

# John Vanden Heuvel

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## Qualifications and Background

Twenty years of experience in **Manufacturing Management** with responsibility for managing projects with multi-million dollar budgets and hundreds of employees. Also able to work in building a small start up business by effectively managing Sales, Marketing and Manufacturing. Strong capabilities in planning and organizing, problem analysis, systems and procedures development and setting goals and objectives. Able to build outstanding relationships with customers, gaining commitment from team members while meeting the customers' delivery schedules and stringent quality standards. Significant expertise in:

- Providing Engineering Support
- APICS Certified, Board Member
- Consultative Sales
- Lean Implementation
- Customer/Vendor Relations
- Supervision of Employees
- New Product Development
- Data Analysis
- Trouble Shooting Problems

## Professional Experience

Endres Manufacturing Waunakee , Wisconsin  
Structural Steel, Machining and Sheet metal Fabrication

2008 to 2009

### Purchasing Manager

Contact suppliers to coordinate material needs and rolling schedules with the producing mills.

- Optimized orders for shipment from the steel mills, taking into account delivery dates, rolling schedules, truck load quantities and pricing.
- Cut purchase orders as well as work orders.
- Quoted/estimated projects for the company.
- Improved profitability in the shoreline division by increasing sales, cutting inventory and improved processes throughput time.

Wickcraft Manufacturing Madison , Wisconsin  
Pier, Track System and Walkway Manufacturer

2004 to 2007

### Owner/President

Built Sales, Developed new Products and Improved Manufacturing.

- Increased Sales 40% year 2004, 66% year 2005, 77% year 2006. Percentages are increases over the preceding year.
- Developed Website and new Marketing Materials. Website accounts for roughly 85% of sales and 96% of gross sales dollars.
- Increased Manufacturing by 1.2 million dollars and added only one shop employee.
- Developed new product line that removed seasonality from the business and made for year round cash flow. Received WPRA award for the new Walkway product line.
- Met with Wisconsin Legislators and changed Wisconsin State Law to help the company maintain its current designs.
- Decreased Cost of Goods Sold by 5%. Outsourcing the component parts and performing only final assembly accomplished this.

Metal Skills Deforest , Wisconsin  
Custom Metal Fabricator

2001 to 2004

**Quality Manager**

Responsible for managing projects in the areas of new product development, Establish quality control measures. New Customer Development

- Wrote Quality Manual and establish quality guidelines for large customers.
- Developed Website and sold over the phone to new customers.
- Brought in \$356,000 in new sales thru the website in 2002 and \$569,000 in 2003.

SPIRIT FABRICATION AND CONSTRUCTION SERVICES, Savannah, GA and Green Bay, WI  
Pipe and Steel Fabrication and Industrial Construction company, with up to 1000 employees.

1993 to 2000

**Project Administrator** 1998 - 2000

Managed multiple projects and coordinated work of Project Managers. Provided technical support for the shop areas and field managers.

- Built improved customer relationships with major customers such as Georgia Pacific and Next Fiber and increased sales with those organizations by over \$500,000.

**Project Manager** 1995 - 1998

Responsible for management of various projects in several areas of the United States.

- Completed five major projects that represented over \$200 million in total project cost.
  - Accepted a project to establish a full time pipe maintenance crew for a Georgia Pacific plant on a trial basis, performed above expectations, and built a permanent crew generating over \$15,000 per week in revenue.

**Cost Control Engineer** 1993 - 1995

Performed job costing, developed productivity rates, and cost control systems.

- Developed productivity rates that could be used company wide to bid on potential jobs and control costs in the field. Established productivity and safety goal indexes with companies such as Kimberly Clark, which resulted in a bonus of \$275,000 for the company.

APOGEE CORPORATION, Minneapolis, Minnesota

1988 to 1993

A widow and curtain wall fabricator and installation company.

**Shop Superintendent & Materials Handling Supervisor**

**EDUCATION AND TRAINING**

Bachelor of Business Administration: Production Operations Management  
University of Wisconsin – Whitewater