

Dave Donville, CPIM, CPM
President
Procurement Cost Solutions LLC
614.940.7743
Dave@4PillarSolution.com

PROFESSIONAL EXPERIENCE

Background Summary: An innovative manager with over 30 years of diversified and progressively more responsible positions in Supply Chain Management. Areas of strength include purchasing management, master scheduling, production & inventory control, logistics & warehouse operations, and customer service. Extensive manufacturing systems background (MAPICS, AMAPS, PRMS, & JBA) plus significant experience in **driving cost reduction** while **increasing productivity and customer satisfaction** using LEAN process techniques.

Most recent employment history including accomplishments as follows:

Parker Hannifin Corporation, Marysville, Ohio 2004-July 2007
(Division of Parker Hannifin Corporation, manufacturer of hydraulic pumps with annual sales of \$130 million)

Division Supply Chain Manager (2004-July 2007). Responsible for all activities relating to procurement, inventory management, production scheduling, forecasting, logistics and customer service at two manufacturing facilities (Marysville, Ohio & Otsego, Michigan).

Selected Accomplishments:

- Reduced DSI (days supply of inventory) from 117 to 39 days in 36 month period through coordinated program including implementation of key supplier Partnership Stocking Agreements ([Pillar 2](#)) & inventory consignment agreements, introduction of supplier kanban system covering 80% of direct material spend, and elimination of 2 remote location stocking warehouses.
- Directed cross functional (kaizan) implementation team resulting in division wide on-time delivery performance increase to customer required date from 85% to 96% while reducing average lead-time from 13 to 6 weeks through implementation of LEAN process flow techniques on shop floor and installation of purchase & finished goods supermarkets for significantly improved purchase parts availability.
- Implemented aggressive LCC (Low Cost Country) sourcing program ([Pillar 4](#)) for castings and machined components in China, Mexico, Poland, Czech Republic, and Turkey resulting in 7% (\$1.4 million) annual direct material spend reduction.
- Introduced formalized VAVE (Value Analysis/Value Engineering) program ([Pillar 3](#)) within division. Twenty five key supplier companies teaming up with internal supply chain, design engineering, production & QA personnel have implemented direct material cost reductions exceeding \$700,000 since April 2006 program implementation.

Denison Hydraulics, Marysville, Ohio

1995 - 2004

(Division of Denison International Ltd., manufacturer of hydraulic pumps with annual sales of \$60 million)

Director, Supply & Logistics (1998-2004). Responsible for all logistics & inventory control activities at three supply chain warehouses (Maysville, Ohio, Dordrecht, Holland & Oakville, Canada) as well as total responsibility for all supply chain & customer service functions at Marysville, Ohio manufacturing facility.

Selected Accomplishments:

- Devised/implemented international logistics strategy in Europe and Canada resulting in 60% transit lead-time and 35% freight cost reduction. Revised U.S. logistics network resulting in 40% freight cost reduction through realignment and consolidation of trucking carriers.
- Improved inventory accuracy from 55% to 99% through introduction of formal cycle counting program, consolidation/simplification of electronic inventory tracking programs and development of an associate education program. Resulted in \$100,000. annualized cost reduction relating to elimination of annual physical inventory.
- Reduced average customer first response inquiry time from 2.2 days to 15 minutes through introduction of EDI data link and first response inquiry form. Introduced on-line customer order tracking & comment messaging system and semi-annual customer satisfaction survey.

Director of Materials (1995-1998). Responsible for all activities relating to procurement, master scheduling, production & inventory control, and warehouse programs.

Selected Accomplishments:

- Improved supplier quality performance ([Pillar 1](#)) from 95.2% to 99.6% and supplier delivery performance to promise date from 66% to 96% in 18 month period through introduction of formal Supplier Evaluation System. Results included \$60,000 annualized reduction in un-quality costs.
- Reduced inventory by \$3million while shipments volume increased by 30% through introduction of Partnership Stocking Agreements ([Pillar 2](#)). Additional results included 70% average reduction in internal process lead-times and 50% reduction in production lot sizes.
- Introduced JIT kanban production scheduling system resulting in customer delivery performance increase from 55% to 95%, \$350,000 average monthly WIP inventory decrease, 6000 sq. ft. reduction in inventory floor space requirements, and 30% decrease in monthly expediting activity.

Babcock & Wilcox, West Point Mississippi

1993-1995

(Division of Babcock & Wilcox, Manufacturer of boiler tubes with annual sales of \$150 million)

Materials Manager. Responsible for all activities relating to procurement, master scheduling, production & inventory control, warehouse operations and engineering process & routing.

Selected Accomplishments:

- Reduced inventory by \$1.7 million through implementation of Partnership Stocking Agreements (**Pillar 2**). Additional benefits included increasing average inventory turns on contract items from 2.5 to 48, reduction in annual inventory carrying cost by \$380,000 and P.O. processing cost by \$105,000 and inventory storage space requirements by 55,000 sq. ft.
- Directed TQM process analysis team that reduced average order processing time from 11 to 3 days, thus eliminating \$500,000 annual order processing cost and significant overtime reduction.

EDUCATION

B.S. in Business Administration Bowling Green State University, Bowling Green, Ohio

PROFESSIONAL MEMBERSHIPS

- American Production & Inventory Control Society (***A.P.I.C.S. Certified***)
- Purchasing Management Association (***Certified Purchasing Manager***)