

TIMOTHY L. THOMSEN

4853 Christine Court, Long Grove, IL 60047

Home (847) 383-5711 • Cell (847) 226-5767 • tthomsen1@comcast.net

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

PROCUREMENT & SUPPLY CHAIN EXECUTIVE MANAGEMENT

Managed direct and matrixed environments to unprecedented success.

Drove cost savings more than \$40 million in a commodity market.

Effected double-digit reduction in supplier base and SKUs.

Highly accomplished and knowledgeable senior manager with 20+ years in defense, aerospace, tools, and food service, leading global procurement and material management operations. Achieved multimillion-dollar savings by leveraging spend, value streaming supply chain process, reducing suppliers, standardizing products, and implementation of aggressive vendor payment terms and vendor-managed inventory programs. Significantly reduced complexity of operations and backroom functions through application of lean manufacturing principles. Adept in entire strategic sourcing process at global, regional, and country level including U.S., Western and Eastern Europe, and Asia. Implemented common, Internet-based procurement system in 20+ countries across three continents.

CORE QUALIFICATIONS

- **Global Strategic Sourcing**
 - **U.S./International Supply Chain Management**
 - **Domestic/Multinational Contract Negotiation**
 - **eProcurement Development & Deployment**
 - **Lean Manufacturing Implementation**
 - **Procurement as Profit Center**
 - **Strategic Planning & Forecasting**
 - **Operational P&L Oversight**
 - **Cross-Functional Team Leadership**
 - **Budgeting & Risk Management**
-

PROFESSIONAL EXPERIENCE

ADI GROUP – Dallas, TX

4/2006–Present

Sino-American \$150 million firm with primary operations in the U.S. and China, assisting Western-based manufacturing companies in building China supplier base through managing sourcing, importing, negotiations, quality, and logistics.

Managing Director, Procurement & Supply Chain Services

Hold leadership role in development and execution of procurement and supply chain management strategy for U.S. manufacturers encompassing executing sourcing strategy, RFQ management, leading negotiations, supplier transition, and post-award supplier management.

Key Accomplishments

- Developed and executed comprehensive supply chain strategy for \$6 billion private equity company focusing on eight largest manufacturing operations. Demonstrated 22% in cost reductions on \$275 million of spend through volume leveraging, decreasing suppliers, and sourcing.
- Designed and implemented centralized procurement organization to service multiple operations, including organizational structure, technology requirements, and processes. Fully implemented Arriba-based order management system in less than 90 days, currently processing \$1 million weekly in transactions.
- Yielded between 15% to 40% cost savings (including logistics cost impact) through initiatives in sourcing automotive, agriculture, warehouse equipment, water dispensers, hardware, and metal doors. In some cases, achieved more than 15% in savings through re-sourcing within China.

LSG SKY CHEFS AG – Irving, Texas

7/2000–11/2004

World's market leader (100% owned by Deutsche Lufthansa AG, Cologne, Germany) in airline food distribution and catering services for 200+ airlines in 48 countries with \$2.5 billion in annual sales and 30,000 employees worldwide.

Senior Vice President, Global Procurement (8/2001-11/2004)

Created global and regional purchasing function concurrent with Lufthansa's acquisition in mid-2001 of Sky Chefs. Led development and management of LSG's global procurement organization, including infrastructure (people, processes,

Professional Experience continued

technology) and strategy to drive cost savings, implement operational efficiencies, and improve working capital by leveraging \$1 billion of direct and indirect spending. Charged with reducing total cost of ownership, simplifying complexity of suppliers and SKUs, and improving quality and working capital. Supervised 15 direct and 25 indirect reports and reported to Worldwide EVP/Chief Operating Officer located in Frankfurt, Germany.

Key Accomplishments

- Restructured and centralized formerly decentralized business, opening regional procurement offices in Dallas, Frankfurt, and Hong Kong to redefine and manage supply chain.
- Drove \$40 million in cost savings and additional \$15 million in working capital through development of comprehensive global Lean Supply Chain procurement strategy, using lean manufacturing tenets that also significantly reduced operational complexity by integrating a smaller supplier base into LSG's operations.
- Quickly achieved 15% SKU reduction and 25% reduction in supplier base by configuring and deploying eProcurement ordering and eRFP/auctioning system in more than 100 units worldwide, within one year.
- Obtained Alaska Airlines supply chain business and won agreement with Continental Airline's catering division (Chelsea) to transition their direct and indirect spend to LSG's new U.S.-based procurement company, Supply Chain Solutions Inc., which generated \$12.5 million in revenue and \$1 million in EBITDA in its first full year of existence.

Vice President, Procurement (7/2000-8/2001)

Developed centralized procurement organization and strategy to more efficiently leverage \$450 million of purchasing power in North America, Latin America, and New Zealand. Reported to CFO and directed efforts of 12 direct and 100+ indirect reports. Additionally, led procurement consolidation plan for Chef Solutions, \$600 million food-manufacturing subsidiary, requiring integration of six companies into one organization.

Key Accomplishments

- Restructured entire purchasing organization by centralizing strategic sourcing and supplier management as an enabler to leverage costs, reduce suppliers and SKUs, and provide consistent product quality across 120 operations.
- Contributed \$12 million savings and negotiated 50 long-term contracts in major cost-of-sales categories in startup year. Created feedback mechanism to evaluate internal customer satisfaction with new supplier base to achieve Operations' buy-in.
- Developed strong centralized team of procurement and subject matter experts for key product categories with 40% of team from outside the company, including two top managers with experience in centralizing procurement.
- Instituted "Management by Fact" process for category management, providing Commodity Managers methodology to develop strategies and tactics based on data and market conditions and track progress toward goals.
- Achieved \$4 million in savings, and significant cost avoidance as energy prices soared, by negotiating aggressive utility contracts by leveraging Sky Chefs' and Chef Solutions' energy volume.

THE STANLEY WORKS – Dallas, Texas

1/1995–6/2000

\$2 billion worldwide manufacturer and distributor of tools, doors, security systems, and hardware.

General Manager (10/1998-6/2000)

Served as plant manager for Mechanics Tools Division's largest facility (three buildings with 300,000 sq. ft.), generating \$110 million in sales and employed 500 associates. Facility produced, packed, and distributed sockets, ratchets, wrenches, and other hand tools with brand names as Mac, Proto, Stanley, and Husky. Directed operations, distribution, engineering, EH&S, finance, and human resources. Launched more than 50 Kaizens as part of lean manufacturing implementation and worked with Shingjutsu's toughest *sensei* to implement training.

Key Accomplishments

- Produced 9% in productivity gain through sweeping process changes involving intensive training in lean manufacturing and turned around one of company's poorest performing manufacturing plants in first year.
- Instrumental in increasing productivity 15%, improving OSHA safety rating 51%, enhancing customer satisfaction by five points, and cut overhead costs by reducing inventory 30% during two-year tenure.

Professional Experience continued

- Recognized by CEO as Top Contributor for leading turnaround management efforts; only associate to receive this award for two consecutive years.
- Created employee communication plan to share productivity, safety, quality, and service improvement vision and progress with workforce where 85% were non-English speaking (six languages).

Corporate Procurement Director (3/1998-10/1998)

Selected by Executive Committee for urgent project to address compliance issues with the FTC's "Made in the U.S.A." regulation. To avoid impending legal action against Stanley, required to develop a U.S.-based supply chain within a nine-month period for 5,000+ components previously purchased from Asian suppliers.

Key Accomplishments

- Successfully staved off lawsuit and delivered desired results by re-sourcing components and tooling to U.S. suppliers within the tight deadline, earning CEO's Top Contributor recognition for project leadership.
- Developed comprehensive strategy to minimize costs and meet aggressive timeline that included creation of supplier communication plan focused on value of "local" suppliers to retain negotiation leverage; developing long-term agreements with productivity requirements; purchasing low-volume finished products from U.S. competitors; and reengineering manufacturing processes for long-lead components.

Commodity Team Leader – Engineered Components (11/1995-2/1998)

Chosen as one of five Commodity Team leaders, reporting to VP Procurement, initially assigned to launch restructured method of strategic sourcing and supplier management following Stanley Works's strategic decision to centralize procurement in mid-1995. Hired, developed, and led cross-functional team responsible for reducing \$150 million cost base for engineered components for 80 plants worldwide through strategic sourcing, supplier consolidation, outsourcing, and component redesign.

Key Accomplishments

- Yielded 14% savings and 35% reduction in supplier base by reengineering procurement process from 47 independent buying units to centralized function.
- Initiated outsourcing strategy and process, saving 5% in material costs and enabling Stanley's plant consolidation strategy, which reduced the number of facilities from 80 to 55.
- Earned promotion from Division Purchasing Manager.

*Prior experience as **Purchasing Supervisor** and **Purchasing and Contracts Manager** with CESSNA AIRCRAFT COMPANY (TEXTRON INC./GENERAL DYNAMICS CORP.), **Sr. Contracts Administrator** with EMERSON ELECTRIC COMPANY, and **Major Subcontract Buyer/Associate Buyer** with MCDONNELL DOUGLAS CORPORATION.*

EDUCATIONAL BACKGROUND

UNIVERSITY OF MISSOURI – St. Louis, Missouri
M.B.A. – Finance

UNIVERSITY OF MISSOURI – Columbia, Missouri
B.S./B.A. – Marketing

Professional training: Lean Manufacturing taught by Shingjutsu leaders, Doing Business Internationally, Dr. Karrass's Effective Negotiating, Transition Management, Seven Management & Planning Tools (Goal/QPS), and 7 Habits of Highly Effective People