

Michael A. Burner, Jr.

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Tenacious executive adept at optimizing the entire value chain to drive significant results. More than twenty years, demonstrating a “can-do” attitude and “out of the box thinking” yielding regular multimillion dollar savings initiatives. Develops capability and fosters loyalty in people at all levels of an organization. Firm believer in "Inspect what you expect"; through this principle drives team to focus on day to day and week to week operational excellence. Continually chosen to address and fix the most difficult problems and issues.

“...never stresses...extremely resourceful...tenacious...Never quits; the bigger the problem, the happier he gets...innovator...will always find a solution...approachable and easy to talk to...trusts his direct reports, and allows them to flourish and develop their own talents...develops team work...always sharing information and explaining the why behind the what...provides open and honest performance feedback...company success focused, not his individual glory...high level of personal accountability...vital part of regional leadership...fosters relationships...”

Nestlé Direct Store Delivery, Laurel, MD (Aug-08 to Jan-12):

Nestlé DSD is the largest frozen DSD company in the world with over \$4B in sales; it is a subsidiary of Nestlé which is a Global Fortune 50 Company. Nestlé created NDSD in 2010 when it acquired a frozen Pizza DSD business with the desire to integrate it with its DSD Ice Cream business.

Director Supply Chain Execution, East

- Ending financial **budget \$212MM**
- Primary responsibilities: Effective Warehouse and Transportation Operations
- Strategic Planning, Production Scheduling, Quality, Safety, and Customer Service
- 9 direct reports, with **500+ employees** in 27 states.
- 4 DCs attached to plants, 3 Company Operated DCs, 3 3PL DCs, 100+ cross-docks
- Ensure the effective and successful integration of two separate supply chain models into one.
 - **Reduced Injury Rate from 3.2 to 1.56 in 3 years.**
 - **Initiated, drove and implemented \$14MM+ in annualized cost saving projects** in last 6 mos.
 - While consolidating the supply chains of Ice Cream and Pizza, was given the larger of 2 regions over two more senior directors.
 - Recognized as company SME in Transportation Optimization
 - Increased freight payload 8% over 3 yrs.
 - Grew private fleet, focused on lanes <250 miles and backhauls, **\$1MM Annual Savings**
 - Optimized network strategy by closing a DC saving \$1MM annually.
 - Beat plan year one by \$6.2MM by instituting operational reviews, process improvement, accountability, and frank developmental ~~and~~ feedback.

AIM - International Services, Nairobi, Kenya (May-04 to Jun-08):

AIM-International Services is a non-profit logistics service provider for other organizations in East Africa.

General Manager of Technical and General Services:

- Filled two GM positions with 60 cross-cultural team members.
 - ❖ Freight, Customs, and Clearing
 - ❖ Warehouse, Shipping, and Receiving
 - ❖ Purchasing
 - ❖ Information Technology (Network and Computer Repair)
 - ❖ Facilities Management, OSHA, Guesthouse Operations, and Travel
 - ❖ Vehicle Maintenance and Engineering Team
 - ❖ Multiple P&L responsibility and budget development.
- Sought after to regularly provide leadership development training to staff and other African organizations.
- **Often acted as the Head of the Organization** when more tenured GMs were unavailable.

- Turned around a department that had always been a financial drain on the organization.
- **Increased overall annual “profit” by 11%** in all areas under my leadership through cost savings, continuous improvement, and better resource allocation initiatives (04-07).
- In 2005 voted **Manager of the Year** by the employees.
- Leader in revamping the organization’s system of analyzing, reporting, and the overall management of the finances resulting in a positive net worth for the first time in 2006.

Nestlé Waters North America (Mar-94 to Jan-04):

My experience with NWNA was extremely dynamic with high growth (\$0.6B to \$2.5B during the period.)

- Personally led the logistics startup for 3 new mega-plants and the company's first distribution center.
- Reputation as an effective leader. **Five times relocated to address urgent and difficult logistics issues** in regions that had poor customer service, high costs, and major supply issues.

Final Responsibilities:

- ❖ **Development and direct management of \$70MM annual budget**
 - Direct influence over another \$1 billion.
 - ❖ Managed up to 6 managers and over 200 people, union and non-union.
 - ❖ Transportation (**Often over 400 Truck Loads/Day**)
 - Auto-pay, Private Fleet and contract carrier (Bulk and Van), and Maintenance
 - Carrier and Dedicated contract negotiations and maintenance over \$35MM/yr.
 - Import and Export
 - Filled additional responsibility as National Transport Manager.
 - ❖ Warehousing (**Over 1MM Sq. Ft.**)
 - Multi-site (plant and stand alone)
 - Warehouse Management Systems (WMS) and Radio Frequency (RF)
 - **Contract negotiations, evaluations, and maintenance ~\$10MM/yr.**
 - Subject-matter-expert on warehouse design.
 - ❖ Customer Service (~70k customer orders/yr)
 - ❖ Strategic and Production Planning, ERP (~86 MM units/yr)
 - Seven factories, 15 production lines
 - Ensure product supply while minimizing total supply chain cost for 13 states, and facilitate all communication between sales and manufacturing.
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- Personally led the logistics design and successful start up of 3 of 4 new plants.
 - In 2003 had **highest Perfect Order/Order Integrity Rate in nation**
 - Effectively drove against company momentum and influenced leadership to delay the start up of a new plant. **Savings 2002: ~\$5.6MM**
 - FY 2001-2003 **Reduced Annual Distribution costs ~\$6.3MM** through the use of SPC, process improvement, and weekly focus meetings.
 - 2000 **Awarded “Vendor of the Year”** by largest customer in the Northeast.
 - **Co-Logistics Region of the Year 2000** after only one year in the position.
 - **Hand picked** from the field to ensure the smooth rollout of the **SAP**, Sales and Delivery (SD) module. (1998-1999)
 - As 1 of 3 leading members of the “One-Nestlé Truckload Freight Negotiation Team” **realized ~\$3.5MM annual savings for U.S. Nestlé companies** (1996-1997).
 - **Award for the “Best Transportation Center - 1996”**

Position History (Continually Transferred/Promoted to Address Critical Issues):

- Regional Logistics Manager, Ontario, CA (9/00 to 1/04)
- Regional Logistics Manager, Poland Spring, ME (3/99 to 8/00)
- SAP Implementation Team and Subject-Matter-Expert, Greenwich, CT (10/98 to 2/99)
- Regional Transport Manager, Ontario, CA (1/97-9/98)
- Regional Transport Manager, Allentown, PA (1/96-12/96)
- Regional Transport Manager, Somerset, NJ (10/94-12/95)
- Transportation Supervisor and Safety Coordinator, Ontario, CA (3/94-9/94)

Transportation Officer, United States Marine Corps (Sep-90 to Mar-94):

- Managed all aspects of vehicle transportation, including: the maintenance of 200 vehicles worth over \$7MM dollars, the direct supervision of 25 drivers and mechanics, hazardous material and environmental compliance.

Education:

- **B.S. Mathematics with Engineering Emphasis**, San Diego State University, 1990