

Jim Matcham

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“Be Respectful, Be Smart, Organize, Prioritize, Execute”

PROFESSIONAL SUMMARY

Innovative executive who leverages deep supply chain expertise, continuous improvement and project management principles to maximize profit and “BRING ORDER TO CHAOS”

P. H. Glatfelter Company: \$2B Manufacturer of specialty paper

2016 – Present: promoted to: General Manager – Official title: Director, Fiber Procurement, SPBU

- General Management responsibility for:
 - 70 people and 200+ subcontractors across 6 states to sustainably harvest wood fiber from public & private sources to meet business, social, & legal needs for OH and PA mills
 - \$110MM fiber procurement, \$15MM chip manufacturing facilities (2), \$8MM log processing center, \$4MM trucking company, \$3MM bio fuel procurement
- Designed & implemented 5-year procurement strategy
 - Reduced RM costs \$5MM & flattened inflation cost curve below 1%
 - Developed financial modeling to optimize “buy vs. make” fiber decisions = \$1.5MM / yr
- Reduced overhead \$1.6MM & increased efficiency 20%
 - Transition of 50% of organization into retirement over 3-year period
 - Implemented knowledge management & goals program
- Improved operating profit \$1.4MM, increased quality by 5% & reduced inventory by 12%
 - Optimized inventory strategy to reduce degradation and increase inventory turns
 - Expanded merchandising program across BU – adding 25% to revenue
- Implemented continuous improvement program = \$1MM & 4000 hours saved per annum
 - Network design for fiber logistics, standard work, focused goals program, value tracking
 - Implemented statistical quality control & supplier scorecard program

2014–2016: Director, Logistics & Supply Chain BPI & Acting Procurement Manager

Additional responsibility: \$200MM OH mill purchasing for direct, indirect and MRO

- Led internal and external procurement team in \$100MM generational BART MACT project
 - EPA required environmental boiler upgrade and transition to natural gas
- Reduced RM costs by 2%, flattened inflation curve to 1%
 - Supplier collaboration, score cards, benchmarking & TCO incentives
- Continuous Improvement = \$2-4MM / year plus 2000 hours / yr savings
- Reorganized OH purchasing, eliminating backlog, increasing satisfaction & efficiency (25%)
- Led business unit supply chain finance implementation, improving DPO by 18 days

2012-2014: promoted to: Director of Logistics and Supply Chain Business Improvement

Additional responsibility: Business process improvement & compliance

- Led the design and implementation of continuous improvement program that saves ~\$8M each year in cost out, price out, TCO, BPO, BPI efficiencies & innovation
- Led government relations efforts pertaining to congressional lobby efforts for hours of service, truck weight reform, east coast port strike and FMSCA - BASIS measures
- Designed and implemented contract management for \$700M in enterprise spend
- Implemented LEAN office, reduced processing time 15% & increased quality
- Designed & implemented supply chain compliance policies and procedures program
- Planned and implemented alternative energy transportation pilot projects – 20% cost savings

2008-2012: Logistics Director

Business unit logistics leader responsible for \$45MM in direct outbound freight and warehousing spend, \$70MM in indirect raw material transportation spend, international logistics & global compliance

- Maintained outbound logistics costs 10-18% below national benchmarks for 7 years
- Increased logistics service & quality by 11% and decreased headcount by 33%
- Led & implemented network modeling & logistics strategy for \$1B business unit
- Led the global logistics council: Global compliance, knowledge transfer, leveraged negotiations, standard work and SQDC score cards
- Special projects include infrastructure improvements such as private bridge and cross walk

2005-2008: President; **BEI Global**: Supply chain consulting

International logistics and trade consultant specializing in global supply chain & logistics, domestic transportation, vendor selection & supply chain transformation

- Successful projects for 12 corporate clients included:
 - TMS: Analyze, design, select, and implement for multiple clients
 - Chemical value chain logistics reengineering: improved efficiency, process and technology
 - International logistics training and development program for management and associates
 - Infrastructure review and risk analysis for companies in transition
 - Foreign Trade Zone and C-TPAT value analysis

1998-2005: General Manager; **Exel Global Logistics**: \$4B Global logistics company

- Responsible for \$15MM global freight forwarding for Cleveland, Pittsburgh and Akron
- Increased margin by 10%, reduced overhead by 7%, and increased quality measures to 99%
- Developed the domestic transportation product from zero to \$1.4M in 14 months

1995-1998: District Manager; **Direct Container Line**: Privately held, world's largest NVOCC

1993-1995: Account Executive; **Hitachi Transport**: Transportation div. Hitachi group of mfgs.

1988-1993: Team Leader, International Customer Service; **Nordson Corporation**: \$1.4B Manufacturer

EDUCATION, LANGUAGES, AWARDS & PROFESSIONAL ORGANIZATIONS

Ashland University: MBA - targeted 2018 graduation, Supply Chain & Project Management Specialties

PMP: Target completion Aug 2018

Baldwin Wallace University: Bachelor of Arts in Business Administration

Languages: Japanese: conversational; French & Spanish: working knowledge

Professional Organizations

- Project Management Institute – Central OH: 2017 to Present
- Columbus Logistics Breakfast Club (CLBC): 2009 to present
- Council for Supply Chain Management Professionals (CSCMP): 2010 to present
- Manufacturers Alliance for Productivity and Innovation (MAPI): 2008 to 2016
- Transplace advisory council; ChainAlytics benchmarking consortium: 2012 to 2016

Community Service:

- Columbus State Community College: Supply Chain Advisory Council: 2017 - present
- Rotary International: Two time Paul Harris Fellow; Eagle Scout
- Lecturer and presenter to industry groups, colleges and universities