

Senior Executive – Operations, International Supply Chain Management, Quality, and Product Commercialization
Accelerating product commercialization...improving operations...expediting time to profit

20+ years of executive leadership in commercialization, organizational, and domestic and Asia based supply chain development for complex hardware platforms. High Proficiency in applying a variety of analytical and strategic processes including: Statistical Process Control (SPC), Shainin Statistical Engineering and Reliability, advanced test equipment correlation, Design for Manufacturability (DFM) and Testability (DFT), and Design of Experiments (DOE). Expertise in managing start-ups and mid-cap companies that are poised for growth and dedicated to dominating the marketplace.

“He is absolutely passionate about operations, manufacturing and quality. But what makes Gary really great is his ability to translate that passion and knowledge to a lean, flexible startup environment-- and educate the team along the way.” Matthias W., CEO, *Aegis Lightwave, Inc.*

EXECUTIVE HIGHLIGHTS

Operations Management: Possesses a global perspective of manufacturing operations, supply chain management, and divisional structure. In Taiwan and Thailand, managed operations and developed supply chains. Provide a framework for continuous process improvement, domestic and Far-East outsourcing, cross-functional team management, and structured and predictable commercialization methodology. With over 25 years of doing business in Asia, executes low risk approach to off shore supplier management.

Goal-Oriented Visionary: A people motivator who aligns company goals and objectives with ideal skills, fundamentals, constraints, and role management. Talent for change management and re-engineering organizations.

Manufacturing Design Realization: Apply best-practice principles for streamlining product design and rationalizing a profitable and purposeful *Go To Market* strategy that bolsters competition and generates high demand.

CTF/PLF Commercialization Techniques: Developed a signature proprietary commercialization methodology and process that mitigates complex product's commercialization risks, while accelerating product introduction, production, and time to profit.

Organizational Development: Intellectual prowess for identifying and mapping out necessary resources, setting strategic and tactical goals, managing expectations, and generating staff buy-in through a highly visible and open strategic organizational alignment process.

Project Management: Hands-on project management experience overseeing design engineering and product development for multi-generational technical product lines. Expertise in strategically aligning personnel and projects with performance initiatives, centralizing/focusing a team's purpose, and turning around operations within an average 4-6 week time span.

KEY PERFORMANCE HIGHLIGHTS**CTF/PLF Commercialization Methodology (Critical to Function, Product Limiting Factors)**

“Gary is an experienced manufacturing and supply chain operations executive. He is quick to grasp the broad business goals and objectives and develops strategies for his organization to achieve the desired results. His focus is to drive the operation to exceed performance targets and he gets results.” James M., *Project Manager, Corning, Inc.*

- **Vice President of Operations at Aegis** – Managed a team that delivered 13 quarters of continuous growth while improving performance metrics across the board. Aligned operations and development around a yield improvement initiative that led to full Telcordia qualification. Architect and project manager of the successful implementation and certification of the Aegis Quality Management System. Managed and drove a company to ISO-9001 certification in 2006.
- **Operations architect at Laserton** – Developed strategies and initiatives to improve yields, reduce cycle times on existing products, and stabilize revenue predictability. Grew revenue from \$30M to \$60M while decreasing cycle time by 30% and driving yield and quality to new industry levels.

Strategic Development

“Gary was a fantastic executive at Aegis Lightwave. His outsourcing strategy and implementation is a key reason for Aegis's continued success.” David M. *Test Engineering Manager, Aegis Lightwave, Inc.*

- **IP Sensitive Commercialization Strategy, Aegis Lightwave** – Created and implemented a strategy based on the preservation and protection of critical Intellectual Property while utilizing commercially available resources to manufacture the world's smallest and lowest cost, high performance telecom tunable optical filter technology. Generated 13 consecutive quarters of continuous profit/growth, far exceeding the initial \$30M investment. Implemented strategic product development and manufacturing out sourcing practices with domestic and Far-East tier-one contract manufacturers and subcontractors.
- **Green Laser Project, Red Oak Group/Corning** – Led strategy sessions with Corning's executive management team to introduce a structured and predictable commercialization strategy for the 1st and 2nd generation Green Lasers. Participated on three product steering committees with Corning Senior Executives. Simplified technical structures and established best-practice models and strategies for product development and volume marketing.

“Gary has a vision of mature operations, communicates clearly and drives action to move the organization toward the goal. We were able to move quickly and effectively under his leadership.” Bob W., *Purchasing Manager, Corning Inc.*

PROFESSIONAL EXPERIENCE

Owner/President ♦ Mayamax MSMA, Inc., dba: Metal Supermarkets – Boston North ♦ October 2013 – August 2016

Purchased small quantity metal distributor franchise, Metal Supermarkets, to serve the innovation and construction markets in the Greater Boston area. As one of the most progressive recent franchisees, voted Rookie Franchise of the Year, achieved Gold Rated store levels of performance, and named to the Franchisee Advisory Council before our second anniversary. Aggressively managed sales and marketing campaigns to educate and challenge the market to embrace our unique value proposition.

General Manager ♦ Fabrico, Inc. ♦ May 2012- July 2013

Senior operations executive leading production, supply chain, planning and logistics, manufacturing engineering, new product introduction, and facilities teams in producing high temperature gas turbine components. Developed strategy to eliminate over booked operations to grow company's revenue by 35% in 10 months, while improving on time delivery, yields, and labor productivity. Responsible for successful launch of highly profitable brush seal program, ramping from zero shipments in four months, to shipping 130 units qualified units per week produced in a lean manufacturing cell; eliminated program's delinquent backlog in 6 months.

Senior Director of Packaging ♦ Lilliputian Systems, Inc. ♦ February 2011- May 2012

Senior technology manager for the Micro Fuel Cell Generator Chip package design and commercialization in the MEMs industry. Created the next generation's design strategy and managed product development to eliminate persistent process and design roadblocks.

Executive Level Commercialization Consultant at Corning, Inc. ♦ Red Oak Group, LLC. ♦ 2007-2011

Chief Consultant to Corning functioning as the commercialization architect and trainer for the development and manufacture of the 1st and 2nd generation Green Lasers. Contracted full-time as the Director of World Wide Operations and Supply Chain from April 2010-Feb. Managed a global staff comprised of 40 team members residing and working in 5 countries. Re-engineered the entire operations system of the global division improving supply chain, quality control, and CTF/PLF processes. Lead negotiator and manager for the controlled shutdown.

President, Co-Owner ♦ Keystone Precision & Engineering, Inc. ♦ 2007-2010

Entrepreneurial partnership of a precision machine shop servicing precision markets of microwave, medical devices, communications, optics, and instrumentation. Doubled productivity and grew the company 30% per year for three consecutive years.

Vice President of Operations, System Development, & Quality ♦ Aegis Lightwave, Inc. ♦ 2002-2007

Advanced from Director of Manufacturing for Packaging and Module Manufacturing to Vice President of Operations by continuously breaking through design obstacles, improving product quality and yields, and generating substantial ROI.

Sr. Electrical Engineering Manager, Test Systems and Tools Development ♦ Maxtor Corporation ♦ 2001-2002

Consultant in Operations, Process Engineering, & Product Readiness ♦ Self Employed ♦ 1999-2001

Director of Manufacturing ♦ Lasertron, a division of Oak Industries (Corning, Inc.) ♦ 1997-1999

Managed a \$60M solid state laser manufacturing division. Drove largest and most profitable division to new levels of performance.

Other engineering and management roles ♦ Digital Equipment Corporation, Tektronics, and Quantum Peripherals ♦ 1987-1997

EDUCATION & PROFESSIONAL DEVELOPMENT

B.S. Industrial Technology, University of Massachusetts, Magna Cum Laude