

JOHN H. SMITH

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Design/Manufacturing Director

Versatile Design/Manufacturing Director with firsthand experience in all aspects of business startups including domestic and international marketing, product design and manufacturing, pricing, P&L, logistics, and IT infrastructure as well as human resources, quality control, and financial management. Founded company in garage that grew to \$1.7M annual revenues with 40 employees and spearheaded creation of Copier XMO business group within Copier Corporation.

Expertise includes design and production of complex, cutting-edge products. Achievements as consultant include recommending process changes for one startup manufacturer that reduced unit cost from \$18 to \$1.32 and increased production yield from 20-30 parts per day to 300-400. Accustomed to applying lean practices and Six Sigma principles and to generating continuous improvement initiatives.

PROFESSIONAL STRENGTHS

**Leadership – Strategic Planning – Project Management – Product Design – Business Processes
Cross-Functional Teaming – Budget Control – Quality Control – Alpha/Beta Testing
Vendor Relations – Staff Supervision/Development – Employee Relations
Regulatory Compliance – Lean/Six Sigma Principles – Best Practices**

RELEVANT EXPERIENCE

FB CONSULTING ENGINEERING, Tampa, FL

2003 – Present

Independent Consultant

Provide expert advice to both startups and established businesses in areas of design engineering, manufacturing, costing, logistics, and IT needs. Assist in identifying infrastructure design and installation requirements for next-stage manufacturing. Recommend processes to lower costs and increase productivity and reliability.

- Designed tooling and die for plastic and metal parts for high-yield production.
- Performed cross-platform redesign and integration to use components in larger quantities, allowing mass manufacturing practices and lower unit cost.
- Consulted on heat load, power requirements, hazardous waste management, air/water purification designs, and installation.
- Established processes to ensure reliability testing and return/repair center issues were communicated to design and engineering personnel for next iterations of products.
- Trained workers in EOS/ESD including equipment implementation and tracking programs.

AAA AUDIO, San Mateo, CA

1990 – 1997

Owner/Operator

Designed and manufactured high-quality audio equipment for consumers from concept through production and distribution. Won enthusiastic reviews for quality from such publications as *Audio* magazine and *Stereo Review*. Sound equipment was adopted by three laboratories to improve their test results.

- Received 4 patents and established 12 trademarks on multiple products.
- Managed multiple cross-platform and timeline projects including new product design, marketing, production, and field placement of all AAA Audio products.
- Performed product flow and parts distribution tracking; designed manufacturing floor layout of assembly, quality control, and parts distribution areas.
- Set up repair center to track returns and provide feedback for improvements to quality and manufacturing process. Achieved return rate of less than 0.03%.

BLUE RESEARCH, San Mateo, CA

Senior Product Engineer/Project Manager

2002 – 2000

Senior Engineering Technician, Advanced Manufacturing Engineering Group

1997 – 1998

Managed 60+ multimillion-dollar semiconductor tool installations around the world. Responsible for all equipment support in Korea including engineering, project management, installation, and field training.

- Built alpha unit and first builds of equipment to verify mechanical fit, form, and function.
- Designed and produced testing equipment and fixtures for sub-assemblies and electronics.
- Facilitated corporate installation and crossover to SAP software from Manman and Excel.

COPIER CORPORATION, XMO, San Mateo, CA

Manager of Process Equipment, Equipment Maintenance and Process Facilities

Led team that analyzed Copier's field requirements and recommended creation of new group to build prototype products for Copier. Designed new wafer fabrication facility including all processing equipment, processing gasses, permitting, and facility and utility upgrades.

- Retrofitted fabrication facility, achieved permitting, and began production within 10 weeks although process should have required at least 9 months to complete.
 - Redesigned process chambers to accommodate available tool.
 - Used innovative approach to gain permitting for lecture bottle canisters of gas quickly as temporary replacement for larger containers that take 6 months for permitting.
- Managed parts and supervised personnel who provided support for semiconductor equipment.
- Created parts warehouse with a minimum of required on-hand parts to save costs.
- Installed high-pressure plumbing and toxic-gas management systems including all monitoring equipment.

RED CORPORATION, San Mateo, CA

Senior Manufacturing/Equipment Engineer

Significantly reduced cost to rebuild unit's load-matching network by redesigning match so rebuild was required only once every 2 years rather than every 6 weeks.

GREEN SYSTEMS, San Mateo, CA

Quality Engineer and Manufacturing Support

As Quality Engineer, played key role in winning Malcom Baldrige National Quality Award. Helped to convince Sandy Electronics to purchase company by creatively demonstrating product superiority to Sandy reps at airport security checkpoint.

NATIONAL SPACE RESEARCH CENTER, Tampa, FL

Intern and Material Research Assistant, Thermal Protection Branch

Asked to extend term as intern. Designed fixture that overcame problems with damaged adhesive, thus preventing the space shuttle from losing thermal tiles from its surface during harsh weather conditions or launch/reentry.

PROFESSIONAL AFFILIATION

Member and Trainer, PSD Association

EDUCATION

B.S. IN MECHANICAL/MATERIAL SCIENCE ENGINEERING, State University, Tampa, FL

ENGINEERING AND ELECTRONICS, State College, Tampa, FL