

David C Gilbert

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OPERATIONS MANAGEMENT: GM, VP, DIRECTOR

Business owner, manager and senior consultant with a proven track record of maximizing resources, streamlining production and costs while increasing ROI. Cross industry functional expertise includes: aerospace & defense, pulp & paper, electronics, consumer goods and medical supplies. Extensive experience in discrete, repetitive and process manufacturing environments. Strong technical and interpersonal skills. Certified Lean Professional (CLP) and Certified in Production and Inventory Management (CPIM).

Business Planning • ERP • Lean • Profit and Loss • IT Management • Supply Chain
Project Management • Technology Implementations • Continuous Improvement
ISO 9000 • Team Building • Accounting Systems • Employee Relations

SELECTED ACCOMPLISHMENTS

- Purchase of Mille Fabricators - assembled a team of professionals, conducted the search, prepared a business plan and secured the financing for the purchase.
- Through better utilization of internet technologies, added 43 new customers and increased sales of the digital imaging product line by 130% and wood fabrication by 65%.
- Led a \$105,000 capital project to procure a CNC panel saw and dust collection system.
- Using lean methodologies, reduced inventory by 23%
- Directed a successful \$1,500,000 software development project to modify the MANMAN system for use in multiple mill locations.
- Starting with a staff of 13 grew an IT department to 31 employees. Implemented department administrative and project development systems.
- Led a successful “Proof of Concept” project to demonstrate the use of pervasive technology methods using hand held devices to enter maintenance work orders and perform remote stock status inquiries of repair parts
- Successful conversion of an outdated version of MAX and Great Plains to QuickBooks 10.0 Enterprise.

PROFESSIONAL EXPERIENCE

DYG Consulting, Clarence, NY

2010 - Current

Principal

Client engagements – Smith McDonald Corp.

Provide leadership and subject matter expertise in the implementation of ERP, manufacturing systems, accounting systems and continuous improvement projects.

Mille Fabricators, Arcade, NY

2005 – 2010

VP / General Manager

Custom manufacturer of digital imaging (sublimation), close tolerance non-metallic die cutting, leather wrapped desk accessories, custom wood components and fabrication.

Directed the overall operations of the business. Prepared and maintained business plans needed to secure financing. Managed the complete supply chain including customer relationships from request for quote through product delivery, materials management functions and established, negotiated and maintained supplier relationships. Specified and procured capital equipment.

GEMKO, Buffalo, NY 2005 - 2005

Project Manager

Client engagements – NOCO, JK Findings

Provided project management and post sales technical support for the Microsoft NAVISION manufacturing system.

DYG Consulting, Clarence, NY 2003 - 2005

Principal

Client engagements – Matrix Enterprises.

Led the successful development and implementation of a job quoting and order tracking system for a custom manufacturer of models and prototypes. Investigated and actively pursued the purchase of a small manufacturing business. Analyzed business financials, performed market research and prepared business plans for six businesses.

IBM Global Services, Buffalo, NY 1998 - 2002

Senior Consultant

Client engagements – Brown&Sharpe, Greif Bros, City of Detroit Waste Water Department, Solectron.

Projects included ERP/Supply Chain (Baan and Oracle) and Enterprise Asset Management (Indus) implementations in various manufacturing environments. Responsibilities included project planning and scoping, training, package configuration, data migration, enhancement development and post implementation support.

KPMG MR&D Package Solutions Baan Practice, Charlottesville, VA 1998 - 1998

Manager

Client engagements – ChemFirst

Led the effort to implement the Baan project module in a multi-million dollar custom manufacturing division.

Computer Associates International, Reston, VA 1995 - 1998

A \$6 billion company specializing in computer software.

Senior Implementation Consultant

Client engagements – MedSurg, Dynamics Research Corp, Watts, Victor Gaskets (Dana), General Marble, Nordam, Cummins Engine

Provided project management and post sales technical support for the MK (MANMANx) manufacturing system.

Rexham Graphics, South Hadley, MA 1987 - 1995

A \$130 million manufacturer of specialty coated papers and films.

(Formerly a division of **James River Corporation**, a \$1.5 billion specialty paper manufacturer with 27 mills in the US and UK.)

Technical Program Manager

Managed the technical components of a major continuous improvement program - ISO 9000, Six Sigma, Lean.

Manager of New England Applications Development Center (NEADC)

Directed an IT department with a staff of 31 management and professional employees in consulting, applications development and technical services groups.

EDUCATION

State University College of New York at Buffalo - **BS in Information Systems Management**

Erie Community College – **Civil Technology**

Certified Lean Professional (**CLP**), UB Center for Industrial Effectiveness

Certified in Production and Inventory Management (**CPIM**), APICS

Wyoming County Leadership Program