

- Designed and implemented an international transportation network, targeting delivery of retail product to cruise ship ports around the world.
- Spearheaded the recovery of a warehouse operation for a start-up cosmetic retailer.

Michaels Stores, Inc. 1994 to 1998

Director of Transportation

Joined Michaels when they purchased Leewards in 1994. Responsible for all inbound and outbound domestic and international freight transportation with an annual budget of \$100 million.

- Saved the company 13% in inbound domestic freight costs in the first six months through the design and implementation of a Transportation Control Center.
- Reduced the cost of inbound freight from \$0.148 to \$0.102 per pound by designing a consolidation and cross-dock network to service the stores with product originally shipped directly from vendor to stores.
- Reduced import freight costs 31% over a two-year period by Negotiating contracts with ANERA (a liner conference). Managed their Import Division.
- Managed the Import Programs to facilitate the movement of product from Asia to their stores and warehouses. Developed off shore consolidation programs to move product directly to the stores. Oversight of the customs department to assure correct classification of merchandise.

Leewards Creative Crafts 1991 to 1994

Vice President of Distribution Services

Responsible for all distribution functions in multiple facilities with an annual budget of \$23 million. The responsibilities included warehousing, transportation, shipping and receiving, negotiating service contracts with steamship lines, inventory control, and all support functions.

- Redesigned the flow of product through the Distribution Center and developed productivity standards at both the individual and unit levels. Changes resulted in reduction of payroll as a percent of throughput (receipts + shipments) from .55% in 1991 to .38% in 1993. The first year savings (1991 vs. 1992) for the Distribution Center was \$812,000, including payroll savings of \$555,000.
- Negotiated new contracts with Import Freight forwarders, reducing the overall cost to handle import merchandise 11%.
- Established a West Coast warehouse to handle the flow of import goods from Asia to the retail stores. Leewards was able to continue operating in the existing facilities without expanding the central distribution operation.
- Negotiated a service contract with ANERA (a conference of steamship lines) that reduced freight cost by 24%.

Director of Information Systems

- Responsible for Systems and Programming development and the Computer Operations Department
- Installed the JDA & Associates retail and warehouse management system.
- Modified the application programs and data bases to improve the throughput allowing Leewards to continue with the existing computer equipment for two to three years until new hardware and packaged software systems were installed.
- Designed in-store systems that allowed selected information to be processed on the personal computers in the stores.

RTO Inc. 1989 to 1990

Director of Information Systems

Schultz Bros. Co 1981 to 1989

Director, Warehouse Operations & Information Systems

Education:

Undergraduate work done at Luther College (Math Major), Decorah, Iowa; and California Lutheran Bible School

Currently working on completion of Bachelors degree in Business Administration at Kennedy Western University

Software Experience:

Retek Retail Systems

McHugh Freeman WMS

Eskay Systems WMS

JDA Systems WMS

Manugistics TMS

MGA TMS

Manhattan WMS