



Donald Lundberg

Manufacturing & Operations Management Executive

BACKGROUND SUMMARY

A collaborative leader with successful financial and operational results in multiple industries, Don possesses a unique blend of Lean Manufacturing & Senior Operations Management expertise. He has over 25 years of experience in transforming & leading privately owned as well as private equity funded businesses in both turnaround and continuous improvement scenarios. Don also has a heavy focus on operations improvement that translates into impactful EBITDA improvement.

EXPERTISE & ACHIEVEMENTS

- Multi plant manufacturing leadership encompassing \$200 million annual revenue in a \$1 billion private equity owned supply chain organization.
- Business growth from \$25 million to \$80 million in 2 years, along with negative EBITDA improved to \$8 million in a privately owned manufacturing organization.
- Doubled EBITDA performance (from \$8 million to over \$15 million) by reducing operational expenses coupled with sales growth.
- Kaizen activities achieved over \$1 million in cost savings.
- 40% sales margin improvement through cost reduction initiatives.

PROFESSIONAL HIGHLIGHTS

Consumer Goods Paper & Plastic Packaging Manufacturing Company: Don served as Vice President of Manufacturing for three manufacturing plants. He provided executive operations leadership, driving increased manufacturing capability and capacity through capital equipment investments and implementing change management and continuous improvement systems to transform the business. Don's work also involved building & mentoring the leadership team, CapEx procurement, and establishing a manufacturing excellence operating system in the plants with KPI metrics, operations scorecards, and lean manufacturing systems.

Consumer Goods Manufacturing Company: Don served as Vice President of Operations for this \$80 million revenue company in Florida with primary distribution in the United States, Canada, & Mexico. He provided executive operations leadership, managing all responsibilities for a 24x7 operation. This privately owned business required building the team, talent development, and operational systems for a lean manufacturing business transformation. Don implemented grassroots lean systems of workplace organization, standardized work & visual factory methods that were sustained following David Mann's "Creating A Lean Culture" approach, as well as other lean initiatives centered heavily on process improvement. He also developed the company's recycling program using ocean/marine waste and curbside waste on all finished goods products. Over a 2 year period, Don oversaw 10 salaried and 300 hourly staff members, a 550k sq ft warehouse space, and over \$10 million in capital investments (injection mold machines, robots, and auxiliary equipment). Don rightsized the company's product offering, performing SKU rationalizations to reduce manufacturing complexity.

General Motors Corporation (Powertrain & Propulsion Group): As Lead Industrial Engineer for General Motors engine and powertrain systems manufacturing program, Don worked in Detroit for 6 years building Cadillac engines for the North Star premium V6 & V8 programs. He was progressively given higher levels of responsibility in product development as the voice of the customer/design for assembly on GM's premium V6/V8 worldwide engine programs. Rick Wagner, CEO of GM at that time, designated the North Star engine plant as the worldwide benchmark engine program for GM North America. Engineers and executives from Toyota manufacturing plants also collaborated and shared lean best practices with this North Star engine plant.

SELECT EXPERIENCE

Vice President of Manufacturing
Vice President of Operations
Director of Manufacturing Services
Director of Operations
Regional Operations Manager
Lead Industrial Engineer

CORE COMPETENCIES

Lean Transformation
Lean Manufacturing
Toyota Production System
Continuous Improvement
Kaizen/Six Sigma
Value Stream Mapping
Root Cause Analysis
DFM/DFA
Project Management
Plant Operations
Production Management
Supply Chain Management
Inventory Management
Industrial Engineering
Plastic injection, blow mold, extruded film processing