

**PROJECT EXPERIENCE PROFILE**

**1981-1985 Hartman Material Handling**

1981 -1984 Customer Service Manager for 100 ASRS client base  
1985 - IBM San Jose, CA – Applications Engineer & Sales Manager for ASRS retrofit project, 1974 Munck ASRS. \$1MM+

**1985-2007 Retrotech, Incorporated**

Concept Designs – New ASRS Feasibility Evaluations

- ✓ Material Handling Consultants USA – St. Onge & Company, SORA, Gross & Associates, Sedlak, Keogh, The Facility Group, Precision Distribution Consulting, OPS, (partial list); estimated 300+ projects (references on request)
- ✓ Clients – Ross-Abbott Labs, Schering-Plough, Frito-Lay, Cargill, ConAgra, Kraft, Wegmans Foods, Norske, Domtar, Kroger, HEB Grocery, USN, Mastellone Hermanos SA, (partial list); estimated 100 projects (references on request)

ASRS Modernization Projects (retrofits) – Project design and implementation (hi-lights only). Others include USN, McCain Foods, Whirlpool, ConAgra and others.

- ✓ Schering Plough, TN & NJ – (2) projects, (2) Software & platform replacements, Unit-load ASRS electro-mechanical upgrades, case and UL conveyors \$3 MM+
- ✓ Norwich Pharmaceutical, NY (now P&G) – (1) project, Unit-load ASRS electro-mechanical upgrade & Software & platform replacement. \$200,000.
- ✓ Kodak Park, Rochester, NY – (5) projects, Unit-load SRM electro mechanical upgrades, (1) new SRM, (2) Software & platform replacements \$850,000.
- ✓ DuPont, USA – (5) projects, electro-mechanical upgrades, \$1.25MM
- ✓ Pitney Bowes, Stamford CT – Software & platform replacement, Mini-load & Unit-load ASRS electro-mechanical upgrades, UL conveyors \$4MM+
- ✓ Ford, GM, Mack plants USA – (6) projects electro-mechanical upgrades, UL conveyors, \$2MM+
- ✓ Georgia-Pacific & 3M; Greenbay & Prairie du Chien, WI - (4) projects Software & platform replacement, Unit-load ASRS electro-mechanical upgrades, UL conveyor controls, \$4MM+
- ✓ Frito-Lay USA – (4) projects (2) Software & platform replacements, Unit-load ASRS electro-mechanical upgrades, case and UL conveyors \$2.5 MM+
- ✓ Excel Beef (Cargill) Dodge City, KS - (4) projects, (2) Software & platform replacements, Unit-load ASRS electro-mechanical upgrades, case and UL conveyors \$3 MM+

ASRS New Facilities – Concept, Applications and Sales Engineering Support, Project Management (direct projects listed only –design and implementation)

- ✓ Procter & Gamble USA – (4) site roll-out of ACTIV systems, \$30MM
- ✓ Frito-Lay – (3) site roll out of ACTIV Systems including prototype, \$12MM
- ✓ Kraft Foods – (2) site ACTIV System supply chain redesign deployment, \$25MM
- ✓ Cargill Dodge City Expansion – New building expansion. (4) aisle U/L SRMs, (3) aisle dual shuttle M/L SRMs, case and U/L & case conveyors, \$11MM

**Tools Background**

Business Tools: Xerox Meeting and Facilitation Toolkit, Functional Requirements Planning, KPI & Metrics Charting, Material Flow Charting, Material Handling Engineering, Work Process Charting, Inventory Analysis, Current to Future State Gap Analysis, Automated System Capacity Analysis, WMS & Interface Requirements Development, Weighted Alternative Analysis, Project Planning & Implementation, Project Team Leadership.

Software Applications: MS Project, Excel, PowerPoint, Word.