

Gary McKinney

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SUMMARY

Business and manufacturing oriented supply chain and logistics professional with experience in leading manufacturing and business organizations. Background includes supervision, safety, scheduling, training, team building and engineering/maintenance. Flexible and a very good communicator. Knowledgeable in multiple Enterprise Resource Planning software and supply chain management.

SKILLS

Motivation
Project Management
Sales/Marketing
Personnel
Financials
Training
Team Development
Communication

Process Improvement
Manufacturing Processes
Distribution
Logistics
Supply Chain Mgmt
Production Planning
Capacity Analysis
Problem Solving

MS Office
Power Point
MRP/ERP
J.D. Edwards and COGNOS
Database Management
Web Design
Branch 2 & 3 Field Rep License
Ag Qualified Applicator License

PRODUCTION PLANNING

- Scheduled production for two facilities located in Alabama and California. Analyzed plant capacities and raw material needs to configure production lines.
- Developed product specifications and procedures in accordance with ISO9001
- Maintained product database and Bills of Material for MRP Software
- Created a MRP system utilizing Excel spreadsheets while assisting in the development and implementation of BPCS MRP software
- Improved forecasting process by establishing the first consolidated business unit forecast

PURCHASING

- Inventoried raw materials and worked with the production scheduler to ensure deliveries
- Improved quality of packaging by purchasing automation equipment also reducing labor requirements
- Purchased several million dollars annually in raw materials
- Reduced working capital 66% by implementing JIT deliveries of raw materials
- Increased raw material inventory accuracy from 86% to 95% by implementing cycle counting and inventory control procedures for both finished goods and raw material inventories
- Led the competitive bidding search for new suppliers and vendors

CUSTOMER SERVICE

- Managed Termite damage claims by identifying damage, contracting repairs and reaching financial settlements as needed
- Solver of last resort customer complaints, technical expert on customers pest questions

MANAGEMENT

- Operated branch in Chico and then San Rafael to correct longstanding financial difficulties
- Supervised activities in: logistics, supply, production, quality control, ADAGE Material Resources Planning (MRP), safety and maintenance with a workforce of 18 hourly and 2 salaried employees
- Led the administrative, customer service, sales and technician teams at both Terminix branches
- Generated and implemented the Terminix branch budget and profitability
- Directed all contractor maintenance and capital projects
- Reviewed and corrected monthly P&L statements
- Directed product quality testing, testing methods, and ISO9001 facility recertification
- Supervised production, and maintenance crews including work schedules and budgets

TRAINING AND MENTORSHIP

- Trained 5 new Termite sales inspectors, a telemarketer and two customer service representatives
- Safety and Environmental Health Coordinator for: training, establishment of policies, inspection and enforcement
- Set company record of 96% on Corporate Environmental Health and Safety Audit an increase from 78% the prior year
- Developed new training guidelines and corrected process problems utilizing work teams

SALES

- Lead sales efforts including in field evaluations with inspectors for training purposes.
- Ran sales meeting every morning with advice, role playing and technical training
- Organized and kept sales force on track with call back parties and daily check-ins. Lead call back sessions, make closing calls, etc.

PROCESS IMPROVEMENTS

- Increased monthly production 500,000 pounds while reducing personnel manning 22%
- Reduced rework over 30% through new Quality Control Instrumentation
- Eliminated a major product quality problem by designing and building new filtration equipment
- Improved product quality and reduced waste 5% by eliminating chronic water test failures of product

by changes to the chemical feed system reducing adverse chemical interactions

- Instituted new production methods including procedures for operation of molding machines and wrapping equipment
- Improved productivity from 45 to 68 packages per minutes by reducing jams and improving package appearance through these engineering modifications:
 - Redesigned the shrink wrapper in feed mechanism for faster flow and to prevent jams
 - Replaced shrink wrapper proximity switches with optical encoders
 - Designed baffles in the shrink tunnel for more consistent package heating
- Eliminated weak easily torn product packaging by developing new polypropylene material while also improving appearance and presentation
- Reduced costs \$500,000 annually by increasing utilization of warehouse space 36% as a result of redesigning corrugated raw materials to improve presentation and strength for better warehousing and shipment while standardizing raw materials
- Coordinated conversion of shrink-wrapped packaging equipment and material to use a new polyolefin film for a tighter and tougher package with improved graphics

CHRONOLOGICAL EXPERIENCE

Service Technician	Clark Pest Control	2007 to Now
Branch Manager	Terminix International	2004 to 2006
Branch Process Manager	Flint Ink	2002 to 2003
Sacramento Plant Production Manager	Huhtamaki Americas/The Chinnet Company	2000 to 2001
Alabama Asst Plant Mgr-Production/Engineer	Huhtamaki Americas/The Chinnet Company	1999 to 2000
Production Planner	Huhtamaki Americas/The Chinnet Company	1996 to 1999
Nuclear Plant Engineer	Knolls Atomic Power Laboratory	1993 to 1996
Internship	StorageTek	1992 to 1993
Internship	Technocorp Inc	1991

EDUCATION

**BS Mechanical Engineering
Nuclear Operations Program**

**University of Colorado at Boulder
West Milton, NY and Naval Nuclear Power School**

ORGANIZATIONS

Board member California Lumbermen's Accident Prevention Association (CLAPA)

2000-2001