

JOHN ERTLE

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PROFESSIONAL EXPERIENCE

American Rail Center, Walbridge, OH www.americanrailcenter.com 2006 – Present
Rail logistics, warehousing and highway transportation services

General Manager: Sales / Operations

Manage multi-site operations of \$9.5 million business including warehouse, highway and rail transportation and transloading.

- Implemented cost control and reduced operating expenses by \$500,000 by implementing bar coded inventory control system.
- Increased new business by 30% through trade shows and increased sales calls. Improved customer satisfaction with existing accounts by implementing customer service program.
- Increased production efficiency by 40 percent by eliminating inefficiencies.
- Reduced facility costs by 30 percent by implementing contractor bid process.
- Established production benchmarks (piece per hour/pallet per hour)
- Participated in audits and wrote responses; DOT, OSHA, EPA, and AAR regulations.
- Facilitated, applied for and awarded Government Sales Administration certification; government contracts
- Managed highway transportation fleet of 25 semi-tractors and over 100 trailers.
- Initiated and created trade show display; attended events generating several million in new sales.
- Performed margin analysis and established customer contracts.
- Negotiated contractor bids, supervised infrastructure construction and repair project.
- Hired management and sales staff, developed training programs.
- Knowledgeable in Workers Compensation, UEC claims, FMLA, disability claims, Drug Free Workplace.
- Introduced and conducted succession planning for management personnel.
- Reduced maintenance costs (for plant and transportation) by 20 percent through outsourcing.
- Implemented broker services to reduce off site transportation costs.
- Eliminated temporary staffing costs and streamlined management responsibilities through reorganization.
- Implemented Drug Free Workplace Program implemented various safety & training programs.
- Increased job efficiency by 30 percent through time studies and goal setting.

Great Lakes Window, Walbridge, OH 2003-2006

Window manufacturer with sales of 30 million

TRANSPORTATION / HANDLING

Delivered products / materials over the road while adhering to regulations.

- **Achievement:** Completed Bachelors degree while maintaining the responsibilities of this position.

Stericycle Inc., Toledo, OH 2001-2003

Medical waste recycling facility.

AREA FACILITY MANAGER,

Supervised \$8.5 million operation with medical waste collection and processing facilities in OH, MI and IN

- Administered 6.5 million budgets.
- Designed and implemented cost controls.

- Established production standards.
- Maintained compliance with DOT, OSHA, EPA and Health Department.
- Created and submitted EPA Permit To Install application to increase facility throughput.
- Negotiated and implemented labor contracts; attended grievance hearings; performed conflict resolution.
- Experienced with Workers' Compensation; UEC claims; FMLA; disability claims.
- Increased production from 972,000 pounds to 2.056 million pounds per month.
- Reduced plant costs by 20 percent by increasing productivity and reduced non-essential staff.
- Reduced maintenance costs (for plant and transportation) by 30 percent.
- Lowered processing cost from 17 cents to 7 cents per pound.
- Eliminated temporary staffing costs. Reduced turnover by 15 percent.
- Decreased accident rate (for plant and transportation) by 20percent.
- Reduced missed stops by 40 percent.

Boise Marketing Services Incorporated, Maumee, OH 1998-2001
Warehouse and fulfillment operation

DISTRIBUTION / PRODUCTION SUPERVISOR

Managed Production Operations including cycle counting; tracking / analysis of production statistics; preparation of efficiency reports; identified problems; designed and instituted process improvements.

- Managed the international shipping process.
- Supervised loss prevention activity.
- Supervised and trained 35 employees.
- Developed method for production tracking; streamlined program layouts.
- Created manuals (Distribution Facility Operations; Distribution Equipment).
- Initiated QSC Circle to identify and correct production disconnects.
- Participated in establishment of new warehouses in Seattle and New Jersey.
- Increased production efficiency 167 percent, from 15 to 40 units per hour.

LOGISTICS MANAGER, D & S Benore Trucking, City, State 1997-1998
SYSTEM CONTROLLER, Burlington Air Express, City, State 1991-1997
WAREHOUSE / LOGISTICS MANAGER, Hobby Center Toys, City, State 1983-1991

EDUCATION

LOURDES COLLEGE, Sylvania, OH 2009
Pursuing Master of Organizational Leadership

Bachelor of Arts – Business Administration 2005

DAVIS COLLEGE, Toledo, OH 1991
Associate of Aviation Administration and Management

LICENSE / CERTIFICATION

- **Class A CDL (Commercial Driver's License)**
- **Certified First Aid Responder, American Red Cross**