

PETER H. HARREN

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CAREER SUMMARY; All-around management of Global/ US supply chain, chemical, metal, oper. sply sourcing, logistics solutions for marketing advances, transportation operations, large scale distribution. Skilled in accounting problem solving, attracting revenue turnaround projects, multilateral negotiations, regulatory compliances, product/logistics/market pricing, intractable issues connected with profit plans and competitive market strategies..

GOAL; VP, Director or Manager of a significant operations, business direction, or supply chain area.

PARTICULAR AREAS OF EXPERTISE AND STRENGTH

- Accomplished in negotiation techniques with OSHA, DOT, CFR, EPA, NMFC, customs, vendors.
- Strategic planning. Organized 4PL operation to focus a small WI job shop mfr on a wider ROI. Result: 30%+ improvement on repeat business.
- Inventory operation: Redirected bulk inventory to 1 time handling. Reduced \$410K losses on \$65M inventory
- Vendor relationships. Present customs binding duty rate and fewer orders reduced total landed cost by 18%. on paint machines.
- Fast paced: Handled over 2,000 orders/day in 440M sqft. DC
- Strong knowledge of industrial, electrical, chemical, consumer, and composite commodities.
- Very familiar with basing on target rate economics and pricing structures to match varied North American markets. Setup scaleable logistics on SAP base, resulting in savings baseline 42% reduction..
- China: Collaborative negotiations with vendors resulted in 2% savings of \$600M domestic/overseas hardware and construction project. Handled hazmat.

Transportation Network Design
SAP/Oracle
China Import/Export
Knowledge of Intermodal Modes
CT-PAT
Outsourced Logistics Models

Cash-to-Cash Cycle
Sourcing Strategy
Multiple Transport Projects
Trucking Business
Multimodal, 4PL Strategies
GMP

NAFTA
Budgets over \$60M
Fulfillment/Distribution Systems
Customer Structured Solutions
Inventory Control
Global Supply Chain

PROFESSIONAL EXPERIENCE

MAT HOLDINGS INC

\$800M distributor to the big box retail industry

Long Grove IL
2008-2009

CORPORATE TRANSPORTATION MANAGER

- Reduced expenses 38% on \$23M budget managed, covering supply to big box stores from 10 DC's.
- Supplier Relationships/reverse logistics . Turned around a challenging 230M compressor market on returns market through intensity pricing strategy, with regional cost equations, saving over 35%.
- Coordinated with Automated accounting system (SAP) for 15% more rapid bill processing procedure.
- Service & Cost objectives. Introduced and facilitated larger, fewer core carriers, reducing the cost baseline over 20%
- Targeted objectives. Setup several sets of corporatewide pricing targets covering flatbed, intermodal, OTR, and LTL shipments, over a 4 month span. Total: 42% cost reduction.

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GLOBAL TRADE PARTNERS

Chicago IL

3PL Consortium firm in Supply Chain, Sourcing, Chemical Logistics, Operational Turnarounds. Clients, Vendors, & Partners include Arbed Steel, ABS, Zim, TTX, Newport, Tootsie Roll, CBI, Honeywell

DIRECTOR, SUPPLY CHAIN & OPERATIONS

2002-2008

Directed/Managed clients projects in 4PL, international logistics, chemical operations, transportation

- Increasing revenues. Sourcing a Business expansion. Increased a Canadian steel coil export market through strategic vendor agreements. Grew the business at rate from 7 containers/month to 27
- Oil-Gas. Improved supply chain through fluid documentation improvements. Reduced throughput from 32 days to 23 standard.
- Valuation decision making: Instituted and implemented procedures dealing with containers for sale, off-hiring, export, and special usages. Reduced inventory infloat from 2200+ units to under 1400 in 3 mos.
- Platform for rapid product availability. 18% reduction in supply chain time for KS chemicals firm for markets in Europe and China. Enabled product to be available earlier by 6 days out of 38day total. .

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FOLLETT LIBRARY RESOURCES

McHenry, IL

\$1.5B Book Distributor (largest in US) for primary and secondary school market

SHIPPING-RECEIVING MANAGER (Divn was reorganized by activity area 2001-2002

Managed 70 associates, incl.6 sprvs in 2 shift operation, transportation, int'l orders.

- Improved order visibility. ERP/WMS continuous improvement. Advanced an Oracle barcode shipment assembly stage by direct scanning of information. Reduced assembly time from 72 hrs by 14
- Implemented a Rockwell system monitor more closely inbound deliveries from over 80 vendors, entered into receiving and inventory. Reduced average process time from 54 to 38 hrs.
- Safety: Organized forklift training, which became HR standard; Reduced "incidents" over 40% in 1st yr.

PRODUCTION MANAGER

1998-2001

Managed 190 Assc's, incl 9 spvrs on 2nd shift, shpg-recg, inventory control, order processing

- Process development. Institute a new position to track urgent/customer orders, utilizing benefits of Oracle WMS. Increased nightly revenue output from under \$600k to over \$1.1M
- Leadership: Exceeded Productivity Goals. Increased per person productivity by 16% output over 1st shift in just 4 months, after taking over new 2nd shift, which numbered 38% less than the 1st shift.\

GLI Inc.

Chicago, IL

3PL firm in international logistics, production control, operation turnaround, transportation cost reduction. Clients, Vendors, & Partners include GE, Zurn, Allied Signal, Sargent & Lundy, ABB

OPERATIONS MANAGER

1991-1998

Managed client projects in hazmat, logistical turnaround, int'l shipping.

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- Relationship development. Initiated & implemented a complete market identity, transportation, and logistics program for large Canadian office products distributor. Savings were 17% off \$22M budget
- Steel imports. Setup forward customs clearance/ACN/delivery program with select US Brokers, including timed delivery guarantees. Reduced intrans logistics, 17 to 14 days
- On \$600M powerplant project, scheduling and costing negotiations with over 70 vendors reduced markup on logistics/admin cost from 1.27 avg x product cost to under 1.12.

SAFETY KLEEN CORP.

Elgin, IL

\$1.3B distributor of chemical and automotive product.

GENERAL TRAFFIC MANAGER

1986-1991

Managed logistics at 22 facilities, but of over \$40M, international, intermodal, chemical logistics

- Hazmat:. Reduced cost per mile from over 5.10 to under 1.80/mile through use of organization of new intermodal mode in moving hazardous wastes. Improved resultant sales by over 32%
- Products supplied to Canada. Nearly \$2M in duty/tax savings were realized through a corporate NATFA application
- Purchasing pipeline economics. Implemented intermodal over trucking or corporate truck modes on most linehauls over 400 miles. Reduced cost average by 19%.

COMPUTER SKILLS

Knowledgeable with SAP, Oracle, Outlook, AS400, GPS, GMP, QS9000, Rockwell, WMS, Kevill, TMS

EDUCATION AND CERTIFICATIONS/PROFESSIONAL COVERAGES

MBA Webster University 2003

BS Bus. Admin. Elmhurst College, 1992

Six Sigma Certification 2007, Southern Polytechnic State University

Production & Inventory Control, Univ. of Wisc. Milwaukee

Chairman, Chicago ChemPharma, professional society on chemicals/pharmaceuticals