 5% of existing capacity.*
- *Innovated a low cost method for inserting paperboard liners in soap cartons. The investment was 10% of new equipment worth \$640,000, and the lead time was cut from 15 months to 4 months. Obtained \$8,000,000 in new business.*
- *Directed the activities of two project managers, a lithographic printing director, a field service mechanic, and a field service electronics technician.*
- *Provided the manufacturing expertise and perspective for a 3-year, \$25,000,000 capital expansion program. Record profits for division realized in the fourth year.*
- *Managed the transfer or sale of capital assets from 7 plant closings. Filled the capital needs, by priority, at other plant locations. Achieved a net profit on sale of remaining assets.*
- *Instructed plants on environmental matters. Provided help to each plant in filling the necessary reports regarding hazardous wastes and underground storage tanks. Negotiated a windfall profit of \$770,000 for the sale of air credits from Los Angeles plant.*
- *Designed and constructed equipment for placing handles on diaper cartons. Provided capability for \$12,000,000 of highly profitable business each year for six years. Generated about \$7,000,000 in pure profit.*

Plant Manager, Fort Wayne, Indiana (1985 – 1986)

- *Managed the activities of 240 salaried and hourly employees in the printing (gravure and offset), diecutting, and gluing of folding cartons.*
- *Established and nurtured a new department to metal edge and glue 100,000,000 aluminum foil cartons for the Anaconda Company, a new and profitably account valued at \$5,000,000 to \$7,000,000.*

Plant Manager, Athens, Georgia (1982 – 1985)

- *Managed the activities of 120 salaried/hourly people in the printing (flexo and offset), diecutting, embossing, and gluing of folding cartons.*
- *Conducted a successful management campaign that resoundingly defeated a union election.*
- *Planned the installation of embossing equipment to service a new account valued at \$3,000,000.*

Production Manager, Nyack, NY (1981 – 1982)

Plant Manager, Baltimore, MD (1979 – 1981)

Education

- *M.S., Mechanical Engineering, Thayer School of Engineering, Dartmouth College*
- *B.A., Engineering Science, Dartmouth College*

Additional Relevant Information

- *School board member for Northvale since 1989 and president from 1998 – 2001. Received the 2000 ARCHIE F. HAY award from the Bergen County School Boards Association as the outstanding school board member in Bergen County.*
- *Familiar with SQC and SPC through Tennessee Associated Seminar.*