

**Fred G. Wietig**  
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I have strong leadership skills with extensive experience with automotive, machine tool industry, manufacturing, quality assurance, technical sales, ultra sonic cleaning, "State of The Art" mass finishing, coatings, working knowledge of CNC practices and material science knowledge both ferrous and non ferrous materials. I have been awarded 3 patents. My experience offers a solid platform to generate value in an organization manufacturing advanced products. I am interested in either a process engineer or quality position you may be considering.

Key areas of demonstrated leadership and success include:

- Skilled in failure analysis and metallurgical know-how.
- Experience with "Problem Solving Skills" 8-D and AIAG Seven Step, failure analysis, SPC, material science, applied critical thinking when required.
- Accomplished in active listening, time management and accomplished in labor relations.
- Familiar with Cost Accounting, Lean Manufacturing, 5S, Bench Marking, Best Practices, Mistake Proofing, Six Sigma and quality systems ISO and TS.
- Technical selling and accomplished in "earning the right", able to "think outside the box".

Throughout my career, I had the privilege to manage projects in collaboration with several major corporations including General Motors, Cummins Fuel Systems, Caterpillar and NASCAR Cup racing teams. While leading these projects, I acquired a heightened level of project management skills to support these robust corporations, as well as detailed knowledge in the implementation of advanced quality management systems.

In closing, I would appreciate the opportunity to meet with you personally and discuss how I can leverage my experience to support the success of your company, customers and employees.

Thank you for your consideration and I look forward to speaking with you.

Sincerely,

Fred G. Wietig

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## **Manufacturing...Sales... Operations... Material Science...Quality Driven**

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Seasoned professional with comprehensive experience and visible achievements in the development, manufacturing, sales of advanced metallurgical products and processes. Experienced in advanced quality systems development with focus on high precision products for the automotive industry. Recognized as an expert in surface engineering industry.

### **Professional experience**

#### **Bekaert-Amherst, NY**

Market leader in surface engineering and thin film coatings for reduced friction and wear protection. Main markets are diesel fuel system components, plastic molding tools, tools for semi conductor manufacturing, NASCAR valve train components. I was awarded 1 patent for surface engineering of piston rings. Parent company is located in Belgium

#### **Market Manager Diamond –Like Carbon Automotive/Racing (2002- 2009)**

- Implemented Bekaert coating on valve train components at major NASCAR cup team, which allowed engineers to increase power output to dominate the racing season and won the cup 5 consecutive years. After the first year of success 39 of 43 teams used Bekaert coating, increasing annual sales by \$1 million.
- Earned the right to do business with “Fortune 55 companies and NASCAR Cup Teams”

#### **Balzers, INC. Amherst, NY**

Market leader in the manufacture of high quality thin film wear-resistant coatings for industrial metal working tools and anti-seizure coatings for precision components. Parent company is Oerlikon AG, located in Switzerland.

#### **Business Unit Manager-Component Coating Services (1997-2001)**

- Responsible for 3 coating centers with functional accountability for the operation including technical sales.
- Managed project to launch a complex “State-of-the-Art” coating for a major OEM diesel engine manufacturer allowing them to meet US EPA clean-air emission standards and increasing Balzers sales by \$3,000,000 during the first year with no engineering changes for the OEM manufacturer.
- Led the development of an engineering solution for a major US OEM automotive manufacturer with transmission warranty problem saving them \$50,000,000 in warranty reserve claims and increased Balzers annual sales by \$2,000,000.
- Played a major role and facilitated the quality department to be the first Balzers business unit worldwide to achieve QS certification.

**Val-Kro Inc., North Tonawanda, NY**

Privately held service provider to the automotive, office products and petrochemical industries providing wear and corrosion-resistant coatings both galvanic chrome, Electroless Nickel and precision (micro abrasive) finishing for tribological surfaces. I was awarded 2 patents took a lead role in defending one in US federal court for infringement **and won**.

**General Manager (1978-1997)**

- Pioneered micro finishing of automotive OEM engine valves which allowed manufactures to meet emission regulations and eliminate costly warranty claims increasing Val Kro sales \$1,000,000/year. The technology was awarded a US patent and became engineering specification for exhaust valves for V-8 engines.
- Co-chaired American Society of Materials Ground Transportation Committee International System on Valvetrain System Design and Materials (Published by the ASM 1997).
- Designed a “State-of-The-Art” plating rack for chrome plating of automotive parts for OEM engine valve manufacturer, generating sales of \$3,000,000/year.
- Implemented lean manufacturing concepts and a measured incentive wage program increasing productivity by over 800%.

**Education**

D’Youville College, Buffalo, New York

B.S. Business Management

Erie Community College, Williamsville, New York

A.A.S. Material Science

**Training**

Diesel Engine Technology (remote learning) Society of Automotive Engineering (SAE) 2000.

Diesel Engine Technology Academy, Society of Automotive Engineering, Troy Mi. (SAE) 2008.

8D Problem Solving, (Ford Motor Company), taught by Caterpillar Jefferson II. 1999.

7 Step Problem Solving Heavy Duty Truck, Automotive Action Group, (remote learning) 2007.

Production Part Approval Process, Measurement Systems Analysis, Potential Failure Mode and Affects Analysis, Advanced Product Quality and Control Plans, Statistical Process Control, Automotive Action Group, (remote learning) 2006.

**Professional Involvement**

American Society of Materials (ASM)

Society of Automotive Engineering (SAE)

Society of Tribologists and Lubricating Engineers (STLE)

Past Technical Advisor, Material Science and Manufacturing Technology, Erie Community College