

CLAYTON D. HUBER

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SENIOR PRODUCTION MANAGEMENT EXECUTIVE

Business Acumen • Production Ingenuity • Employee Engagement

A Professional Manufacturing Operations Leader with the demonstrated skills, talents, and expertise to manage complex manual and automated production activities. Effective driving revenue, market share, and profitability through expansion of product offerings and the customer base. Focused on improving quality and providing dependable, conscientious service in support of customers' businesses. Dedicated to training, worker empowerment, and clear, concise communication to facilitate understanding and commitment. Consistent and resolute in delivering estimable ROI in consequential situations.

CORE COMPETENCIES

- Strategic Planning & Tactics
- Product Design & Development
- Team Building & Leadership
- Top- & Bottom-Line Growth
- Budget Development & Control
- Customer Satisfaction
- Operations Oversight
- P&L Direction
- Salesforce Management

PROFESSIONAL EXPERIENCE

Patterson Pump Company | Toccoa, GA

2000 – Present

An international supplier of pumps for the fire, municipal, industrial, flood control, plumbing, and HVAC markets.

General Manager Commercial Plumbing & HVAC | 2009 – 2021

Manage strategic planning and program implementation, business expansion, and daily operations of the HVAC pump and plumbing booster systems business unit through a multi-disciplinary staff of 27 direct reports and a department budget of \$10 million. Hold P&L and product quality responsibility.

Grew the Top Line

- **12% unit-volume gain realized** by using field input to guide the redesign of existing products.
- **Grew the business unit from startup to \$11 million** by increasing the number of finished goods and accessories offered and expanding the size of the field sales organization. Product upgrades and designs in compliance with revised Department of Energy standards expected to double volume.
- **Led a ten-month development program** of smaller-sized municipal booster systems selling for up to \$125,000.
- **10% top-line growth produced** as a result of enhanced product line marketability developed by changing designs to meet customers' installation requirements.

Enhanced Business-Unit Profitability

- **\$350,000 in annual production cost savings delivered** by managing the replacement of manual processes with robotic equipment and guiding redesign of affected products to maximize machine efficiency.
- **\$340,000+ savings expected** as a result of orchestrating controversial material changes in component parts.
- **Provided customers with access to directly mounted variable frequency drives** in anticipation of upcoming Department of Energy regulatory changes.
- **\$34,000 yearly rework expense avoided** and 5% of assembly time eliminated by substituting specialized components for traditional welding.

Strengthened Productivity and Efficiency

- **30% shrinkage of assembly time accomplished** by identifying problems and replacing some of the components.
- **Brought out-sourced production in-house** eliminating vendor stockouts and improving on-time shipments.
- **Communicated goals, expectations, and job responsibilities to employees** within multiple departments driving down product defectives 60%.
- **Expanded the customer base** by using root-cause analysis and field input to guide the redesign of existing products opening the door to previously unapproachable markets.

- **Mentored workers concerning improvements in the quantity and quality of work.** Instituted preproduction job reviews resulting in fewer critical errors and reductions warranty costs and lead times. Pushed on-time shipments to 98%.

HVAC Manager | 2005 – 2009

Oversaw fabrication, quality, product design, selling activities, and supplier and customer relations.

- **Reduced slow moving inventories by 15%** by adjusting inventories in response to predicted purchases.
- **Applied knowledge of production processes**, equipment, and personnel to prevent or mitigate work stoppages. Cross-training allowed shifting of the labor force resulting in uptime of 97%.
- **Developed standards and work procedures** for the product line.
- **Established and maintained relationships with priority customers** and expanded the number of company representatives to include 22 international companies.
- **Utilized lean and six-sigma concepts** and procedures to achieve 40% reduction in time to pick component parts.

Additional Experience:

Export Administrator

Assisted International fire protection and international water and waste-water sales in analyzing international markets and potential markets for sales opportunities.

- **Prevented potential equipment damage** by reducing the time finished product remained idle waiting to ship.

PREVIOUS EXPERIENCE

Habersham Medical Center | Demorest, GA

Chief Accountant

Pruitt Corporation | Toccoa, GA

Accountant

TECHNICAL SKILLS

Syteline ERP System for Manufacturing, Minitab™, Statistix™, Share Point, Docs, Visio, Zoom, Google Docs, Microsoft Office 365 suite, Blueprint Reading, Root Cause Analysis, Waterjet Operation, Programming, and Maintenance, Fanuc Robot Arm Maintenance, Fanuc Robot Controller Maintenance, Lincoln Electric Robot Training.

EDUCATION / ASSOCIATIONS

Master of Business Administration

Brenau University

Bachelor of Arts

in Accounting

University of Georgia

North Georgia Engineering Technology School Advisory Committee, Member
Hydraulic Institute Seminars, Contributing Participant