

**JOHN W. MARKHAM, III**  
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## **SUMMARY OF QUALIFICATIONS**

Outstanding leader, with strong organizational and communication skills. Detail oriented, with a thorough knowledge of current manufacturing and purchasing practices and a clear vision to accomplish or exceed goals and objectives.

## **PROFESSIONAL EXPERIENCE**

### **CONE MILLS/INTERNATIONAL TEXTILE GROUP - GREENSBORO, NC 1996-2008**

Global diversified textile manufacturer with annual revenues in excess of \$1 billion and more than 10,000 employees operating in North America, Europe, and Asia. Majority-owned by private equity funds controlled by WL Ross & Company, formed in 2004 by combining assets of former Burlington Industries and former Cone Mills Corporation.

#### ***Purchasing Manager***

- Purchased capital equipment as well as yarns/fiber required for manufacturing plants, with total values of purchases averaging \$35 to \$45 million/year.
- Purchased production equipment parts/maintenance, material handling equipment/services, office/IT equipment, electrical parts and maintenance/janitorial services.
- Managed supplier database including negotiated payment/shipping terms and development of equipment performance guarantees.
- Developed and applied equipment leasing procedures.
- Developed procedures and processes to implement SOX compliance.
- Developed the sales and marketing of manufacturing waste by-products, including plant waste by-products as well as metals, paper and plastics. A database system was developed using MS Access to track and report sales of (\$2 million year average).
- Marketed and sold company-wide surplus equipment/assets, with sales tracked and reported to management using MS Access.
- Sourced energy supplies including oil gasoline, coal, and natural/propane gas.
- Coordinated Purchasing functions with Logistics, A/P, Cost, Credit, Product Development and Scheduling Departments.

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- Provided input, coordinated payments and managed sensitive communications with suppliers during Chapter 11 Bankruptcy of Cone Mills Corporation.

### **PROFESSIONAL EXPERIENCE (continued)**

#### **CONE MILLS CORPORATION, GREENSBORO, NC 1990-1996**

##### ***Manager of Corporate Technical Support***

- Managed three technical support groups (total of 13 persons), responsible for chemical and microscopic analysts, manufacturing/finishing equipment and process audits, garment wet-processing development and customer support.
- Compiled and distributed a yearly overview for Management, both domestic and world-wide competitors, utilizing data gathered through travel to eight manufacturing companies to acquire producing equipment information.
- Provided input and recommendations concerning equipment technology, process improvement and quality assessments of various technical areas of manufacturing and finishing operations.
- Provided assistance to Manufacturing/Finishing plants to become ISO 9000 compliant.

### **EDUCATION AND COMPUTER SKILLS**

- B.S., North Carolina State University, Raleigh, NC – Graduated 1969
- Institute of Textile Technology Executive School/World Class Manufacturing, Charlottesville, VA
- Proficient in Microsoft Excel, Access, Word, PowerPoint and Outlook
- Proficient in the use of purchasing database systems including Crystal Report Development

### **PROFESSIONAL DEVELOPMENT**

- 2nd VP of the Board of Governor's of the Southern Textile Association
- NC/VA Division Chairman of the Southern Textile Association
- Chairman of the Vendor Selection Committee of the Industry/US Government Consortium (AMTEX) - Computer-Aided Fabric Evaluation system (CAFE)
- Phil Crosby Quality Education Instructor
- Institute of Textile Technology World Class Manufacturing Training
- United Way Loaned Executive
- Junior Achievement Executive Counselor
- Past Director of Public Relations for the American Society of Quality Control