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Objectives

An entrepreneurial individual with extensive experience in the RV and automotive industries. With a background in manufacturing, materials, sales, forecasting, purchasing, MRP, inventory planning, computer programming and general management.

Education

University of Michigan

Dana Corporation certified supervisor

Experience

Vice President of Sales (2/2004 – 8/2013)

Command Electronics, Inc (15670 Morris Industrial Drive, Schoolcraft MI 49087)

Command is a mid sized (45 employee) manufacturer and distributor of low voltage lighting primarily to the RV industry.

Sales and marketing responsibilities. Implemented MRP, computerized quoting system & production planning/forecasting systems. Created an online presence to showcase products to OEM customers while simultaneously increasing retail sales from \$50 daily to \$600 daily. Forecasting, product design and quality responsibilities. Awarded patent for interior light in June 2012.

President/Owner (9/2003 – 9/2008)

Creative Trailer Components, LLC (Angola, Indiana)

CTC was a small (4 employee) cable assembly company manufacturing products for the RV industry.

Designed a unique 7 way trailer cord connector. Started up a manufacturing concern to produce this assembly for the RV industry. Grew an on-line sales operation.

Plant Manager (9/1992 – 9/2003)

Theodore Bargman Company (Albion, Indiana)

Theodore Bargman Company, later a part of Tekonsha Engineering and the Dana Corporation, was a manufacturer of low voltage lighting products for the RV industry. The company was primarily involved in plastic injection molding and assembly.

As materials manager oversaw purchasing and inventory issues, implemented MRP system. As plant manager, ran a 100 person facility operating on three shifts. Enabled steady year after year improvements in plant efficiency. Set up numerous planning & manufacturing systems which enabled a 41% decrease in inventory, reducing quoted lead times from 2 weeks to zero, and improved on-time shipments from 80% to 99+% during a time when sales increased 50%.

Operations Manager (9/1987 – 9/1992)

Advance Stamping (12025 Dixie, Redford MI)

Advance Stamping was a contract manufacturer producing deep drawn metal stampings.

Approximately 100 employees including general production, tool room and engineering functions.

Hired as sales engineer, later promoted to operations manager. Implemented scheduling systems responsible for improving on time shipments from 55% to 80%+. Direct sales responsibility as well as managing a number of sales reps around the country.

Independent Sales Representative / Owner (1982 – 9/1987)

Whitcomb Associates (Livonia, MI)

Part owner of a sales rep organization selling plated die casting, plating services, stampings, and plastic injection molded products to manufactures in the state of Michigan. Developed and sold software to perform statistical process control & gauge repeatability/reliability studies.

Senior Buyer (1978 – 1982)

Norris Industries (Novi, MI)

Norris Industries manufactured wire wheel covers for automotive OEMs with 6 plants located in multiple states.

Helped design, implement and train an MRP system and inventory control systems in all plants. Responsible for vendor contact, negotiations, quality/delivery issues. Responsible for \$50 million a year in purchases.

Initial position was Division Materials Assurance Coordinator. Resolved supply issues for six plants supplying product to OEM automotive companies.

US Air Force, Medic (1971 – 1975)