

*Resume of
Paul D. Kerkhoff
3 Bristlecone Court
Savannah, Georgia 31419
(912) 925-9294*

HIGHLIGHTS OF EXPERIENCE:

June, 1983 to present; ITW Hobart, Troy Ohio and Richmond Hill Georgia.

PURCHASING MANAGER, STRATEGIC SOURCING MANAGER, PURCHASING AGENT, SENIOR BUYER, and BUYER: Responsible for the complete purchasing function. Develop sources of supply, solicit proposals and do bid evaluations. Along with Quality Assurance approve new sources. Order tooling and track approval of the part for arrival in time to meet production schedules. Annual spend of approximately 20 million dollars. Assist the design engineers in the design of new parts to enable the best price and delivery. Negotiate long term purchase agreements for Kan Ban deliveries. Developed component sources in China, Taiwan, Thailand and Mexico. Commodities purchased: Castings, both ferrous and non-ferrous, 3, 4 & 5 axis precision machine parts, fabrications, stampings, plastic molded parts, motors, electronic controls, wiring harnesses etc. Negotiate long term contracts for the purchase of private label equipment from manufacturers in the US, Italy and Sweden. Responsible for setting standard cost and managing purchase price variance. Developed purchasing procedures to obtain ISO certification. Monitor supplier performance, and resolve problems. Participated in multi-functional design teams for new product development.

July, 1978 to June, 1983; West Milton Precision Machine and Tool, Vandalia Ohio.

PURCHASING AGENT: Responsible for all company productive purchases. This included everything from perishable cutting tools to ferrous and non-ferrous raw material in the form of bar, plate, tube, castings and forgings. Also purchased electrical, pneumatic and hydraulic components for special built machines.

February, 1973 to September, 1975; Mosier Industries, Brookville Ohio.

ASSISTANT BUYER: Purchased MRO supplies.

ENGINEER'S ASSISTANT: Determined cause of defective products and assisted product engineer in corrective action.

INVENTORY CONTROL CLERK: Received all incoming materials; maintained inventory records and re-order points.

February, 1972 to February, 1973; Miller Discount Store, Dayton Ohio.

SECURITY MANAGER: Responsible for security for entire store.

July, 1969 to February, 1972; U. S. Marine Corps, Yorktown Naval Weapons Station, Virginia.

SECURITY GUARD: Assigned to guard nuclear weapons. Top security clearance.

EDUCATION:

-Sinclair Community College, Dayton, Ohio, A.S. in Procurement and Materials Management 1978.

-Chaminade High School, Dayton, Ohio, Diploma, college preparatory, 1968.

PROFESSIONAL DEVELOPMENT:

-Design for Manufacture; Boothroyd-Dewhurst.

-Negotiation in a JIT Environment; NAPM

-Kan Ban Basics; Hobart