

DONALD LINSS

<http://www.webprofile.info/dlinss/>

17 Horizon Drive · St. Peters, MO 63376 · 636-970-1889 · dglinss@hotmail.com

PRESIDENT, VICE PRESIDENT, GENERAL MANAGER, CFO

Senior manufacturing executive with extensive experience in finance, operations, quality control, and product development. Strategic, creative thinker who can control costs, increase profits, and minimize risks, while countering domestic and offshore competition. Strong managerial and negotiating skills with proven results in P&L accountability, change leadership, new product development, and turnaround situations.

KEY SKILLS

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|--------------------------|-------------------------|-----------------------|----------------------|
| ■ Financial Management | ■ Turnaround Situations | ■ Sales & Marketing | ■ Negotiation |
| ■ Cost Containment | ■ Change Management | ■ Plant Management | ■ Supervision |
| ■ P&L Accountability | ■ Risk Management | ■ Product Development | ■ Strategic Planning |
| ■ Purchasing/Procurement | ■ Inventory Control | ■ Quality Control | ■ Workers' Comp |

PROFESSIONAL EXPERIENCE

Cohn Athletic Service, Fenton, MO

1998 to 2005

Manufacturer of custom athletic team uniforms.

General Manager

Responsible for all aspects of company's operation, including production, sales and marketing, finance, customer service, and purchasing. Supervised customer service, production, and accounting staff.

Major accomplishments:

- Reduced cost of fabric (principle raw material) by 22%, using new suppliers and renegotiated contracts.
- Increased productivity by 19% with new personnel and improved production methods.
- Slashed average lead times from eight months to four weeks by implementing production controls and reporting systems.
- Lowered inventory levels by \$500,000 and reduced material shortages by 95% with JIT delivery, facilitated by negotiating supplier agreement to store fabric and bill when shipped.
- Generated new sales and countered offshore competition by changing company focus from low-end, stocked product to high-end, custom uniforms. Adult custom uniform sales increased by 50%; youth uniform sales more than doubled.
- Improved operating margin by 60% and enlarged pool of skilled labor with company relocation.

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PROFESSIONAL EXPERIENCE CONTINUED

Screen Creations, Ltd., O'Fallon, MO
Manufacturer of casual apparel.

1992 to 1998

Chief Financial Officer

Responsible for preparation of financial statements, credit and collections, cost accounting, and inventory control. Assumed export documentation duties in order to eliminate delays at port of entry.

Major accomplishments:

- Reduced workers' compensation premiums by 75% with creation of 25-member, self-insured pool.
- Achieved 10% net increase in gross margin and reduced shrinkage by 18% by correcting bills of materials.
- Improved employee retention and lowered workers' compensation claims with background checks on potential employees to determine claim history.

Smith & Davis Manufacturing Company, St. Louis, MO
Manufacturer of durable medical equipment; house leasing company.

1988 to 1992

Vice President, Finance

Responsible for all accounting functions (cost, general ledger, reporting, accounts payable and receivable). Managed all banking relationships and customer leases; marketed established leases to third parties.

Major accomplishments:

- Implemented new financing approach that generated 5% additional margin while slashing A/R by 71%.
- Identified more than \$2,000,000 in obsolete inventory that could be incorporated into new products.
- Working with turnaround team, restored company to profitability within two years, coming from an \$850,000 negative cash flow.

EDUCATION & TRAINING

M.B.A, Finance, University of Missouri, Columbia, MO
B.S., Finance, Central Missouri State University, Warrensburg, MO
MRPII, San Francisco, CA

MILITARY BACKGROUND

E5, Patternmaker 2nd Class, U.S. Navy – San Diego, CA; Western Pacific