

GREG S. PARBS

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VP MANUFACTURING / GENERAL MANAGER

Highly accomplished, profit-driven manufacturing executive with extensive experience in multi-plant and divisional management, as well as large single-plant operations. Solid record of success and rapid ROI in startup, growth, expansion, and turnaround environments, leading union and non-union workforces. Skilled in the management of production, distribution, quality control, warehouse, maintenance, engineering, inventory control, and administrative functions achieving multimillion-dollar revenues. Resourceful and creative manager with talent for developing and implementing safety, cost cutting, consolidation, automation, inventory reduction, and on-time delivery initiatives.

CORE QUALIFICATIONS

- Strategic Workforce Planning
 - WMS Integration
 - Labor Relations and Contract Negotiations
 - P&L Management and Fiscal Oversight
 - Team Building and Staff Development
 - MRP & ERP / JIT / Lean Manufacturing
 - TQM / Six Sigma / 5S
 - Plant Consolidation and Restructuring
 - Strategic Partnership Development
 - OSHA / Safety Initiatives
 - Cycle Time Reduction
 - Automation Implementation
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PROFESSIONAL EXPERIENCE

LOUISVILLE BEDDING COMPANY – Munfordville, KY 1998–2005

Directed all P&L activities for the world's largest mattress pad manufacturer with responsibility for three-shift, 300,000 sq. ft. operation generating \$70 million in annual revenues.

General Manager

Oversaw complete plant operations, including production, distribution, warehousing, engineering, maintenance, quality control, IS, and human resources for 450 employees. Supervised eight-member management team in production of up to 28,000 pads each day. Created cross-departmental steering committee that developed ongoing process enhancements such as component material pre-testing to eliminate quality control problems. Improved inventory control and production due to implementation of RFID through processes.

Key Accomplishments:

- Reduced workers' compensation \$100,000 in a single year, becoming company's safest plant.
- Yielded \$400,000+ in annual savings and lowered direct-labor costs 22.5% with 50% shorter training time by automating production.
- Achieved 98+% accuracy on perpetuals and \$40,000 annual savings by implementing radio frequency scanning (with unitizing of finished goods to location) and cycle counting that reduced physical inventory to once yearly.
- Developed ergonomic solutions that increased unit-cost savings 20%, reduced operator physical strain, enhanced job satisfaction, and turned around declining assembly productivity.
- Reduced new product time-to-market from 30+ days to 3-5 days by implementing new product development (NPI) system.
- Overhauled distribution center and reduced injuries 50% by purchasing more cost-effective material-handling system (with 18-month payback on \$2 million project).
- Celebrated "world record" single-day production of 41,351 units.
- Accomplished consistent on-time delivery by improving finished goods location to facilitate on-demand retrieval.

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AMERICAN FIBER INDUSTRIES – Martinsville, VA

1995–1997

Recruited to locate and set up East Coast operations to handle Midwest and East Coast sales for this manufacturer of home textiles and furniture components.

East Coast Operations Manager

Orchestrated complete startup of 250,000 sq. ft. facility with two-shift operation. Reporting directly to President/CEO, oversaw staffing and training of ten-member management team and 300 employees. Researched location, procured equipment, and implemented new production processes. Established entire operation of production, quality control, human resources, maintenance, engineering, and office functions.

Key Accomplishments:

- Exceeded aggressive timetable by bringing operation to full production within six months.
- Achieved bottom-line profit of 15% of sales by two-year anniversary of startup.
- Reached \$30+ million in sales within first 24 months of operation.

HOLLANDER HOME FASHIONS – Boca Raton, FL

1994–1995

Brought in to oversee operation of Utility Division during dramatic restructuring and dismissal of president.

Vice President of Manufacturing

Managed complete profit and loss of Utility Division with one Canadian and five US plants, 1,000 employees, and \$100 million in annual revenues for this manufacturer of basic, fashion, and designer bedding products.

Key Accomplishments:

- Spearheaded consolidation of two plants with \$300,000 in annual savings.
- Maintained stable workforce and consistent production outcomes.

PILLOWTEX – Dallas, TX

1984–1994

Advanced into management positions of increasing responsibility for this textile mill and manufacturer of home bedding products.

Vice President of Manufacturing

Directed Utility Division with 1,500 employees in five plants and \$300 million in annual sales. Created and implemented manufacturing bonus plans for all facility directors to enhance accountability for individual plant results such as material variances, direct/indirect labor costs, safety and quality results, and product deliveries. Chaired setup of company Safety Program kickoff.

Key Accomplishments:

- Improved overall bottom-line profits 10-24% at all facilities by instituting Best of the Best program of shared practices.
- Increased corporate sales by \$15 million through strategic partnership with Canadian company to co-brand products to appeal to Canadian market.
- Achieved \$800,000 in annual cost savings through consolidation of two plants.
- Reduced recordable injuries 55%, earning corporate *President's Award* for Best Overall Safety Program.
- Realized \$300,000 in material usage savings within one year.
- Directed reduction of labor and increased productivity by implementing both team and individual incentive plans in most operations, resulting in \$50,000-\$300,000 annual savings in direct labor reduction and more than 20% increase in production output.
- At Los Angeles facility, reduced workers' compensation costs 70%, decreased accidents 50%, and saved company \$700,000 within one year of instituting enhanced safety program.

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- Earned consistent promotions from Assistant Plant Manager and Plant Manager of Chicago plant to Director of Manufacturing in Los Angeles and Vice President of Manufacturing in Dallas.
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EDUCATIONAL BACKGROUND

UNIVERSITY OF REDLANDS – Redlands, CA

Graduate extended studies in Business Administration

KELLER GRADUATE SCHOOL OF MANAGEMENT – Chicago, IL

Graduate coursework in Business Management

SOUTHERN ILLINOIS UNIVERSITY – Carbondale, IL

Bachelor of Science in Management

Professional development training: Total Quality Management •
Microsoft Office Suite • Dale Carnegie Management Training • Conflict Resolution

Pursuing Six Sigma Certification