

GEORGE P. SEMBERT

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OBJECTIVE

Customs Brokerage / Import Compliance

SUMMARY

Licensed customs broker / dynamic operations and management executive with more than 20 years of experience and a history of increasing revenues, reducing costs, and optimizing processes. Expertise in operations, domestic and international procurement / purchasing, and the development and manufacture of organic chemical products. Proactive team leader with proven ability to add value by cultivating strong business relationships with customers and vendors. Other areas of expertise include: project management, product consolidation, contract negotiation, regulatory and ISO 9000 compliance.

PROFESSIONAL EXPERIENCE

SEMBERT ASSOCIATES, Greensboro, North Carolina (2007 to Present)

Consultant

Actively working with the Gerson Lehman Group soliciting projects related to purchasing and operations performance at small to mid-size specialty chemical firms

BOEHME FILATEX, INC., Reidsville, North Carolina • 1991 to 2007

International industrial performance chemicals company..

Vice President of Technology, Purchasing, and Regulatory Affairs

Managed corporate operations in raw materials and MRO purchasing / procurement for a business focused on production of chemicals with applications in the textile, leather, rubber, and adhesives industries. Directed product development initiatives and advised team on projects. Devised and deployed process improvements to bolster productivity and revenues, including overhaul of quality assurance to improve throughput. Oversaw company's technology programs, regulatory compliance (internally and in cooperation with contractors / vendors), and issues in the legal, copyright, and patent areas. Negotiated contracts and cultivated productive relationships with vendors, including research and analysis of different sources. Liaised with corporate parent in Germany and worldwide affiliates regarding technical issues and to ensure the necessary alignment of processes across facilities. Supervised 3 managers with 15 indirect reports.

Representative Accomplishments

Generated more than \$20M in revenues by developing numerous commercial products.
Increased profits \$4M over 12 years and facilitated a divisional sale for \$7.5M (double annual sales) by spearheading a project to optimize product line efficiency through consolidation and decrease in product quantity from 100 to 40.
Reduced expenses millions of dollars by cutting chemical purchasing costs more than 10% and packaging costs more than 30%.
Enhanced annual sales more than \$4M by developing acrylic, vinyl, and vinyl / acrylic emulsion polymers for the company's affiliated facility in South Africa.

Achieved \$500M+ in liability reductions stemming from EPA audits through effective negotiation.

Saved more than \$1M over 15 years by decreasing scrap losses through establishment of a product rework program.

Obtained U.S. and EU patents for a novel leather treatment finishing technology.

Led ISO9002 deployment.

PIEDMONT DISTILLERS, INC., Madison, North Carolina • 1997 to 2004

International scuppernong brandy distiller with annual sales in excess of \$1M.

President / Partner

Developed and deployed a business plan to establish a boutique / micro-alcoholic beverage distillery to create and sell a scuppernong grape-based brandy. Incorporated the entity and oversaw all operations, including the facility, equipment, maintenance, and administration. Devised and implemented strategies to generate brand awareness and market presence. Procured distillation and bottling equipment after preparing specifications and researching alternatives. Directed the distillation process. Designed product labels and other marketing materials. Acquired permits from the U.S. Bureau of Alcohol, Tobacco, and Firearms.

Representative Accomplishments

Guided company from pre-startup business plan to market niche as the southeast's only legally licensed alcoholic beverage production facility outside of Florida.

Spearheaded successful effort to sell the company.

Additional Experience (details on request):

National Starch and Chemical Corporation. Laboratory and Technical Service Supervisor.

Starks Associates. Chemist.

EDUCATION

Bachelor of Science in Chemistry

University of Pittsburgh, Pittsburgh, Pennsylvania

ADDITIONAL TRAINING / DEVELOPMENT

Numerous EPA / TSCA Regulatory Seminars

Emulsion Polymerization of Acrylic and Vinyl Monomers

The Dale Carnegie Course

U.S Customs Broker License # 27970

PROFESSIONAL AFFILIATIONS

American Chemical Society

American Leather Chemists Association

American Association of Textile Chemists and Colorists

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