

# John Pinkerton Business Advisor

PO Box 8561 Clarkson University  
Potsdam, New York 13699-8561  
ph 315.268.3778 x 28  
pinkerton@citec.org

## CITEC

Manufacturing & Technology Solutions

### Summary:

John has over 31 years of experience in manufacturing & distribution -- taking on progressively more challenging roles from material analyst to operations manager. He was involved in eight takeovers which resulted in the assimilation of part or all of a company and making those acquisitions profitable.

### Professional Experience:

Business Advisor, CITEC, Inc. - February 2005 to present

- ◆ Supply chain optimization
- ◆ Identifying & remedying operations constraints
- ◆ Inventory improvement methods
- ◆ Identifying potential cost savings
- ◆ Creating relationships with major retailers
- ◆ Improving sourcing decisions
- ◆ Safety program assessments, training and implementation
- ◆ Lowest total purchase cost determinations
- ◆ Increasing service levels
- ◆ Waste reduction
- ◆ Shipping & distribution improvements

Co-owner, Adirondack Professional Cleaners - 2002 to present

- started company from the ground floor; bought Massena-based floor care company in 2004
- increased sales from \$88k in 2003 to \$325k in 2004

Consultant, Newell-Rubbermaid - 2003 to present

- requested by NR to assist company with procurement of products from overseas suppliers

Operations Manager, Bulldog Hardware Division of Amerock (Newell-Rubbermaid) - 1999 to 2003

- responsible for all functions necessary to maintain operational capabilities
- purchasing
- labor relations
- distribution for multiple locations (Ogdensburg factory & Memphis, TN Distribution Center)
- forecasting
- operating income averaged 21% for this period

Operations Manager, Bulldog Hardware Company (Newell Cos.) - 1986 to 1999

- responsible for purchasing in Memphis and Ogdensburg
- distribution in Memphis and Phoenix, AZ
- all operational functions in Ogdensburg
- absorbed a company that doubled Bulldog's size; increased operating income to 10% from -30% within one year

Purchasing Manager, Bulldog-Jordan Co. (Newell Cos.) - 1977 to 1986

- purchasing function for plants in Ogdensburg and Miami, FL
- introduced concept of overseas sourcing for the Jordan Industries part of the company
- realized MPV of 5% each year

Purchasing Agent, Bulldog Hardware Company (1973 - 1977), introduced sourcing program from Europe and the Orient, generated MPV of 5 - 10%; Material Analyst, Bulldog Hardware Company (1972 - 1973), did production scheduling and planning

### Education:

BA, Economics, St. John Fisher College, Rochester, NY  
MBA, Clarkson University, Potsdam, NY

a NIST | Network  
MEP | Affiliate

