

JOHN P. BOWLER

956 Wake Drive

Westerville, OH

johnpbowler@columbus.rr.com

(614) 895-0611

CAREER ACCOMPLISHMENTS

- Lowered annual working capital requirements by approximately \$3 million and added two and one-half (2.5) turns to annual inventory turns (8.5 to 11); with an average monthly added contribution to cash of \$874,000 through pro-active contract financial management. Division VP directed exporting the process to the rest of the division where the process achieved similar successes.
- Reduced annual expenses by \$99,000 and added a \$259,000 annual contribution to cash by leading a warehousing and production improvement project.
- Recovered \$1 million in overdue receivable, some of which was over a year old, by restructuring the corporate insurance program.
- Generated a \$2 million positive revenue swing by transforming \$1 million in "revenue leakage" into \$1 million of high margin return by championing change order process improvements using the DMAIC process.
- Reduced "bid-to-buy" cycle time an average of 21 days by obtaining client buy-in for the use of pre-established commercial agreements.
- Crafted a \$40 million joint venture manufacturing agreement in Russia.
- Negotiated a \$2.5 million five year, high margin, service and parts agreement in Mexico.
- Chief of Staff for a 1,300 person, six division best-in-class organization performing aircraft and vehicle maintenance, distribution, fueling operations, fuels storage, supply warehousing, air/ground freight, air passenger service, purchasing, materials management, and contracting in 41 production facilities.
- Achieved best-in-class recognition for two transportation squadrons performing travel services, freight movement, household goods traffic management, as well as air terminal operations.
- Helped rewrite the book on fighter aircraft sustainability on the Korean peninsula by redesigning the Pacific Air Forces physical distribution system, which in turn resulted in expedited production and movement of critical aircraft engines and parts.
- Led the corporate showcase SBA 8(a) contract which managed a USAF base heat plant, one million gallons of fuel storage, furniture warehouse, base library, and over 2,000 family homes.

SKILLS SUMMARY

- Six Sigma Black Belt, APICS Certified Supply Chain Professional (CSCP), Lead ISO9001 internal auditor, IRMI Certified Construction Risk and Insurance Specialist (CRIS)
- Leadership, Ethics, Consultative sales, Lean, Procurement, Profit maximization, Cash flow, Change order management, Contract management

PROFESSIONAL EXPERIENCE

- International contracting, strategic and tactical sourcing, procurement, material management, domestic and import/export transportation, production, and logistics activities to include the following:
 - Manufacturing mass customization, intermodal transportation operations, hub-and-spoke operations, vehicle fleet management, and air operations.

- Export financing (EXIM Bank), export regulations compliance (EAR, FCPA, OFAC, ITAR, Anti-Boycott, NAFTA, Country of Origin), and international representative/distributor agreements as well as equipment supply, spare parts, and service agreements.
- Industry expertise in Government, Aviation, Transportation, Warehousing, Construction, Utilities, Manufacturing, Mining, Oil and Gas Extraction, Petrochemical, Power Generation (to include Nuclear and Solar), and Cathodic Protection.
- Market expertise in Europe, China, South America, Mexico, Middle East, Asia, Pacific Rim, Russia, India, and Pakistan. Extensive overseas travel with extended stays in Europe, Asia, Asia Minor, and Central America.

EMPLOYMENT HISTORY

Member, BOWLER HUNT, LLC, Westerville, OH, August 2009 - Present
Contracts Manager, AMETEK Solidstate Controls, Columbus, OH, 2000 – July 2009
Project Manager, AKIMA Corporation, Grand Forks AFB, ND, 1998 -2000
Lieutenant Colonel, United States Air Force, 1975 - 1997

EDUCATION

MS, Logistics and Supply Chain Management, Wright State University, 2007
MA, Management and Supervision, Central Michigan University, 1983
BA, Economics, The University of the South, Sewanee, TN, 1975
Diploma (Outstanding Graduate), Air War College, Maxwell AFB, AL, Military Science, History, and International Studies, 1996
Diploma, Armed Forces Staff College, National Defense University, Norfolk Naval Station, VA, Strategic Planning and Operational Risk Management, 1989
Certificate, Six Sigma Black Belt Course, The Ohio State University, 2005
Certificate, Accounting Concentration, Columbus State Community College, 2004, (CPA core qualification coursework, 54 quarter hours)

PROFESSIONAL AFFILIATIONS

Southern Ohio District Export Council (SODEC), U.S. Department of Commerce, ex-officio member, Executive VP for Columbus, Ohio APICS (The Association for Operations Management) chapter, Beta Gamma Sigma (honorary business fraternity), Council of Supply Chain Management Professionals (CSCMP), Beta Theta Pi (social fraternity), Air Force Association (AFA).

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- **Thirty-four years of leadership positions in international supply chain management.**
 - APICS Certified Supply Chain Professional (CSCP)
 - IRMI certified Construction Risk and Insurance Specialist (CRIS).
 - Current Masters in Logistics and Supply Chain Management with a second Masters in Management and Supervision, MBA equivalent.
 - Graduate of The Ohio State University's Six Sigma Black Belt training program with experience in value-stream analysis projects.
 - Lead ISO9001 internal auditor.

- **Professional Affiliations**
 - Southern Ohio District Export Council (SODEC), U.S. Department of Commerce, ex-officio member
 - Executive VP for Columbus, Ohio APICS (The Association for Operations Management) chapter
 - Council of Supply Chain Management Professionals (CSCMP)
 - Beta Gamma Sigma (honorary business fraternity)
 - Air Force Association (AFA)

- **Market expertise in Europe, China, South America, Mexico, Middle East, Asia, Pacific Rim, Russia, India, and Pakistan. Extensive overseas travel with extended stays in Europe, Asia, Asia Minor, and Central America.**

- **Industry expertise in Government, Aviation, Transportation, Warehousing, Construction, Utilities, Manufacturing, Mining, Oil and Gas Extraction, Petrochemical, Power Generation (to include Nuclear and Solar), and Cathodic Protection.**

- **Private sector experience**
 - Lead contracting official for a multi-national, electrical industrial equipment manufacturer with annual revenue of \$77 million in domestic and international sales, personally overseeing an annual average of 350 multi-year contracts. Business unit focal point for EXIM Bank financing and legal compliance.
 - Operations project manager with start-up capital equipment and MRO purchasing experience.

- **Public sector experience**
 - Civilian manager for a SBA 8(a) United States Air Force Base Operating and Support contract managing the base heating plant, library, furniture warehouse and 2,000 family housing units.
 - Uniformed officer in international supply chain management organizations conducting air terminal operations, aircraft and vehicle maintenance management, retail logistics, contracting, freight and household goods traffic management, packaging, warehousing, procurement, fuels management, aircraft servicing and fueling.

- **Civilian job history**
 - **Contracts Manager, AMETEK Solidstate Controls, Columbus, Ohio, October, 2000 to July, 2009.**
 - **Project Manager, AKIMA Corporation, Grand Forks, North Dakota, February, 1998 to March, 2000.**

- **Military career summary**
 - **United States Air Force, Lieutenant Colonel, retired. Certifications include United States Air Force (USAF) Master Transportation Officer, United States Army (USA) Ordering Officer, USAF Aircraft Maintenance and Munitions Officer, USA Airdrop Specialist, and USAF Contracting Officer's Technical Representative (COTR).**

- **Military assignments**
 - **Deputy Group Commander, 319th Logistics Group, Grand Forks Air Force Base, North Dakota, May, 1996 to November, 1997, "Best Logistics Group" in Air Mobility Command, 1997.**
 - **Commander, 319th Transportation Squadron, Grand Forks Air Force Base, North Dakota, April, 1995 to May, 1996, "Best Transportation Squadron" in Air Mobility Command, 1996 and "Best Traffic Management Flight" in Air Mobility Command, 1995.**
 - **Chief, Vehicles and Equipment Branch and later Chief, Transportation and Readiness Branch, HQ Pacific Air Forces, Hickam Air Force Base, Hawaii, July, 1993 to April, 1995.**
 - **Commander, 8th Transportation Squadron, Kunsan Air Base, Korea., July, 1992 to July, 1993.**
 - **Air Transportation Operations Officer, Directorate of Logistics (J4), United States Pacific Command, Camp H.M. Smith, Hawaii, January, 1989 to July, 1992.**
 - **Student, Armed Forces Staff College, National Defense University, Norfolk Naval Station, Norfolk, Virginia, July, 1988 to January, 1989.**
 - **Aerial Delivery Officer, then Chief, Combat Readiness Staff, and finishing as the Squadron Operations Officer, 2nd Mobile Aerial Port Squadron, Little Rock Air Force Base, Arkansas, May, 1985 to July, 1988.**
 - **Chief, Air Terminal Operations Center and later Port Operations Officer, 627th Military Airlift Support Squadron, Incirlik Common Defense Installation, Turkey, August, 1983 to May, 1985.**
 - **Deputy Director of Transportation, HQ, 14th Air Force, Dobbins Air Force Base, Georgia, April, 1980 to August, 1983.**
 - **Traffic Management Officer, 52nd Transportation Squadron, Spangdahlem Air Base Germany, April, 1977 to April, 1980.**
 - **Passenger Service Duty Officer and then Chief, Fleet Services, 438th Aerial Port Squadron, McGuire Air Force Base, New Jersey, September, 1975 to April, 1977.**