

## Career History

W. Louis Goodin

2926 NW 49<sup>th</sup> Ave.

Jennings, Fl. 32053

H# 386-938-3074 c#386-855-2392

Email wlgoodin@gmail.com

With my experience, I feel very qualified to lead and direct a team in attaining desired goals and profits. As outlined below, with the exception of a several years stretch as a retail owner/operator, one can see an ever-increasing success record during my tenure at each position held in manufacturing and local government. My experiences include the development and management of teams with an out-of-the-box, can-do mindset.

## WORK EXPERIENCE

Aug, 2013 to present – County Coordinator for the Hamilton County Board of Commissioners. During this time, I have had the opportunity to direct the implementation of the directives and policies of the Commission by administering the day-to-day management of the Public Works, recreation, solid waste, Emergency Medical Services, Veteran Services, Custodial, Building Department, and County Fire Department as well as implementing the code enforcement and animal control departments. Also perform responsibilities of HR dept. along with the clerk's office.

Nov,2010-Aug,2013 – Contractor sales associate for a local hardware and building supply. During the first year in this position, I surpassed all employee sales records in the history of company. Established new customer base as well as nurturing existing business. I also performed much of the purchasing and some of the scheduling.

Aug, 2003-Aug, 2010 – Owner/operator of a retail building and agricultural supply business. Managed up to \$1.8 million annual sales until economy down-turned and business was forced to close.

Nov, 2000-Aug, 2003 – SAFT America, Valdosta, GA. – Operations Manager for 150 employees and \$50 million segment of this international manufacturer of Ni-Cad energy storage systems for the aircraft/rail industries. During my time at SAFT overtime decreased from 25% to less than 10%, and on-time delivery improved to 85% from below 70% levels. While at this location I participated in implementing an in-house vendor warehouse greatly reducing inventory levels. Also participated in labor negotiations and was instrumental in securing labor contract 33% longer in duration.

Aug, 1990- Jul, 2000 TI Group Automotive, Valdosta, Ga. – Plant manager for this manufacturer of automotive fluid delivery systems (hose and tube assemblies). Success at this location was phenomenal and has yet to be equaled within the company. On-time delivery between 1992 and 2000 was 100% on sales of \$18 million annually. Labor productivity was 95%. A company record of 688 days (avg. of 100 employees) without a lost time accident was achieved. Only one month in ten years was the operating margin below 30% and that was due to a work stoppage by customer. Budget goals were constantly met every year. Inventory turns averaged between 25 and 30 turns. All of the performance metrics were reason enough to keep the plant profitable and viable well past the point in which it needed to expand past its 30,000 sq. ft. capacity. The plant was closed in July, 2000 and moved to a larger facility in Mexico.

1977-1990 Various Quality Engineering and Manager Functions held with three different companies involving SPC implementation, vendor surveillance, and quality improvement programs.

## EDUCATION

Graduated 1977 from Valdosta State University – BBA Marketing

Various continuing education including ITT Quality, Taguchi DOE, and Virginia Darden School of Business