

RICHARD D. LEHMERT

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A senior level manager with 39 years experience in purchasing, operations, equipment and facilities utilization, and business planning. Demonstrated strengths include professional negotiating skills, team building, project management, creative problem solving, analysis, and Strategic development and implementation.

SUMMARY OF EXPERIENCE

QUEBECOR-WORLD, South Windsor, Greenwich, & North Haven, CT

2000 - 2009

A \$5 billion dollar (23,000 employees) North, South and Latin American commercial printer, with one hundred regional plants, specializing in pre-media, digital and direct mail, retail advertising inserts, directories, book publishing, catalogs, magazines, general commercial printing, mail list technologies, and logistics on a international scope.

Senior Director of Paper Suppliers & Operations Support

2007 - 2009

Overall responsibility for all paper purchasing for the Direct Mail Group plants, with overall purchasing responsibility for all coated free sheet papers for the corporation in the U.S. and Canada. Major interaction with the sales group in the business unit, to assist in increasing the amount of Quebecor World controlled paper, as well as customer education on the paper industry and market.

- Negotiated and managed \$1.2 million annually of volume incentive agreements with major paper companies.
- Successfully negotiated paper sales totaling \$2.5K in 2008, to reconfirm existing customers.
- Negotiated agreements with mills to achieve new paper sales of \$1.2 million for eight new accounts in 2008.
- Achieved improved paper EBIT on existing accounts of \$900,000 in 2008.
- Negotiated improved terms with suppliers, valued at \$967,000 annually.
- Successfully secured training in proper paper claims investigation and filing for 334 employees in the US & Canada.
- Led trials for three Asian paper grades versus domestic suppliers, thereby developing the potential for increase paper sales in Quebecor World's Western North American plants.
- Achieved paper claims closed within 15 days on average, with 98% recovery of claimed dollars.
- Developed presentations and webinars for sales training and customer paper market updates.

Senior Director of Paper Suppliers & Operations Support

2006-2007

Overall responsibility for North American paper procurement, with purchasing responsibility for all papers for the corporation in the U.S. and Canada.

- Directed paper purchasing responsibility for the Retail, Direct, & Targeted Publication / Catalog business unit regional plants, totaling 1.5 million tons per year.
- Managed a team of accomplished professionals in all aspects of paper management, supply chain, and procurement.

Senior Purchasing Director – U.S. Paper Operations

2004 - 2006

Overall responsibility for all U.S. paper operations, with line paper purchasing responsibility for the Retail, Direct, & Targeted Publication / Catalog business unit regional plants, with overall purchasing responsibility for all uncoated groundwoods, uncoated freesheet, and coated freesheet papers for the corporation in the U.S.

- Supervising a team of accomplished professionals in all aspects of paper management, supply chain, and procurement.
- Negotiated and managed Annual Volume Incentive Rebate agreements with major paper companies totaling in excess of \$5 million annually.

Purchasing Director - U.S. Paper Operations

2000 - 2004

Overall responsibility for all uncoated groundwood paper purchases for all of the U.S., with line paper purchasing responsibility for the Retail Group business unit regional plants in the US.

- Managed over 600,000 tons annually of uncoated groundwood purchases from 15 plants.

WORLD COLOR INC., Greenwich, & South Windsor, CT

1998 - 2000

A \$3.5 billion dollar (12,000 employees) US commercial printer, with forty regional plants, specializing in direct mail, retail advertising inserts, catalogs, magazines, and general commercial printing on a national scope.

Manager, Paper Operations

Overall responsibility for all uncoated groundwood paper purchases for all of the U.S., with line paper purchasing responsibility for the Retail Group business unit plants in the US.

- Centralized purchasing of all of the newly acquired retail plants to take advantage of the multiple plant purchasing opportunities.

CENTURY GRAPHICS CORPORATION, New Orleans, LA & South Windsor, CT

1995 -1998

A \$140 million dollar (575 employees) commercial printer, with four regional plants, specializing in retail advertising inserts on a national scope.

Vice President, Purchasing

Responsible for all raw material purchases for all of the regional plants, with overall responsibility for all purchasing functions for the corporation.

- Reduced paper inventory at the various plants by 25% realizing an improvement in cash flow by freeing up \$1.8 million dollars of inventory.
- Consolidated spending in the \$85 million dollar raw material budget to take advantage of greater purchasing power, resulting in a reduction in ink expenses of 15% and additional savings of 12% in pre-press supplies.
- Directed the negotiations for a new national telecommunications contract that resulted in annual savings in Excess of \$250,000.
- Directed a task force made up of managers from all divisions to review raw material standards for paper, ink, film, and plates, the goal being to standardize these products to achieve greater continuity between the printed results of the plants.

B & B ASSOCIATES, INC., South Windsor, CT

1993 –1995

A \$20 million dollar (150 employees) commercial printer specializing in retail advertising inserts in the Northeast.

Purchasing Manager

1993 -1994, 1995

Responsible for all raw materials purchases for the plant, and supervising the Estimating and Traffic departments.

- Directed over \$14MM worth of paper purchasing and \$6MM of other raw material and supply needs for the plant.
- Negotiated a recycling and waste contract that resulted in a \$45,000 revenue stream while reducing the trash removal expenses by \$15,000 annually.
- Reviewed and reconfigured the plant estimating systems to better portray the actual functions of the various production departments.

Pressroom Manager

1994 - 1995

Responsible for the operations in the Pressroom, Quality Control, Purchasing, Warehouse, Traffic, and Maintenance departments.

- Directed three-tiered work force consisting of two managers, thirteen supervisors, and 75 hourly workers.

CERTIFIED AD SERVICES, Fresno, CA

1991 -1993

A \$17 million dollar (200 employees) commercial printing operation specializing in direct mail, advertising inserts, and weekly shoppers for the Central and Northern California area.

Plant Manager

1991 -1993

- Led all aspects of the production process including Customer Service, Art, Composing, Camera, Quality Control Press, Transportation and Maintenance.
- Project Manager for a \$2.75 million acquisition of a state of-the-art heat set printing press, including equipment evaluation and selection, negotiation, and coordination of air pollution permitting as well as sourcing and negotiations for a \$250,000 plant remodeling and expansion to accommodate new press.
- Directed three-tiered work force made up of four managers, eight supervisors, and 180 hourly employees.

B & B ASSOCIATES, INC., South Windsor, CT

1980 -1991

A \$25 million dollar (200 employees) commercial printer specializing in retail advertising inserts.

Director of Operations 1990 -1991, Director of Manufacturing/ V.P. of Manufacturing 1988 –1990, Director of Creative and Customer Service 1986 –1988, Director of Financial and Customer Service 1985 -1986, Production Manager 1980 -1985.

Positions of increasing responsibility in the printing industry in Connecticut and New Jersey. 1972-1980

EDUCATION

Bachelor of Science, Printing Management, Rochester Institute of Technology, Rochester, NY, 1972.

Continuing Education

Boston University - Seminar of Accounting for the Non-Financial Manager, Annual Meetings - Web Offset Section and Non-Heatset Web Unit of Printing Industries of America, Key Productivity Center - How to Build a Better Team and Executive Negotiating Seminar, RIT - Commercial Web Offset Seminar.

Former Industry Associations

Advisory Board, Association of Graphics Communications, NYC/CT PIA; papiNet North American Management Council Working Group of IDEAlliance; Metafore EPAT Early Adopters; Member, GAA Publication Paper Committee; President, PIA of Connecticut and Western Massachusetts; Vice President, PIA of Connecticut and Western Massachusetts; Treasurer, PIA of Connecticut and Western Massachusetts; Director, PIA of Connecticut and Western Massachusetts.