

ANDREW P. SANTULLI
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SUMMARY

A senior level executive with the ability and experience to tackle business challenges under adverse circumstances. Building and empowering teams, seeking cost-effective resources, and fostering collaboration to achieve success with problem-solving initiatives. International hands-on management experiences working on behalf of clients and employers to develop expertise in a number of critical areas that include:

- Working successfully with business and government officials in domestic and international locations
- Troubleshooting and applying creative solutions to business challenges, while employing traditional and nontraditional practices to meet the needs of each situation.
- Developing offshore manufacturing resources
- Initiating and implementing process improvement with measurable results
- Managing the interests of a portfolio of brands while addressing manufacturing and distribution efficiencies
- Developing cohesive management teams that are confident, engaged and productive

Worked with retail merchants, manufacturing facilities and governmental agencies in the United States, South America, Europe, and Southeast Asia. Focused on creating and fostering opportunities for business growth in a global manufacturing model. The platform for international success rests on studying different cultures and business protocols that shape global business practices and worldwide competitive positioning.

EXPERIENCE

SCHOTTENSTEIN STORES CORP/American Signature, Inc. (ASI) Columbus, Ohio 2008 – 2009

Vice President – Manufacturing / International Sourcing

A home furnishings retailer in the eastern US with retail sales in excess of \$1.0 billion dollars. ASI/Value City Furniture is vertically intergraded from design through delivery of all products sold in their 130 retail stores.

- Repositioned Asian product development, sourcing and inspection operation while reducing the headcount by 20%
- Redefined the scope of domestic QC staff resulting in a decreased in retail markdown with a smaller QC staff

CAMBIUM COMPANY, LLC Greensboro, North Carolina 2001 – Present

Founder and Manager

Cambium provides product development, sourcing and QC services for North American businesses seeking product in Southeast Asia. Other services include interim management, logistics and the sale of industrial real estate and other assets.

- Developed an international organization to support a portfolio of marketing & manufacturing clients
- Developed international resources with staffing in SE Asia
- Developed a supply chain to manage the movement of goods from manufacturer to consumer.
- Provided 360-degree services for domestic manufacturers seeking Asian manufacturing sources and the need to divest their US manufacturing facilities and equipment

LIFESTYLE FURNISHINGS INTERNATIONAL (LFI) High Point, North Carolina 1991 – 2001

Director of Manufacturing Services

LFI was a \$2.0 billion dollar manufacturer and marketer of home & contract furnishings with operations in North America, Europe and SE Asia. Among the companies owned by LFI were: Henredon, Drexel Heritage, Lexington, Universal, Berkline, Bench Craft, Robert Allen Fabrics and Maitland-Smith.

Directed manufacturing and technical services for LFI's operating divisions and managed the staff that provided these services.

- Provided onsite evaluation and training in SE Asian operations to implement operational changes in support of corporate safety, QC, environmental and marketing requirements
- Developed and implemented a cross-divisional product development process utilizing new technology. The goal was to shorten time to market and reduce sample expense by more than 50%. After the second year we recorded an annualized saving in excess of \$2 million dollars.
- Provided direction for all environmental compliance and remediation related to domestic operations. As a result all notices of violation (NOVs) were addressed without legal action.
- Represented the corporation in all international environmental affairs. While they received numerous demands to modify or cease operations, there were no interruptions in SE Asian facilities.
- Managed a 28 million-sqft real estate portfolio and disposition of fixed assets to maximize ROI.

HON COMPANY Muscatine, Iowa 1987 – 1991

Vice President - Manufacturing

Led operational management with full P&L responsibility for three facilities engaged in the production of office and contract furnishings. This included facilities management, QC, process improvement for lead-time and inventory reduction, product engineering, bid submissions and customer and community relations.

- Implemented cost reductions and increased production output by reducing one operation from a three-shift five-day operation to a two-shift four-day operation. Labor and operating expense were reduced by 25% while output was increased by 20%. The effect was a 40% reduction in labor cost per unit.
- Reduced in-process inventory by 40% and increased first time quality by 15%.

ETHAN ALLEN INC Danbury, Connecticut 1976 -1987

Plant Manager Union City, Pennsylvania 1982 – 1987

Provided operational management with full P&L responsibility for two manufacturing facilities.

- Managed initiatives that increased operating profit from 4% to 12% over five years
- Implemented quality improvement process based on Crosby Quality College model
- Developed profitable contracting business to stabilize our workforce in a down market

Controller / Office Manager Beecher Falls, Vermont 1979 – 1982

Technical Writer Danbury, Connecticut 1976 – 1979

EDUCATION

MBA Course of Study (Incomplete), – Long Island University, Brooklyn, NY

B.A. degree, Economics – Marist College, Poughkeepsie, NY

EDUCATIONAL COURSES

- Job Analysis and Evaluations - Hay Management Consultants
- Crosby Quality College – Phil Crosby and Associates
- World Class Manufacturing Series – Richard Schonberger
- Appraisal of Machinery & Equipment – International Society of Appraisers
- North Carolina Real Estate Brokers License