

RONALD LOEBKER

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(513) 800- 3573

INNOVATIVE SALES REPRESENTATIVE

As an accomplished metalworking manufacturing professional with proven problem-solving experience, I am able to find and evaluate opportunities in diverse areas of manufacturing. I have a long history of providing superior customer service, leadership and communication internally and externally. I am comfortable creating dialog at the executive level or the manufacturing level, as a goal oriented, motivated team player.

PROFESSIONAL EXPERIENCE

Total Metal Solutions, LLC., Ripley, Ohio 2017- Present

Contract Manufacturing Representative, Owner

Large and small machining, grinding and fabrication, production quantities, small lots and one-piece orders.

- ◆ Heavy fabrication and machining up to 70,000 pounds
- ◆ Grinding 120 inches long, Centerless, ID/OD
- ◆ Turning up 95 inches in diameter, 60 inches long
- ◆ Capable of military and aerospace manufacturing
- ◆ Sold \$440,000.00 in the first 5 months of business

Milacron, Mt Orab, Ohio 2013 – 2017

\$350M manufacturer of plastic injection and extruding machines

Contract Sales/Project Manager

Increased contract sales by market research, led development and targeted cold calls; evaluated drawing packages for machining fit and manufacturing feasibility. Offering white glove service for machining, fabrication and manufacturing to support and expand steel foundries, custom machinery manufacturers and the oil and gas industry. Managed projects from initial lead to delivery of final product.

- ◆ Increase customer base by 10% first year of employment
- ◆ Sold \$200k second year, \$750k third year
- ◆ Established new clients, built relationships based on service
- ◆ Adjusted strategies to compete in changing and tightening market
- ◆ Used leadership, knowledge and interpersonal communication to sway lost, abandoned and neglected customers to return to Milacron Contract Manufacturing

Loebker Contracting, Ripley, Ohio 2005 - 2013

Contractor

Operations, Leadership, Cost Reduction, Field Service, Mechanical, Construction

- ◆ GE Aviation, Peebles Engine Test Operations
- ◆ Littleford Day, Inc, Florence, KY
- ◆ Federal Mogul, Orangeburg, SC
- ◆ Corning, INC, Painted Post, NY
- ◆ Revlon, Oxford, NC

Seal-Tite, Hillsboro, Ohio 2008 - 2010

\$30M manufacturer of residential and commercial HVAC duct and pipe

Continuous Improvement Director/Operation Manager

Led the logistics, receiving, safety, maintenance, product improvement, procurement and cost reduction departments of a 142k square foot facility with 119 hourly manufacturing employees and 6 direct reports

- ◆ Implemented order audits in the pre-shipping area which decreased billing and shipping errors by 98%
- ◆ Communicated directly with customers to re-design products to meet changing needs

Littleford Day, Incorporated, Florence, Kentucky

2006 – 2008

\$12M manufacturer of industrial mixers, dryers and reactors

Materials/Operations Manager

Led the material procurement, inventory control, production control, logistics, maintenance and safety departments of a 50-person manufacturing facility utilizing 5 direct reports in a 100k square foot facility

- ◆ Implemented manufacturing coordination meetings for Logistics, Purchasing, Inventory Control, Production Control and Manufacturing to remove communication barriers between the disciplines
- ◆ Using the Lean Critical Path Method (CPM) reduced equipment manufacturing time by 20%
- ◆ Reduced lead times and achieved 88% on time shipping for parts orders

Emerson Power Transmission, Maysville, Kentucky

2004 - 2006

\$28M sheave manufacturer

Production/Operations Manager

Led the operations, production and loss prevention of a 115k square foot, 82-person sheave and pulley manufacturing facility with a staff of 6, including engineers, supervisors and schedulers

- ◆ Reduced shipping costs from \$825.00 to \$200.00 per week by renegotiating shipping contracts
- ◆ Eliminated and prosecuted an eight-person theft ring, ending an estimated loss of \$500k over 5 years
- ◆ Initiated the first “Lights out Manufacturing” utilizing robotic arms and automated machinery
- ◆ Reduced standard set up time from 8 hours to 30 minutes for the Fractional Horsepower Sheave line
- ◆ Reduced annual costs by 15% using Lean initiatives and 5-S programs

Littleford Day, Incorporated, Florence, Kentucky

1999 – 2004

Productivity Specialist/Operations Assistant

Worked directly for the Vice President of Manufacturing as Production Manager, provided oversight and direction for 8 shop supervisors and 4 operations personnel of a 100k square foot facility, focused on cost reductions and loss prevention while maintaining and increasing product quality and throughput, directed on site off shore manufacturing in Brazil and Hungary.

- ◆ Directed a 6-month waste and cost reduction project, which culminated in decreased manufacturing costs by \$450k annually
- ◆ Redesigned the manufacturing areas to optimize floor space and increase efficiencies
- ◆ Designed, constructed and commissioned international manufacturing facilities for Littleford equipment

INTERNATIONAL EXPERIENCE

Developed and initial startup of International Manufacturing Facilities

- ◆ Brazil, Hungary, Mexico

2001- 2004

MILITARY SERVICE

Company Commander, Captain

US Army, Army Reserve, Ohio Army National Guard

1982 - 2003

- ◆ **Civil Affairs**, “A” Team, Assistant Team Leader, Ft. Bragg NC
- ◆ **Engineer Corp**, Company Commander, Engineers Officers Advanced Course, Ft. Leonard Wood, MO
- ◆ **Field Artillery**, Executive Officer, Artillery Officers Basic Course, Ft. Sill, OK
- ◆ **Top Secret Security Clearance**

EDUCATION / PROFESIONAL DEVELOPMENT COURSES

Education

- ◆ BA Industrial Technology, Kent State University

Management / Lean Training

- ◆ Six Sigma Green Belt Training, The International Society for Six Sigma and Process Management, LLC, Cincinnati, Ohio
- ◆ Lean Training, Emerson Electric, St. Louis Missouri
- ◆ Communicative Managers Training, Emerson Electric, St. Louis Missouri
- ◆ Lean Training, Milacron LLC, Mt Orab, Ohio
- ◆ Leadership Training, US Army

Certifications

- ◆ Certified ASME Welder, Division I Section 8, TIG and MIG up to ¾" thick Carbon and SS