

Areas of Expertise



**Sales & Marketing –
Strategy Design and
Execution**

**Advanced Planning
& Scheduling Execution
for Market Leadership**

Industries

Manufacturing; Wire & Cable, Medical Device, Packaging

Software; Manufacturing – ERP and APS, Parcel Shipping Compliance, US Customs Brokerage, Freight Forwarding

Positions Held

Managing Director, Nimble Leader

VP Client Performance; On-Time Edge
– *Mfg Operations Consulting*

CEO; Atlas, Inc., and Griffin MFG Consulting, Inc. – *Management Consulting*

VP Sales & Marketing; Kalas Mfg., Thru-Put, Inc., PivotPoint, MedSurg Industries, PlanetTogether – *Restructuring Sales & Marketing strategy and execution*

Education | Certifications

B.B.A. Northwood University

Publications

- Grains Of Sand executive education series (LinkedIn)
- Various Marketing White Papers

Speaking Engagements

- Institute of Management Accountants (IMA) – Subject: Throughput Accounting
- Mfg Assoc. of South Central PA (MASCOPA) – Subject: Economic Outlook 2010
- American Furniture Manufacturers Association (AFMA) – Subject: Regaining Competitiveness in a Global Supply Chain

Personal Brand | Experiences and Successes

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Throughput Catalyst – Alignment of manufacturing execution strategies and financial/management accounting frameworks to drive sustained positive Economic Value Added (EVA)

Core Value: I connect the dots between symptoms and root causes of current manufacturing throughput and profit performance

Improved Delivery and Profit Performance

- Led initiatives at two mid-market manufacturing companies to improve on-time delivery to better than 98% and generate Net Operating Profit After Tax (NOPAT) greater than the weighted average capital cost (WACC)
- Improvements in delivery performance led to successful entry into new higher margin markets and the highest-ever customer satisfaction ratings in traditional target markets

Customer-Centered Sales Strategy Re-Design

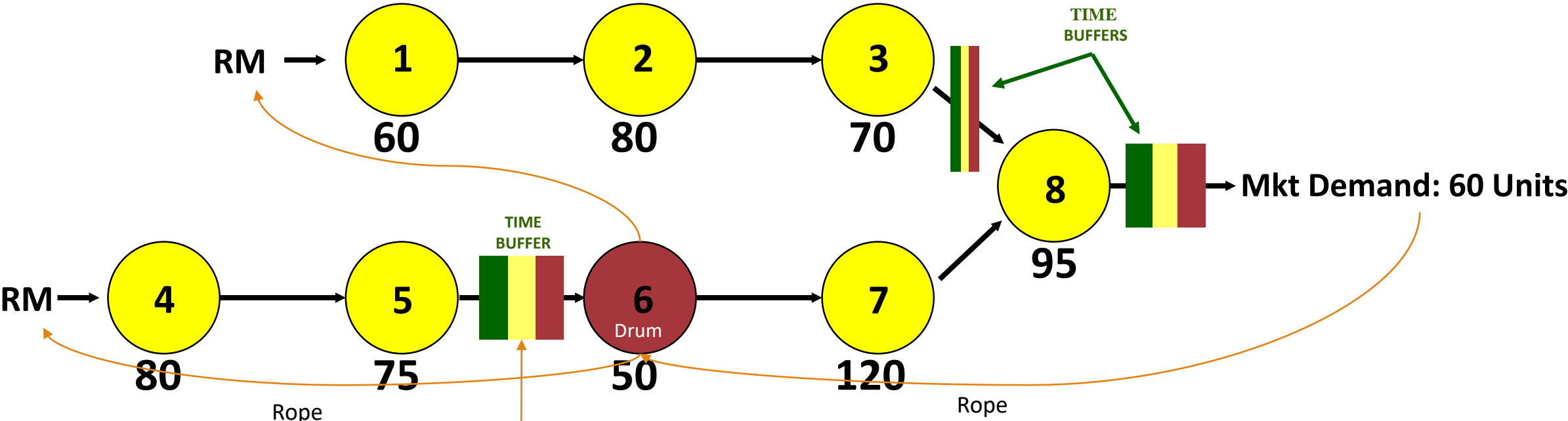
- Adopted a market-segment focus that more clearly aligned company and customer interests through solution development, organizational structure, and target market messaging
- Market Segment “Owners” competed for constrained production capacity on the basis of Contribution Margin (Throughput) impact

Growth-Oriented Performance Metrics

- Leveraged Throughput Accounting as the real-time driver of profitable growth regarding the ability to address production scheduling disruptions
- Implemented a Throughput-based sales compensation and company-wide bonus system, which had the effect of causing employees to think and act like owners
- Throughput-based management accounting framework resulted in the best operating profit performance in company history, with sustained bonus payouts for eight consecutive quarters

Drum, Buffer, Rope Production Schedule Execution

(Key to Optimum Material, Information, and Cash Flow)



Synchronize Material Release to Pace of Drum

Demand Signal Evaluated Against Defined Capacity (CTP)

Monitor Buffer Content for Material Arrival (Buffer Management)

Typical Solution Impact:

- ☞ 98%+ On-Time Delivery
- ☞ 60% Less Order Cycle-Time
- ☞ 50% Less Inventory & OpEx
- ☞ 30% Better Asset Utilization
- ☞ 25% More Throughput