

William H Standish

Senior Advisor

Education

B.S., Industrial Engineering,
California Polytechnic State
University

Highly-Developed Skills

Lean supply chain and
logistics

Project management

Consumer and commercial
distribution

Distribution networks of large
complex warehouse
operations

Production and materials
planning

Demand planning and
forecasting

Inventory management

TQM

Root cause analysis

Contingency planning

Change agent leadership

Forensic styled problem
solving

Critical thinking

Leadership of large
organizations and project
teams

Representative Activities

Charter Member and Past
President, Alpha Pi Mu
Industrial Engineering
Honorary Society

Past President – Cincinnati
Roundtable, Council of Supply
Chain Management
Professionals

Logistics representative,
American Red Cross Regional
Disaster Planning committee

Aviation Anti-Submarine
Warfare Technician and Air
Crewman, US Navy

Professional Credentials

- Accomplished operations and logistics professional with a proven record of providing strong supply chain processes and creative logistics solutions
- Extensive experience in practical leadership and organizational transformation
- Professional management skills developed in diverse business environments including acquisition integration, spin-off preparation, rapid sales growth and conversely in down cycle survival mode

Professional Experience

STANGATE MANAGEMENT INC., Cincinnati, OH **2007 - Present**
President

Provide supply chain and logistics services for the commercial construction industry to affect the operational transformation of the industry. Support contractors with materials planning, transportation, storage, and inventory control both on and off the jobsite including logistics planning and advanced communications. We develop engineered solutions tailored to complex and dynamic situations.

- Provide supply chain leadership for process improvement for a disparate group of independent general contractors and subcontractors in the \$1.2 trillion highly fragmented U.S. construction industry fraught with 30+% wasteful activities.
- Direct logistics engineering and operations for large \$25+ million construction projects.
- P&L responsibility and extensive business development activities.

OPERATIONAL SYNERGY CONSULTING, Cincinnati, OH **2006-2008**
President

Independent supply chain and logistics consulting services for mid-sized companies; Operational assessment, process improvement initiatives, strategic freight and carrier analysis, IT business applications selection and implementation, as well as Project Management.

- Analyzed outbound shipping patterns for an apparel manufacturer. Established weekly delivery route trucks to DoD military bases saving \$1.1 million/year plus improved delivery consistency.
- Reduced annual transportation operating cost by \$1.4 million for a high volume chemical company and developed a plan to allow the business unit to manage logistics independently from the parent firm. Enhanced Rail Tanker and staff control with IT improvements to support the plan.

William H Standish (continued)

- Developed a comprehensive Export process for a specialty metals company
- Marketing and selling Supply Chain Optimizers service for analysis and optimizing distribution networks, packaging, warehousing and transportation.

DAYTON SUPERIOR CORPORATION, Dayton, OH 2003 - 2006

Leading manufacturer and distributor of concrete accessories, forms and chemicals for the heavy construction industry. Serviced wholesale dealers and construction site delivery. Corporation consisted of 5 acquired companies with 50 locations (22 main facilities); Sales exceeding \$420 million.

Corporate Logistics Manager – Miamisburg, OH

Managed all aspects of transportation; freight budget over \$41 million with 160,000 shipments annually across all modes (TL, Flatbed, Intermodal, Ocean, LTL, Parcel and expedite). Identified key elements and developed tailored programs to transform corporate wide logistics and the supporting infrastructure.

- Doubled the Intermodal volume in 6 months saving \$200,000 per year.
- Instituted Corporate wide shared services for tighter logistics control.
- Established a comprehensive carrier management program that reduced the legacy carrier pool by nearly 60% (530 to 310 carriers) in two years. Concurrently, aggressive consolidation efforts resulted in 91% of freight spend concentrated on 66 carriers (all modes).
- Significantly improved Truckload (TL) and Flatbed (FB) coverage and delivery service by forming carrier alliances coupled with reliable shipping commitments; tailored to operations.
- Cut \$9 million LTL spend by 10%; negotiations, allocation and restructuring Fuel Surcharges.
- Closed 3 facilities in five months and consolidated operations into larger regional DC's to reduce interplant transfer cost by \$1.2 million without deteriorating service.
- Developed a strategic "peddle run" program to build sales and reduce freight cost; 22 unique markets from 5 DC's in 18 month rollout; most successful logistics program in DSC history.
- Established an extensive freight database/metrics on the Dayton Superior Corporation Intranet.
- Guided the TMS evaluation and selection process; 3 month payback justified executive approval.
- Restructured and converted the entire freight bill auditing and payment process; switched vendor.
- Established a logistics control process to facilitate rapidly growing import traffic (1500+ TEU's per year) primarily from the Pacific Rim.

William H Standish (continued)

LANCASTER COLONY CORPORATION, Cincinnati, OH 1990 - 2002

Diverse manufacturer of consumer products with corporate sales over \$1.2 billion. Brands included Candle-lite, Indiana Glass, Brody Floral ware.

Group (Division) Distribution Manager, Housewares Group

Managed the integration of transportation, inventory, warehousing and manufacturing with sales and customer service for this \$450 million mass merchandise consumer products division. Provided shared services and expertise for planning, distribution and operations for three plants and five distribution points. Developed supporting infrastructure that improved productivity, profitability and service. Developed tailored solutions to support 400% sales growth in 8 years while boosting net profits.

- Negotiated a 15% LTL cost reduction by restructuring rates; achieved 95% compliance in 3 months; Reached and sustained 97% compliance and over \$200,000 annual savings.
- Reduced wholesale division freight cost by \$150,000; reduced cost and cycle times; streamlined order processing, material handling and reconfigured transportation processes.
- Analyzed and implemented a realigned distribution network saving \$300,000 per year (20%) while improving fill rate by 7% to 97% and order cycle by 50%. Completed in 6 months.
- Conducted a facility search, leased and occupied the 200,000 SF distribution center on schedule.
- Transformed demand fulfillment from reactionary to strategic by establishing an S&OP process; enhanced new product and seasonal planning; Directed customer demand analysis.
- Developed a plan and implemented a process for demand forecasting and DRP; Achieved 100% improvement in inventory turns; Proficient with Demand Solutions and Manugistics.
- Contracted 3PL services and closed a private distribution center saving \$125,000 annually.
- Developed strategic inventory management plan for 1,500 SKUs using velocity ranking and pick frequency analysis techniques; cut operating cost and improved customer satisfaction.

OWENS-CORNING CORPORATION, Toledo, OH 1973 - 1989

Leading fiberglass and building products manufacturer. Insulation Division with sales over \$1.2 billion.

Warehouse Operations Manager (1988-1989)

Insulation Division; 7 market warehouses (3PL) plus staff of 15; 1.0+ million SF; \$55M sales; high volume activity; high inventory velocity.

William H Standish (continued)

- Directed 3PL warehouse negotiations; replenishment planning, execution and DC operations.
- Developed an inventory management strategy resulting in a fill rate exceeding 98% and all but eliminated freight expediting penalties in excess of \$50,000.
- Developed and implemented an asset management strategy that improved rail facility utilization by 20% resulting in \$170,000 annual freight savings.

Physical Distribution Project Manager (1981-1988)

Corporate Office, Insulation Division; Large, cross-functional team projects; \$1.2 billion sales.

- Reduced overall distribution cost for the Insulation Division by 20% (of \$80 million) and improved customer service by 15% in just four years.
- Recognized by CSCMP(CLM) and Michigan State University for World Class logistics practices.
- Conducted full-scale distribution evaluations (reengineering) for all domestic plants and one plant in Europe. Identified over \$5 million in cost reductions. Coordinated resulting programs through successful design, implementation and rollout.
- Developed a world-class RF based warehouse management system (WMS) and rolled out to seven plants. Total cost exceeded \$5 million with a 6 month payback; reduced inventory shrink from 8% to 1.5%, cut labor by 15%, and simultaneously improved space utilization by 20%.
- Led the vendor assessment of a Forecasting/DRP application to improve inventory effectiveness and manage 25 inventory turns per year on \$1.2 billion sales volume. Selected, justified (\$1.0 million project) and implemented the Manugistics package.

Production Planning Manager (1979-1981)

GA plant; large facility, high inventory turn, 24/7/365; \$140 million sales. Encompassed all of production planning/scheduling, warehouse, transportation, customer service, order processing.

- Managed and directed \$4.8 million departmental operating budget, \$15 million transportation budget, 23,000 annual truckload shipments in a 24/7/365 environment.
- Conceived and developed a state-of-the-art Order Processing system
- Conceived and developed unitized material handling with mechanization and bar code scanning; reduced labor 20% and freight 4% with warehouse space utilization improvement of 15%.
- Located, opened, managed and closed six seasonal warehouses located throughout the southeast.

William H Standish (continued)

Production Supervisor (1978-1979)

NY Plant; large facility, high volume, 24/7/365.

- Supervised high volume production operations, 24/7/365, 12 salaried and 270 hourly personnel.
- Coordinated major expansion; doubled plant output; Hired and trained 140 people for a timely start-up. Received Plant of the Year award for the startup success and operating performance.

Warehouse and Traffic Supervisor (1976-1978)

Large startup facility, high volume, 24/7/365

Warehouse Shift Supervisor (1975)

500,000 SF DC, 15 union, 2 clerks.

Staff Industrial Engineer (1973-1976)

Very large facility, high volume, 24/7/365; IE projects for production processes, maintenance, packaging, material handling and equipment justification.