

## **Edward A. Brown, C.P.M., CPIM, CPSM, CSCP**

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### ***PROCUREMENT – MATERIALS MANAGEMENT***

**Supply Chain Professional** with 20+ years experience in chemical, container, packaging, and steel procurement/materials management. Experience in developing and improving processes and procedures leading to more strategic and lean sourcing/supply chain initiatives and cost reductions. Developed supplier approval processes. Established and maintained delivery requirements and supplier rating systems resulting in improved vendor performance. Supervised purchasing and traffic professionals, and led cross functional teams in cost reduction, process development/improvements, and problem solving. Computer skills include:

\* Mapics      \* AS400      \* Infor Global   \* Microsoft Word & Excel      \* Microsoft Outlook      \* Lotus Notes

### **PROFESSIONAL EXPERIENCE**

#### **MATERIAL SCIENCES CORPORATION, Walbridge, OH**

**2005-2008**

*A \$285 million coil coating and lamination company supplying the automotive and appliance industries.*

##### **Manager of Procurement**

Responsible for the supply and inventory of all production related materials including steel, chemicals, and packaging. Maintained MRP system and executed weekly releases for raw materials in accordance with forecast. Established and tracked KPI's. Developed annual department budget. Supervised staff of 5 in purchasing and traffic. Reported to Director of Global Supply.

- Led chemicals sourcing initiative for multiple plants leading to \$300K in annual savings.
- Directed multiple teams in developing supplier approval procedures including specification development.
- Established and maintained department documentation in accordance with TS requirements.
- Developed and maintained Supplier Rating System.

#### **MASTER CHEMICAL CORPORATION, Perrysburg, OH**

**1986-2005**

*A \$45 million metal working fluids company supplying the automotive and other industries.*

##### **Manager - Materials Purchasing**

Responsible for all aspects of supply including sourcing, procurement, logistics, and inventory of all production related chemicals, containers, and packaging items for multiple plants. Issued daily releases for raw materials in accordance with manufacturing schedule. Established and tracked KPI's. Developed annual department budget and raw material cost projections. Supervised one buyer. Reported to CEO.

- Led cost reduction team realizing annual savings of \$800K.
- Created strategy to increase annual inventory turns from 8 to 15, resulting in a 40% reduction in inventory.
- Participated on cross functional teams using lean techniques such as value stream mapping to eliminate waste and improve processes and procedures.
- Negotiated all contract pricing and terms for chemical, container, and packaging requirements.
- Established and maintained department documentation in accordance with ISO/QS requirements.
- Developed and maintained Supplier Rating System resulting in improved vendor performance by over 10%.
- Procure to Pay module leader on a cross functional team that implemented a new ERP/MRP computer system which included creating documentation and training.

### **EDUCATION**

BSBA, Production/Operations Management and Procurement/Materials Management  
Bowling Green State University, Bowling Green, OH

General & Organic Chemistry, Lourdes College, Sylvania, OH

### **PROFESSIONAL AFFILIATIONS / CERTIFICATIONS**

C.P.M., Certified Purchasing Manager (1991), The Institute for Supply Management  
CPIM, Certified in Production and Inventory Management (1993), American Production & Inventory Control Society  
CPSM, Certified Professional in Supply Management (2009), The Institute for Supply Management  
CSCP, Certified Supply Chain Professional (2009), American Production & Inventory Control Society