

BARRY H. SCHMIDT

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MANUFACTURING EXECUTIVE Mechanical Engineering...Production...Plant Management

Seasoned professional with comprehensive experience and visible achievements in diverse manufacturing arenas, including, machined parts, fabricated parts, plastic parts, die casting, mechanical power transmission, and powder metallurgy. Proven track record for implementing strategies that enhance productivity and profitability. Experienced in supervising engineers and technicians, as well as drafting and shop floor personnel. Recognized as an industry expert and published author on mechanical power transmission products. Academic credentials: MBA; BS in Physics.

Tradition of Performance Excellence in:

- Profit & Loss Responsibility
 - Job Shop Operations
 - Vendor Cost-Benefit Analysis
 - Statistical Process Control
 - Engineering Design Calculations
 - Machining and Welding Operations
 - Production Management
 - Daily Plant Operations
 - Staff Development
 - Quality Assurance
 - Creative Problem-Solving
 - Job Costing and Routing
 - Union Management Experience
 - Continuous Process Improvement
- **Computer literate** in MRP programs (MAPICS, Visual Manufacturing, ACCPAC, UA Corporate Accounting, PRO-MAN), AutoCad 14, CADKEY, Windows 98, 2000, XP and MS Office applications.
 - **Affiliations:** ASME, IEEE Magnetic Society, Charter Member-Chicago Chapter of Vibration Institute

PROFESSIONAL EXPERIENCE

REX-TEC CORPORATION

2001 to Present

[Privately held, \$2 million master distributor and manufacturer of mechanical power transmission products. 20+ years in business.]

Manufacturing/ Engineering Manager

Hired to develop new magnetic coupling product line, to offset 40% downturn in the machine tool industry (previous primary market for company); this included standardization of design, sourcing of components, and development of in-house manufacturing processes. Challenged with expanding sales of new product line from \$100,000 to \$1 million. Empowered with full accountability for manufacturing and assembly, design, application engineering, purchasing/vendor qualification, quality assurance, job costing, margin calculations, new materials evaluation and staff development. Advise President in all aspects of new business development, market expansion, capital expenditures, and operating budgets. **Key Accomplishments:**

- **Transformed company from warehouse distributor to a manufacturer, saving \$10,000 per year in out-plant costs, offering 24-hour delivery, generating additional sales of \$20,000 annually.**
- **Successfully developed new magnetic coupling product line, projected to generate a 56% profit margin.** This new product line is designed for small quantity customers and large OEMs. Usually, this product is customized by individual OEMs for internal use or built by magnet manufacturers not offering a complete power transmission solution.
- **Increased profit margins by another 10%-15% after securing new vendors via E-sourcing.**
- **Achieved revenue increase in new product line from zero to \$100,000 in the first year, projected to increase ten-fold by FY04.**
- **Initiated and developed Quality Assurance procedures and manual and established a quality level for product manufacture, according to MIL-I-45208.**

CONTAINERS, INC.

1990 to 2001

Privately held \$4 million manufacturer of steel industrial refuse containers and cart-dumpers; 25 years in business; customers included City of Chicago Department of Streets & Sanitation, BFI and Waste Management.

Plant Manager

Managed daily manufacturing operations and P&L of a 3-shift, heavy-gauge sheet metal and fabrication Union shop. Supervised 7 direct reports (3 foremen, buyer and engineering support staff) and 35 indirect employees (welders & assemblers). Responsibilities included purchasing materials and supplies, staffing, delivery, shop floor scheduling, vendor evaluation and selection, capital budgeting and implementation, and re-organizing shop floor, for maximum productivity. **Key Accomplishments:**

- **Significantly reversed \$100,000 operating loss to \$750,000 profit in 9 months**, by raising prices to reflect costs plus fixed margins, and preparing/adhering to monthly production schedules which further decreased costs, by eliminating production shut-downs for special product runs.
- **Reduced welding manufacturing costs by \$500 per day through re-engineering of the labor force**, assigning lower-salaried material handlers to stock work cells, and move semi-finished products to painting holding area, instead of highly-paid welders, and adding a 3rd shift painting operations to improve work flow.
- **Proactively negotiated payments with new vendors at a 15% cost savings on steel (\$250,000) and established a new vendor for hydraulic cylinders at a savings of \$50,000 per year at regular terms and no pre-payment**, after obtaining a large, multi-year contract and a pre-payment, preventing company from closing. Previously, the company had been paying bills on 120 days and many vendors had ceased business relationship or required advance payment on a year's worth of inventory.

POWER-TRANS, INC.

1976 to 1990

100-year-old privately held \$30 million global manufacturer of mechanical power transmission products. Primary customers include Caterpillar, Gardner-Denver, GE, FMC, John Deere, WW Grainger, and McMaster-Carr.

Director of Research & Development

Progressed from R & D Engineer, to Senior Application Engineer, Quality Control Manager, and Engineering Manager, to Director of Research and Development. Contributed to company's growth from \$6 million to \$30 million during tenure. Managed design, application, manufacturing engineering and quality assurance departments, which included supervision of 13 direct reports. **Key Accomplishments:**

- Created Quality Control Department and accompanying Quality Control manual, establishing the MIL-I-45208 Inspection System. Reduced scrap and return rate from \$400,000 to \$100,000 against \$20 million in sales.
- Developed a super strong wear-resistant U-joint, using this design to secure multiyear, multimillion dollar parts contracts for the M-1 tank, F-16 fighter, Harrier aircraft, and Bradley fighting vehicle.
- Won the coveted "Bachner Award" after developing plastic universal joints and flexible couplings.
- Reduced costs of sintered products saving 40,000 pounds of material (4% reduction) per year, lowering shipping costs by \$30,000/annually, improving tooling life, and increasing throughput.
- Developed new products including material development, tooling, vendors, and manufacturing processes.
- Presented lecture series on power transmission couplings; also presented technical papers at industry conferences, and authored magazine articles addressing flexible couplings, vibration, and universal joints.

EDUCATION & TRAINING

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| • MBA, Olivet Nazarene University, Kankakee, Illinois (4.0 GPA) | 2002 |
| • MAPICS for the Engineer, GMD | 1988 |
| • Effective Engineering Management, NYU School of Continuing Education | 1981 |
| • Advanced Plastics Product Design Engineering | 1979 |
| • BS, Physics, Illinois Institute of Technology, Chicago, Illinois | 1975 |