

Jim Adcock

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Supply Chain / Operations / Procurement / Distribution

Scope of Responsibilities

350+ employees, 1.8MM SF warehousing & manufacturing space, \$125MM average planning inventories, \$800MM storage inventories, multiple & international locations, & start up management, department budgets in excess of \$25MM, procurement spends above \$300MM annually and served on procurement council for \$1B firm, also Traffic Management spends of \$80MM+ annually.

Selected Accomplishments

- Implemented process changes driving improvements and reduced expenses: freight 35%, facility lease expenses 38%, personnel 65%, annual purchased cost deflation, various savings in other areas, 60% manufacturing lead time reduction, and inventory levels 76%. Achieved: 100% same day shipping, 99.95% shipping accuracy, and 99.99% (API) inventory accuracy.
- Led Lean / JIT as well as System implementations ERP, MRP, DRP, APS, & TMS
- Guided organization successfully through 1800% increase in business level in 23-month period
- Redesigned distribution network improving availability, turns (48%), and total logistics cost to serve.
- Negotiated procurement agreements driving improved total cost of ownership savings (up to 70%)
- Improved product margins 31% by reducing costs via sourcing, process, and supply chain changes.
- Reverse Logistics: Implemented defective tracking; reduced repair costs 29% and cycle time 90%
- Speaker at CSCMP Annual, and Institute for International Research, Conferences
- Distribution Center recognized as "Warehouse of the Month" Modern Materials Handling Magazine

Professional Work Experience

CONSULTING (INDEPENDENT) 2019 – present
Leading clients in systems & process improvements, WMS selection/implementation, and mgmt. oversight.
Recent Client Results: 100% SLA achievement; 100% to 99.997% correct part ship accuracy; Productivity Improvement: Small parts picking 173% / QC 349%; Large part Picking 33% / QC 38%.

SR. DIRECTOR, SUPPLY CHAIN, CPFR & STRATEGIC INITIATIVES 2018 - 2018
Stonecrop Technologies; (Wireless Technology Manufacturing & Logistics); TX
Pre & Post Sales customer operation / supply chain set up. SI&OP, Demand & Supply Planning, CPFR, VMI, Procurement, Network Design, Forward/Reverse Logistics, Manufacturing, etc. Built robust quoting models. Reason for Leaving: RIF, Lack of Work

DIRECTOR, SUPPLY CHAIN 2016 – 2018
Stonecrop Technologies; (Wireless Technology Manufacturing & Logistics); TX
Directed multiple DC's (1.8M SF), 96 Service Warehouses, Kitting/Manufacturing, Lean, Reverse Logistics and Commissioning. Full P&L responsibility. 623k SF Manufacturing/Distribution Center Start Up.

- Increased customer order throughput 1800%; Improved profitability 50%
- Started up new product production lines, redesigned existing lines. Reduced HC build cycle times 50%
- Achieved 99.99% order and 99.84% inventory accuracy.
- Improved systems utilization; implemented dashboards; and day / week / month performance metrics.
- Designed / proposed customer SI&OP, Supply and Demand planning approaches.
- Implemented formal associate training, rating, and skills tracking matrix. Reason for Leaving: Promotion

SR. DIRECTOR, SUPPLY CHAIN 2011 – 2016
Goodman Networks; (Wireless Technology/Construction/Field Service); TX
Led Strategic & Tactical Procurement & Subcontracts (\$300MM+ spend); Supply Planning; SI&OP; Demand Management; Supply Chain Systems; and Supply Chain Support. Implemented robust performance metrics.

- Redesigned supply chain planning processes, reduced inventories 76% and quintupled turns.
- Consistently achieved 98%+ site material availability.
- Reduced staff 65%, with increased scope and improved morale
- Improved material margins through sourcing savings and price management. Rebid entire portfolio. Implemented supplier measurements. Improved Diverse Supplier target spend results by 300%.
Reason for Leaving: Divestiture of the main Business Unit.



Demonstrated history of:

- Driving Results
- Process Improvements
- Operational Excellence
- Employee Motivation & Development

Expertise:

- Manufacturing Operations
- S&OP / SI&OP
- Demand Management / Forecasting
- Planning: Supply, Production, Distribution
- Procurement (Strategic & Tactical) / Sourcing
- Logistics / Distribution / Warehousing
- Multiple & International Sites Management
- Facility Startups: Mfg. & Warehousing
- Traffic / Freight Management
- Reverse Logistics / Repair Operations
- Field Service Logistics / SCM
- KPI's / Performance Metrics
- Logistics Network Design and Redesign
- Six Sigma / Business Process Redesign / CI / Lean / JIT / Synchronous / Demand Flow
- Software Systems Selection, Implementation & Use: ERP, MRP, DRP, WMS, TMS, APS
- 3rd Party Logistics and Manufacturing

Results:

- Higher levels of customer service
- Improved productivity
- Inventory reductions / Improved turns
- Improved inventory accuracy
- Cost savings
- Improved margins and profitability
- Reduced lead times
- Operational improvements

Education:

- **MM;** University of Dallas; concentration: *Quality Management*, Highest Honors (4.0 GPA)
- **MBA;** University of Dallas; concentration: *Operations Management*
- **BBA;** University of North Texas; Major: *Production/Operations Management*

Certifications:

APICS / ASCM (Association for Supply Chain Management);

- Certified in Production and Inventory Management (**CPIM**)
- Certified Supply Chain Professional (**CSCP**)
- Certified in Integrated Resource Management (**CIRM**)

ISM (Institute for Supply Management);

- Certified Professional in Supply Management (**CPSM**)
- Certified Professional in Supplier Diversity (**CPSD**)
- Certified Purchasing Manager (**C.P.M.**)

ASQ (American Society for Quality);

- Certified Six Sigma Black Belt (expired) (**CSSBB**)

Additional Information

- Member: APICS, CSCMP, ISM, WERC; Previous Member: Sigma Iota Epsilon (honorary management fraternity)
- Excellent systems software knowledge (SAP, ORACLE, High Jump, JDA (BY), Manugistics, I2, Solomon, AMAPS-Q, and others). Solid PC skills.
- Secret Clearance issued 2010.

Additional Work Experience (Most Relevant – see www.AdcockWeb.com for full listing)

DIRECTOR, SUPPLY CHAIN; Sonitrol (Stanley Black & Decker) (Security Systems, and Consumer Goods); TX; 2004 - 2009
 Directed Manufacturing, Procurement, Customer Service, Distribution, and Reverse Logistics. Established all supply chain processes after Tyco spin off.

- Improved new product margins 31%. Reduced repaired product cost 29% and repaired product lead time/turnaround 90%
- Streamlined order entry process, reducing process steps by more than 50% (reducing initial department size by 40%)
- Consistently achieved direct and indirect procurement savings equal to 1.5-2% of company revenue annually
- Directed startup of Central Distribution Center: Achieving 10 turns or better; inventory accuracy of 99.99%; shipping accuracy of 99.95%; 100% same day shipping (as order placement), and significantly improved product availability.
- Directed startup of U.S. assembly operations (UL, ULC, cUL certified operations). Management of 3rd party manufacturing in China and Mexico
- Transformed group from source of significant problems to driving consistent excellent performance & availability.

Reason for Leaving: Company merged, I closed all existing Sonitrol supply chain operations.

VICE PRESIDENT, SUPPLY CHAIN; Kevco (JIT Distributor Building Materials); TX; 2000 - 2001
 Responsible for reviewing operations, designing, and implementing actions targeted at improving efficiency and effectiveness of distribution and supply chain processes including logistics network rationalization, development and implementation of performance measurements, development of warehouse operations and fleet safety programs. Centralized purchasing (60% personnel reduction), Rationalized freight carriers, Designed postponement operations Kanban. Turned around two underperforming branch operations. *Reason for Leaving: Bankruptcy.*

DIRECTOR, LOGISTICS; Lennox International (Appliance Manufacture, Distribution, and Service); TX; 1997 - 2000
 Directed S&OP: forecasting; finished goods production, distribution and deployment planning (multiple plants and DC's); national warehousing operations; systems implementations; and private fleet and traffic management for North American Lennox operations. *Reason for leaving: RIF.*

- Implemented tailored (product line) logistics network improving availability, inventory turns (48%), and reducing operating costs.
- Turned around previously underperforming Canadian Regional Distribution Center warehouse and wholesale store operation.
- Implemented local delivery service pilot that eliminated freight damage and reduced freight expenses in Pacific Northwest.
- Directed North American Distribution Center start up.
 - Improved freight cost recoveries \$840K annually
- Improved total finished goods inventory turns by 28%
 - Reduced number of freight carriers by 72%
- Implemented Manugistics (APS) & I2 (TMS) (now JDA)
 - Implemented performance measurement

INVENTORY CONTROL MANAGER; Dorskocil Manufacturing (CPG / Plastic Injection Molding); TX; 1994 - 1996
 Managed distribution operations at multiple locations including 1.3MM sq. ft. of warehousing space and up to 135 employees.

- Led startup of a 110K SF regional distribution center, and a 330K SF warehouse adjacent to manufacturing.
- Developed vendor partnerships reducing forklift fleet costs by 68% and truck fleet lease costs by 30%.
- Reduced shipping errors by 60% through education, measurement, and operational improvements.

Reason for leaving: Resigned

MATERIALS MANAGER; Howmet Corporation (Investment Casting - Turbine Engine Components); TX; 1992 - 1993
 In charge of S&OP process, production scheduling, purchasing, material planning, shipping, receiving, warehousing, manufacturing packaging operations, facilities maintenance, and MRPII implementation (Inventory Control, MPS, and MRP modules).

- Achieved total cost reductions through vendor partnerships, stricter bidding processes and single source procurement.
- Served on Corporate Procurement Council performing strategic negotiations for all divisions.
- Slashed manufacturing lead times by 30%
 - Reduced departmental headcount 60%
- Lower inventory levels 40-57% (based on commodity)
 - Improved freight costs 21%

Reason for leaving: RIF, Business Downturn along with Change to Business Center Manager Concept

PwC (previously **Coopers & Lybrand** – Big Four Consulting); TX; 1989 - 1992
SENIOR MANAGEMENT CONSULTANT; 1991-1992, **MANAGEMENT CONSULTANT;** 1989 – 1990
 Served a broad range of business clients in Lean implementations, business process reengineering, logistics network redesign, business information systems implementation, operational assessments, purchasing and materials management practices reviews. Results include 66% improvement in WIP, and recommendations targeted at 70% reduction in total distribution costs.

Reason for leaving: Resigned to reduce travel (2 toddlers at home)

NORTEL (Manufacturer and Distributor of Telecommunications Equipment); TX; 1983 - 1989
MATERIALS MANAGER; 1989; **MANAGER, FIELD MATERIALS SUPPORT;** 1986 – 1989; **INTERNAL AUDIT** 1985 -1986; **MASTER SCHEDULER;** 1983 – 1985; **PRODUCTION PLANNER;** 1983. Duties: Distribution Operations; Reverse Logistics; Supply / Production / Demand Planning, Procurement, and Audit. Selected accomplishments: Reduced inventories 23%, reduced backorders 60%, identified \$11MM process cost savings.