

John A. Shulman
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WORK HISTORY

- 1997-Present** *President, Ramsay Fabrics, Inc. (New York)*
Supplier of specialty woven textiles; impact printing, general industrial, medical, home furnishing, performance apparel, and other applications. Responsible for marketing/sales, product development, strategic raw materials sourcing, production planning, costing & pricing, quality control for strategic alliance manufacturing partner. Consult with partner on operations, personnel, financial issues.
- 1984-1997** *President, Ramsay Fabrics, Inc., Stanwood Mills, Inc. (New York, Pennsylvania)*
Managed all operations for \$15 million specialty weaver with multiple technologies. Markets served as above. Re-directed company from commodity to niche markets. Developed and implemented customized quality-improvement program; resulted in 80% reduction in defects prior to introducing new technology. Successfully managed modernization program, including transition to 24/7 schedule. Secured public/private equipment. Negotiated union labor contracts resulting in below-market increases three successive terms. Initiated strategic manufacturing alliance, which led to merger of manufacturing operations; reduced manufacturing costs by 40%. Structured all aspects of deal. Successfully managed transition.
- 1979-1984** *Group Vice President, Plastiglide Manufacturing Corp. (Hawthorne, Ca.)*
Managed two divisions for \$50 million hardware manufacturer. Injection molded plastics, metal stamping, and assembly. Grew division sales 30% per year; very profitable. Responsibilities included sales and marketing, product development, production planning; joint responsibility for assembly operations. Developed national distributor network for industrial products. Closed largest sale in company history. Also served as Director, Corporate Marketing. Directed all corporate marketing and advertising functions, including in-house agency. Special projects included design and implementation of sales force reporting system. Overall corporate sales increased 90% during tenure. Trustee for Pension Plan. Began as Marketing Director; promoted to Vice President after two years, Group VP after 3 ½ years.
- 1976-1979** *Engagement Manager, McKinsey & Company, Inc. (Los Angeles, Ca.)*
Managed consulting projects in, marketing, manufacturing strategy, and executive compensation. Successful projects in petroleum, insurance, packaged foods, and printing industries. Managed projects after two years (normally 3-4 years).

EDUCATION

- 1976** MBA, Stanford University Graduate School of Business; marketing/finance major
1973 BA, Stanford University; economics major. Phi Beta Kappa

ADDITIONAL INFORMATION

Volunteer, VISTA; Consultant assisting Asian-owned businesses (1973-74)
Arbitrator, American Arbitration Association (GAC); Panel of Neutrals since 1991
Past Member, Young President's Organization/World President's Organization
Past Guest lecturer, Columbia Graduate School of Business
RTM (4th term), District 8
Member, RTM Claims Committee
Founder, North Mianus Sewer Assn.; successfully negotiated sewer project cost adjustments and other project related issues. Consulted with Condemnation Commission on assessment allocation formula. (Note: not associated with current litigation.)