

GARY L. STIENS

SUPPLY CHAIN/SOURCING/COST MANAGEMENT

Extensive hands-on experience in purchasing, negotiations, contracting, inventory management, ERP/MRP systems, and cross-functional team leadership .Certified Purchasing Manager (C.P.M.) Proven abilities in relationship building, managing projects, goal setting, change management, and implementing solutions that improve operations.

EDUCATION **MBA**, Economics/Finance, Xavier University, Cincinnati, OH
BS, Economics, Xavier University, Cincinnati, OH
C.P.M. Certified Purchasing Manager

OTHER EXPERIENCE Current Adjunct Instructor, Operations Management, University of Dayton
Instructor, Operations Management, Xavier University
Instructor, Materials Management, Wright State University
Harvard Business School-Management Development
Captain, United States Army Reserve, 1970-1989

APEX SUPPLY CHAIN TECHNOLOGIES

Director, Global Sourcing and Supply Chain-Mason, OH (2014-present)

Develop, implement and manage Global Sourcing strategies that improve the Quality, Delivery, Cost, and Processes of the supply chain ensuring alignment with the overall Company's business strategy.

- Created the overall strategic, tactical, and operational Supply Chain vision and direction that has helped drive the organization to contribute a higher level of economic value.
- Developed a Strategic Sourcing Process; includes x-functional teams and cross-process collaboration.

BURROWS PAPER CORPORATION

Purchasing Manager-Franklin, OH (2007-2014)

Manage the Purchasing and Stores processes in the Packaging Group. Total spend across four plants is about \$110 million including chemicals, MRO, paper, and packaging supplies.

- Worked with Quality and Production to establish an integrated Supplier Quality Management process.
- Conducted a Competitive Inquiry through Ariba's E-strategic sourcing solution. Cost reduction of \$90,000.
- Established the work structure for the creation of individual goals and objectives, including personal development and training. Review progress on a quarterly basis for coaching opportunities

INDUSTRIAL DISTRIBUTION GROUP (IDG)

Director of Purchasing and Inventory-West Chester, OH. (2004-2007)

Managed the company's team responsible for supporting internal operations and external customer requirements; Procurement, Quoting and Sourcing, Database management, Inventory, and Pricing.

- Led a major Six Sigma Supply Chain improvement project with 3M Corporation, resulting in an increase in looped invoices from 20% to 84%, a decrease in DBTT from 17 days to 0, a sharp reduction in shipping and receiving errors and problem resolution non-value added work.
- Worked with Marketing and Sales in conducting a market analysis of customers welding supply requirements, resulting in the rationalization of the number of suppliers and \$100,000 in cost reduction.
- Orchestrated an obsolete inventory reduction effort with our Warehouse group, generating \$ 300,000 cash benefit while increasing stock turns and customer service levels from 88% to 94%.
- Conducted a freight analysis that identified \$228,000 in recoverable freight charges.
- Established a Supplier Performance Scorecard; improvement plans reviewed quarterly.

MEADWESTVACO PACKAGING RESOURCE GROUP (PRG)**Purchasing/Stores Lead-ERP/SAP**, Covington, VA

(2003-2004)

Planned and directed the implementation of SAP across the Division.

- Evaluated contract compliance in 32 material commodity groups. Negotiated and leveraged local requirements into Corporate agreements, improving contract compliance in 13 of groups, yielding 10+% lower costs.
- Developed key “transformational” Goals/Metrics that helped move the business toward world class performance. Including EDI, EFT, ERS, bar coding, RF receiving and technology applications.

MEADWESTVACO PAPER GROUP**Purchasing & Accounts Payable Lead - ERP**, Dayton, OH

(2000 - 2003)

Planned and directed the implementation of SAP across the Division.

- Contributed to the developed of the Process Education information. Presented and instructed numerous workshops about the new system’s functionality, promoting the required change management.
- Established the company’s first end to end e-functional Procurement process, from requisition through supplier cash application. Payoff of 14 FTE reductions in Purchasing, Receiving, and Accounting.

Director, Supply Management, Chillicothe, OH

(1995 - 2000)

Directed a new Supply Management group for this multi-facility complex, with purchases of raw materials, packaging, MRO, capital, and services valued at more than \$350 million. The Department included Purchasing, Stores (60,000 sku's, \$20 million inventory), Transportation, Asset Recovery, and Outside Warehousing.

- Worked with IT in establishing a purchasing productivity tool (PPI), providing “real price” trends, showing performance relative to external benchmarks and highlighting negotiating opportunities
- Led numerous cross-functional teams across a complex Division. Evaluated industry/market trends and developed the appropriate strategy. Aggressively developed competition between global sources, materials and processes. Negotiated favorable agreements yielding \$32 million over 3 years.
- With Engineering and Production, negotiated a unique, 2 year performance based service agreement with Honeywell/Measurex that encompasses defined corrective/preventative service levels, repair parts inventory, training, and a gain sharing Quality Performance Incentive. Results: improved paper quality and uptime for operations, valued at \$3000-\$5000 per hour.
- Developed a global purchasing strategy for a critical item, leading to visits to China and sourcing from two Chinese manufactures. Secured the supply for a \$10 million business.

Manager, Purchasing, Fine Paper Division, Chillicothe, OH

(1991-1995)

Managed the Purchasing function. Responsible for raw materials, chemicals, outside contracting, capital equipment, services, and MRO supplies. Involved \$20 million of International procurement.

- Developed a unique integrated supply relationship/Kanban system for packaging materials resulting in a 20% reduction in the supply base, 6% productivity increase, price and working capital decreases totaling \$1.5 million.
- Negotiated a 12% labor rate reduction or \$36,000 from Crane America, an outside contractor.

THE MEAD CORPORATION

(1978-1989)

Strategic/Operations Planner, Dayton OH.

Provided planning direction and contributed to strategic and financial decisions made by management.

Corporate Purchasing Manager, Dayton, OH**Materials Manager**, Publishing Paper Division, Escanaba, MI