

RICHARD BURTON

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PROFILE

Education – MBA and an Industrial & Systems **Engineering** degree from nationally recognized and accredited universities. Accepted into Georgia State University's AACSB accredited Executive Doctorate in Business program. Currently teaching online Principles of Marketing (MKTG-3803) as an adjunct professor at University of West Georgia.

Experience – Proven results: added **value** of \$1-\$3 million per year to bottom line beyond business plan, dramatically increased on-time delivery performance while improving inventory turns. Successfully led supply chain projects for two high volume automotive program launches and one SAP MRP implementation. Fifteen (15) years in manufacturing: Three (3) years managing multiple tiers of the supply chain including customers, production, and suppliers; eight (8) years strategic supplier management of international supply base including US, Brazil, Europe, and India; and four (4) years managing projects for implementing engineering changes and improving manufacturing process efficiencies for cost reductions.

Company – Fifteen years progressive leadership and work experience within ZF. ZF is a German-owned, world leader in driveline and chassis technologies producing around **\$25 billion** in annual sales with about 75,000 employees around the world, www.ZF.com. Product experience includes axles, steering, suspension, gearboxes, axle drives, and transmissions spanning automotive, passenger car, commercial vehicles, military, construction, and agriculture industries.

EDUCATION

University of Georgia May 2003
Master of Business Administration

Auburn University August 1999
Bachelor of Science in Industrial & Systems Engineering

SOFTWARE

SAP (ERP system), Microsoft Office, Advanced Excel, Perfect ProCalc (manufacturing supplier cost analysis software), ProModel (production and inventory systems simulation), AutoCAD, Operations Research applications (optimization by linear & nonlinear programming), D2L (Online Teaching)

LANGUAGES

EMPLOYMENT

ZF Gainesville, LLC: **1999 to Present**

Gainesville, GA

Production Control Manager: 2011 to Present

- Managing six direct reports within three departments – Material Planning, Production Scheduling, and Inside Sales for commercial vehicle suspension and steering components manufacturing.
- Leading Cost Reductions and Profit Improvement Program. This includes managing people and projects to identify and implement cost reduction and profit improvement projects through all associated functional areas including Accounting, Customers, Engineering, Human Resources, Lean, Logistics, Maintenance, Manufacturing, Production, Purchasing, Quality, Sales, and Suppliers.
- Managing implementation of over \$1.1 million annualized cost reductions, expecting about \$250,000 to be realized in 2014.
- Completed ZF's yearlong Management Development Program (MDP); to increase transformational leadership within the company and prepare for movement into higher levels of management within ZF.
- Trained and certified in ZF's Lean Production System (ZFPS). Facilitated implementation of ZFPS Lean systems to reduce inventory costs, reduce lead times, and improve delivery performance.
- Example results I've led my team to achieve:
 - Reduced customer backlog from about \$1 million down to \$120,000. This was a historic record for this business group.
 - Dramatically improved customer delivery performance for business unit. For example, this included delivery performance improvements for GM from 13% up to consecutively 100%.
 - Reduced inventory by 26% in 2012.
 - Reduced expedited freight cost by 94% from 2011 to 2012. This saved over \$1 million from previous year.
 - Led delivery performance for inbound material to 98% on-time, which is best in plant.

Senior Buyer: 2009 to 2011

- Managed purchasing activities for plant in South Carolina and transition of those activities to Gainesville; low volumes with about two thousand part numbers for safety critical chassis and steering components in on-highway commercial vehicle applications for customers such as Mac Truck, Volvo, and US Military ITAR relevant programs
- Managed supply base in India, Europe, and North America; ultimately responsible for supplier cost, quality, and delivery
- Led supply base to reduce costs by sourcing manufacturing in India to save about \$2 million per year

- Implemented transition between two versions of SAP for purchasing modules (UP1 to LP1); LPE Local Process Expert for Gainesville
- Wrote Gainesville procurement procedures in alignment with TS 16949 quality standard

Buyer: 2004 to 2009

- Managed ZF supply base for Mercedes Benz & GM Holden axle drives automotive business during startup and serial production phases for these two programs
- Initiated, negotiated, and managed to successful completion the resourcing of multiple components to save over \$3 million per year beyond planned budget
- Created, improved, and enforced long-term supplier agreements; at times, this included ZF attorney involvement, litigation, and supplier bankruptcy
- Commercially responsible for over \$150 million per year of component procurements in the United States and Europe for this high volume automotive business
- Developed suppliers through onsite quality audit processes with along with SQE's
- Created highly detailed business plans from in-depth cost analysis and sensitivity analysis of expected direct material purchases considering influences from all programs, every part number, price changes, surcharge changes, currency effects, supplier changes, duties, and commodities

Project Manager & Senior Industrial Engineer: 2003 to 2004

- Customer & Product: Ford & GM; manual transmissions for on-highway pickup trucks; automotive industry
- Managed projects of manufacturing process efficiency improvements, product engineering change projects, new business quotes, capacity planning, engineering changes, process time standards, and managed work of engineering co-ops
- Reduced over \$100,000 of costs per year by increasing production efficiencies through industrial engineering and lean manufacturing principles

Industrial Engineer: 1999 to 2003

- Customer & Product: Ford & GM; manual transmissions for on-highway pickup trucks; automotive industry
- Performed assembly line balancing, removed bottlenecks to increase throughput and reduce labor cost
- Performed capacity analysis and production optimization for each department in the plant
- Initiated, designed, and managed implementation of automated, real-time efficiency tracking system through SQL database and advanced features in Excel to empower management to reduce costs
- Performed NPV, ROI, and breakeven analysis for purchasing new equipment, make versus buy decisions, and process improvements
- Helped guided new Six Sigma teams in statistical and financial analysis, including DOE
- Calculated price increase levels needed to cover fixed costs from reduced production volumes
- Determined detailed manufacturing costs and production structures for new business quotes