

JOSEPH WOJCIECHOWSKI

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EXECUTIVE SUMMARY

Inventive and results driven management professional with a strong career in supply chain management within multi-plant manufacturing, distribution, and warehousing. Credited with driving positive change and continuous improvement while maximizing service levels at the lowest landed cost. Solid leadership competencies with particular expertise in building, managing and mentoring a staff of professionals.

RECENT EMPLOYMENT HISTORY

TEGRANT CORPORATION, New Brighton, PA

2006 – 2009

A conglomerate of three business units, which include a protective packaging manufacturer with more than 800 employees and \$200M in annual sales, a manufacturer of temperature controlled gels with \$130M in annual sales and 255 employees, a manufacturer of plastic blister packs with \$120M in annual sales and 280 employees.

Corporate Logistics Manager

Oversee all aspects of the complete supply chain from inbound raw materials to outbound shipments, which include managing Shippers and Operations Managers at 27 US and four Mexican plants with an \$18M logistics budget and \$450M in sales. Analyze logistics spend and implement cost saving measures while ensuring excellence in service and supplier relationships. Performed tracking of logistics Key Performance Indicators of Fuel Surcharge, logistics spend, and service through a comprehensive dashboard reporting system.

- Realized a \$2.3M in annual savings by reducing the number of Less Than Truckload carriers from 88 to 12 and Truckload carriers from 210 to 60, resulting in \$2.3M in annual savings.
- Over saw a carrier and fleet management program for both inbound raw material and outbound finished goods.
- Implemented and lead Cross Functional Teams between all three Business Units that was tasked with maximizing service levels at lowest landed cost.
- Reduced annual warehousing cost on 20 JIT warehouses by \$2.4M.

CARMEUSE NORTH AMERICA, Pittsburgh, PA

2002 – 2006

A premiere lime company with more than 2,500 employees in the US and Canada with \$550M in annual sales.

Corporate Director of Logistics

Directed the efforts of Site Coordinators and Terminal Managers at 14 plants and 11 terminals in the US and Canada in bulk delivers via Barge, Lake Vessel, Truck and Rail. Responsible for a \$110M logistics budget. Managed all aspects of the complete supply chain process from inbound JIT delivery of bulk limestone and coal to outbound bulk delivery of lime and stone.

- Spearheaded the implementation of five new rail-to-truck and barge-to-truck terminals that extended plants prime marketing area more than 600 miles.
- Led the successful negotiations of 15 dedicated fleet contracts with Lake Vessel, Barge, Rail, and Truck Carriers, reducing annual logistics spend more than \$5M and number of bulk transportation carriers from 350 to 43.
- Developed a comprehensive autopay program within SAP 4.7 ERP system, eliminating invoices from trucking companies through the automation of transmitting a per Bill of Lading payment through the scale system to accounts payable.
- Saved company \$3.5M in annual savings for transport carrier fuel surcharges by implementing a customer invoiced fuel surcharge program.
- Performed successful lease negotiations with more than \$900K per year for more than 200 private railcars, while contracting with a third party to provide daily car tracking reports to manage the railcar fleet.
- Challenged the Supply Chain procurement team to drive positive change and continuous improvement to meet our "best in class" goal.

HUSSEY COPPER, LTD, Leetsdale, PA

1999 – 2002

The largest manufacturer of copper buss bars in the US with 500 employees and \$272M in annual sales.

Corporate Logistics Manager

Managed shippers and receivers in four plants and one warehouse for copper manufacturing company with oversight of \$10.5M logistics budget and \$272M in sales. Directed the complete supply chain from inbound raw materials of scrap copper, while ensuring on time delivery of finished copper goods.

- Negotiated rates for flat-bed truckload and for van less-than-truckload, reducing shipping cost from \$.37 to \$.34, a total of \$726K in annual savings.
- Championed the start-up of the TMS within the Ross ERP system and used the shipment data to establish a KPI dashboard for service and cost monitoring.
- Recovered \$250K per year by developing freight claims procedure and purchasing a freight claims software program.

MILTON D. MYER, Eighty Four, PA

1992 – 1999

A 350,000 square foot automated distribution center with more than 18,000 SKU's for \$67M retail toy store.

Director of Distribution

Selected to direct operations of a 350,000 square foot automated distribution center with more than 18,000 SKU's for \$67M in retail sales. Performed on-time quality distribution to 26 company retail toy stores in five states. Provided direction and management to 75 staff members, while maintaining a \$3.5M operating budget.

- Created a new traffic department to manage all inbound and outbound routings of UPS, LTL, TL, and FCL shipments that included a defective return processing operation, saving the company more than \$250K annually.
- Boosted the Distribution Center's productivity 25% on 120 million pieces, while improving RF scanning from 95.3% to 99.8% accuracy with an annual savings of \$240K.

IRECO (DYNO NOBEL), Wheaton, IL

1990 – 1992

A \$590M explosives manufacturing company that provides deliveries to 48 states and Canada.

Corporate Transportation Manager

Oversaw a private fleet of 110 tractors and 240 dump, tank, and van trailer. Directed a \$50M annual transportation budget, 66 railcar leased fleet and maintenance division, inbound raw material movement, and freight cost from more than 400 vendors in nine plants.

- Negotiated and implement bulk transportation contracts with barge, rail and truck to reduce cost that resulted in \$120,000 in savings while preventing undercharge claims.
- Established and managed (2) BIDS (Bulk Intermodal Distribution System) terminals with CSX railroad and with MEMCO Barge to handle rail and barge to truck transfers.

EDUCATION AND PROFESSIONAL DEVELOPMENT

Bachelor of Science, Mathematics, Computer Science

School, University of Pittsburgh

Graduate

Pittsburgh Traffic and Transportation Association Traffic School

AFFILIATIONS

- National Industrial Transportation League
- Pittsburgh Traffic Club
- Pittsburgh Traffic and Transportation Association
- Council of Supply Chain Management Professionals