

EXPERIENCE PROFILE

1981-1985 Hartman Material Handling

Innovating company in computer driven, robotic, automated hi-rise building storage and retrieval of unit load materials (pallets, carriers, etc.) (AS/RS) for manufacturers and distribution/warehousing.

Roles in Organization

- ✓ Customer Service Representative,
- ✓ Customer Service Manager, and
- ✓ Manager of ASRS Retrofit System Sales.

1985-2007 Retrotech, Incorporated

Company sells highly engineered solutions for retrofitting existing controls, software, equipment and mechanisms for existing ASRS as well as new fully integrated ASRS (Automated Storage and Retrieval Systems; i.e. Automated, Mechanized Distribution & Warehousing). New systems are information managed, best-in-class material handling equipment designs, specified to unique requirements of each client.

Roles in Organization

- ✓ Co-Founder of company.
- ✓ VP, Sales and Marketing from 1985 to 2001.
- ✓ VP, Business Development 2001 to 2007.

Key Contributions

- ✓ Conceptual Development of over 500 automated material handling systems & modernizations with heavy concentration in ASRS.
- ✓ Development of a technical-financial feasibility consultative process to support large dollar capital projects.
- ✓ Co-developer of fully integrated material handling system design processes.
- ✓ ASRS retrofit and new systems direct sales & sales management responsibility for over \$100MM in sales.
- ✓ Development of stable software platform concepts and design practices for delivered, custom designed software solutions.
- ✓ Instituted Project Management software as control tool for all projects.
- ✓ Developed direction for team based management including project teams.
- ✓ Established first Customer Service group to support client base.
- ✓ Team member in the electro-mechanical re-engineering of licensed technologies.

2008-date LW Consulting LLC

Provide Material Handling Engineering & Warehousing and Distribution Center design services for companies seeking automation. Services include assistance with design concept work, technical and financial feasibility, system and performance specifications and implementation planning.

Provide small business financial modeling to support start-up decisions and assist existing businesses in profit and process improvement.

1985-date Professional Affiliations

- ✓ Council of Supply Chain Management - 15 years (CSCMP – formerly CLM)
- ✓ Warehouse Education & Resource Council – 20 years (WERC)
- ✓ Material Handling Industry - 22 years (MHIA)
- ✓ Material Handling Management Society – 4 years (MHMS)
- ✓ International Association of Refrigerated Warehouses – 2 years (IARW)
- ✓ Automated Storage and Retrieval Users Association – 20 years (ASRSUA)