

4. Evaluated software and hardware (AR and Dispatch) and implemented installation and initial transition from old to new system, thus providing the opportunity for dramatic improvement to the efficiency of the involved departments.
5. Analyzed periodic market conditions, customer-buying practices and successfully maintained two major price increases resulting in a \$1.5 MM sales revenue gain.
6. Similarly, an analysis of credit and collection practices at Macy indicated changes that were successfully installed. With these changes the existing labor force reduced receivables by 35% (\$100,000/month) and virtually eliminated Bad Debt write-offs.

Vice President: 1992-1996

Formation and Start-up

7. Formulated a general business plan for owner/investors, coordinated and advised in efforts to locate equipment and acquire a site for Macy Ready Mix.
8. Refined the initial business plan, determined the product concept and supporting market strategy to establish a quality & service market niche for Macy as well as manage site improvements and the physical installation of the plant.

Commercial and Residential Construction Industry Experience

Lead Man, Field Superintendent/P.M., and General Contractor 1976-1992

Ferrari Woodworks: 1990-1992

Established new sites and remodeled others, specializing in the finest and unique millwork and finishes.

- Project management experience includes retail installations for notable entities. Remodel projects of “Abercrombie and Fitch”, “Anne Taylor” and “The Limited” sites were among a wide range of utility to glamour projects that were completed at or under time and budget.
9. Schedule deficits and over-runs on inherited situations were overcome with attention to detail and use of people skills with direct subordinates, and especially frustrated subcontractors and demanding mall administrators. On one occasion back charges as high as \$50,000 were avoided.
 10. We were chosen for prototype installations based on our excellent performance history in this field.

Willard Restoration:

Specializing in restoration of colonial period historical buildings 1986-1990

11. Completed three museum quality restorations of historical buildings. The Elijah Root House, the home of General Washington’s Lieutenant, being the most noteworthy.
12. Projects required careful dismantling and reconstruction on a new site with extreme attention to detail and workmanship in all phases of the project.
13. Reconstruction included reproduction millwork and construction with strict attention paid to not only materials but to methodology, including the use of historically accurate tooling.

Hussman Corporation: 1984-1986

Department store and supermarket remodels.

- Gemco/ Lucky, and Vons ”Super Store” remodels, among which was a case study for a project with problems, providing the opportunity to help with innovative solutions thereby removing the company from possible liability to one of value added billing.

Education

Queens College, C.U.N.Y. B.A. Mathematics 1969

References available on request