

**Interim
Executive &
Executive
Advisor****Areas of Expertise**

Interim Management
Supply Chain Optimization & Strategy
Turnaround/Restructuring/Workout
Global Sourcing
Team Building, Leadership and Mentoring
M&A Integration and Consolidation
Lean Process Design and Improvement

Industries

Aerospace and Defense
Tier1 and 2 Automotive
Construction and Mining Equipment
Consumer Products
Industrial Products
Oil and Gas Products

Positions Held

Partner - Executive Smarts
Interim Management Practice

Chief Operating Officer and SVP, Supply Chain Management - Superior Air Parts, Inc.
Manufacturer of aircraft engines

Partner – Strategic Performance Advisors
Supply chain and operations consulting

Director Materials Management
Crane Corporation
Manufacturer of fluid control products

Division Materials Director - TRW
Automotive
International Tier 1 automotive supplier

Education/Certifications

Bachelor of Business Administration,
Texas A&M University - Commerce

CPIM – APICS, Association for Operations
Management

Professional Experience and Successes

Edwin is recognized for transforming underperforming operations, improving complex supply chains, building global supplier alliances and developing top performing cross functional teams.

Edwin's expertise has been gained through interim assignments and employment with US and international companies that range from start-up to some of the nation's top companies including Emerson, American Cancer Society, Exxon/Mobil, Honeywell and TRW. Edwin has extensive international business experience in Canada, Mexico, South America, Asia and Europe.

Edwin's track record of performance improvements is based on his ability to quickly identify and diagnose operational impediments and opportunities, and to effectively implement strategies that deliver sustainable bottom-line improvements. Some examples are:

Restructuring/Workout & Business Transformation

- Led restructuring of supply chain operations for Canadian aerospace manufacturer during economic downturn. Achieved a 25% inventory reduction and an 18% operating cost reduction.
- Led workout plan with suppliers and service providers of Canadian aerospace manufacturer to support financial restructuring. Achieved a \$20M reduction of supplier financial exposure and stabilized supplier network.
- Led team that successfully turnaround a struggling, over-budget new engine program and achieve FAA certification. Achieved 15% increase in annual revenue with new product 15%.
- Led successful integration of two competing businesses into a unified, profitable \$50 million operation. Integration included rationalization and alignment of distribution channels, global suppliers, business processes and enterprise systems.

Supply Chain Optimization and Bottom-line Growth

- Realigned supply chain process and policies with market conditions to reduce customer backorders 80% and improved order fill rates 10% with zero impact on inventory investments.
- Implemented lean distribution model to consolidated eight regional operations into a new national distribution center. Achieved a reduction in operating costs of 40% and inventory 9% without compromising customer service levels.
- Developed strategic alliances with global suppliers of critical manufacturing technologies to launch new product lines competing with OEM manufacturers and generating 40% profit margins.

Team Building & Leadership

- Recruited and developed a highly successful supply chain team for an international startup operation that achieved preferred supplier status with Ford and General Motors within 18 months.
- Turned around an underperforming supply chain team through a complete redesign of processes and performance metrics, and employee development, mentoring and empowerment.