KEVIN SUMSTINE

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SUMMARY

Experienced Manufacturing, Purchasing, Planning and Distribution Executive. Seeking opportunity with a company that values Lean Enterprise Philosophies. Demonstrated abilities in:

· Lean Operations	***· ERP Implementation***	***· Forecasting***
· Cellular Manufacturing	***· Kanban Pull System***	***· Scheduling/Planning***
· Project Leadership	***· Kaizen Blitzes***	***· Corporate Purchasing***
· Supply Chain Management	***· Mistake Proofing***	***· Multi-Site Distribution***

PROFESSIONAL EXPERIENCE

Management

- Key executive involved with Lean Implementation, Distribution Strategy, Inventory Level Reductions, Company-wide Metric Criteria and Corporate Purchasing Initiatives.
- Successfully merged four discrete manufacturing operations after acquisition of Johnson & Johnson subsidiary, and two Orthodontic stand-alone businesses.
- Coordinated reductions in workforce, while maintaining positive work environment and employee productivity through honest communication of plans, developing compensation packages, and realigning positions

Manufacturing

- Certified Kaizen Blitz Event facilitator
- Facilitated and/or participated in over 150 Kaizen Blitz Events resulting in rapid improvement of company operations/systems and over $12 million in company wide savings
- Re-focused "quick-fix" manufacturing environment to "root cause" identification and solution through application of Lean manufacturing concepts
- Instrumental in applying Cellular Manufacturing and Work Teams to the shop floor
- Eliminated 10,000 units of daily backorders within a 3-month period by applying one-piece flow, kanban visual systems and other Lean concepts
- Implemented individual cell scorecards, 5S principles, encouraged team involvement in problem solving, and maintained continuous improvement environment, leading to a 10% improvement in Gross Profit over 7 years

Corporate Purchasing/Planning

- Implemented hourly scheduling of over 25,000 SKU's, reducing inventory levels from 60 days to 3 days, increasing R/M turns by 300% and Finished Goods turns by 525%
- Generated over $7 Million in PPV, reduced supplier base by over 50%, improved customer service levels by over 45% using innovative scheduling and corporate purchasing systems.
- Designated to be the Team Leader for Implementation of ERP software throughout Manufacturing Operations areas.

Distribution

- Increased customer service, improved response time and reduced freight costs by opening seven new distribution centers during a 24-month time period. Successfully negotiated lease options.
- Planned and managed relocation of one distribution operation to a new site in less than 72 hours, including re-layout of work and implementation of new systems. Moved over 500 thousand units, without missing a single order during the business day.

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WORK HISTORY

8/08 – Present **Ortho Organizers/Henry Schein** **Carlsbad, California**

Ortho Organizers is an Orthodontic dental supply company and manufacturer of over 25,000 medical products including metal injection molded brackets, plastic injection molded ligature ties and welded assemblies. Ortho Organizers products are currently distributed through a worldwide network of more than 9,000 Domestic customers and International distributors in 25 countries. Ortho Organizers integrated two companies as part of strategic opportunities, partnering with our parent company Henry Schein, a $7.2 Billion distribution enterprise.

7/05 – 5/06 **Breg** **Vista, California**

Breg is an Orthofix company and manufacturer of over 200 medical products including continuous cold therapy devices, post-operative and functional ACL, OA, elbow, knee, ankle and shoulder bracing, neoprene supports for the knee and elbow, ankle and wrist bracing, and post-operative pain management infusion pumps. Breg's products are currently distributed through a worldwide network of more than 100 distributors in 36 countries.

7/05 – 5/06 Director, Strategic Improvements

8/98 – 4/05 **dj Orthopedics LLC** **Vista, California**

dj Orthopedics, LLC is a leading manufacturer and distributor of a wide range of orthopedic support products. dj Orthopedics offers an extensive international distribution network serving more than 50 countries worldwide. dj Orthopedics is a publicly traded stock listed on the New York Stock Exchange (DJO) with annual sales in excess of $450 million.

10/01 – 4/05 Director, Corp. Purchasing/Planning/Distribution
4/99 – 10/01 Director, Manufacturing – Soft & Rigid Bracing
8/98 - 4/99 Director, QA/Regulatory

Other Key Positions Held

9/96 – 7/98 Director, Biological Operations – Stratagene
8/95 – 9/96 Operations Manager – Collagen Corporation
1/90 – 8/95 Sr. Director, Manufacturing – Telios Pharmaceuticals
1/83 – 1/90 Production Manager – Kendall-McGaw Pharmaceuticals

EDUCATION / TRAINING

- ***University of California, Berkeley- Bachelor's Degree in Biochemistry***
- *Member of Association for Manufacturing Excellence (AME)*
- *Attended Annual AME Conferences on "Crossroads to Excellence", "Lean Initiatives"*
- *Trained in Lean Enterprise and World Class Manufacturing*
- *Experienced in Analytical Problem Solving and Decision Making (Kepner Tregoe)*
- *In-house Book Reading and Open Discussions, e.g., Lean Thinking, "Womac/Jones", Zapp, "William C. Byham," World Class Manufacturing, "Larry Rubrich/Madelyan Watson"*
- *One Piece Flow Simulation Module (dj Orthopedics LLC)*

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AWARDS

- *dj Orthopedics selected as Top 10 Best Plants by Industry Week due to Corporate Purchasing, Planning, and Operations Lean Initiatives*
- *Selected as a Presenter for Annual Association for Manufacturing Excellence conference, attended by 1500 senior company leaders adopting Lean Techniques*
- *Winner of the Kaizen Blitz Award for most improved operation, as a result of advanced scheduling/planning implementations*
- *Instructor at UCSD for Lean Enterprise course*