



MARK S. CASEY – SALES MANAGER
Birmingham Futures Exchange



CONTACT INFORMATION

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SUMMARY

Procurement professional with extensive experience in Manufacturing Industry with expertise in strategic planning, negotiations and supply base management on regional and global basis. Demonstrated consistent team effort and significant performance in cost savings, quality and delivery improvements using breakthrough techniques. Extensive knowledge in Raw Materials and Manufactured Components. Strong reputation for integrity and leadership. Excellent communication, negotiation, teamwork and interpersonal skills. Strengths include:

- Strategic Planning
- E-Procurement, Consortiums
- Global Negotiations
- Cross Functional Teams
- Communications, Presentations
- Commodity Expertise

PROFESSIONAL EXPERIENCE

M.S. CASEY LLC, Lewis Center, Ohio **2004-Present**
Global Raw Materials, consulting, sales, marketing, strategic planning and procurement firm.

President

GREIF INC., Delaware, Ohio **1999-2004**
Global Leader in Industrial Packaging Industry located in 42 countries, \$ 2.3 billion in 2004 Sales.

Group Director, Purchasing 2002-2004
Matrix responsibility for Global Steel Strategic Sourcing, Regional procurement for all commodities in America’s 122 plants and 42 countries.

- Directed Global Purchasing Team to achieve over \$45 million savings in 2004 with annual spend of \$700 million.
- Reorganized Global Procurement Group to effectively target additional savings of \$50 million in 2005 and 2006.
- Reduced costs over 40%, over \$1.2 million with new European Resin Cross Functional Team.
- Improved pricing over 8%, \$1.1 million in global polycarbonate purchases.

Manager, Raw Materials 1999-2002
Led steel and resin procurement for North America.

- Improved overall costs 8-25 % on \$100 million purchases through negotiations and design changes.
- Developed detailed sourcing strategies for steel and resin by incorporating supply chain management.

FORD MOTOR COMPANY, Dearborn, Michigan **1995-1998**
Global Automotive leader with over 245 manufacturing locations globally, \$164 billion in 1998 sales.

Global Raw Materials Manager 1996-1998
Developed regional and global strategic sourcing plans for ferrous, non-ferrous raw materials totaling over \$5.4 billion annual purchases.

- Led Cross Functional Teams globally that resulted in over \$ 900 million in savings.
- Designed, developed strategic sourcing plans for steel, aluminum, magnesium and steel scrap resulting in over 7% average annual savings.
- Improved quality to reach “0“ PPM in automotive steel, first in history at Ford Motor Co.
- Benchmarked by GE, Coca Cola and Chrysler for raw material supply programs and strategic commodity source planning.

North America Raw Materials Manager 1995-1996

- Developed cross-functional teams to achieve over \$400 million in savings, reduced inventory over 60% and improved quality over 400%.
- Reorganized group to better focus on supplier performance and competitiveness.

HONDA OF AMERICA MFG., Marysville, Ohio **1987-1995**
World leading automotive manufacturer, over \$ 50 billion in sales in 1995.

Assistant Manager Raw Materials Purchasing 1993-1995

- Exceeded \$25 million in savings on \$700 million purchases in steel, resin, PGM and aluminum.

Assistant Manager, Sales, Honda International Trading 1991-1993
Organized and managed sales in excess of over \$150 million to United States, United Kingdom and Japan. Supervised 14 associates.

- Improved sales 68% in 18 months.

Assistant Group Leader, Planning/Export Group 1989-1991
Developed and implemented purchasing policies; budget development and control, over \$250 million.

Assistant Group Leader, Plastic Interior Group 1987-1989

- Developed local sourcing along with six associates, savings of \$30 million, purchases exceeded \$650 million.

EDUCATION

Master of Business Administration, 33 credits
Syracuse University, Corning, New York

Bachelor of Science, Industrial Engineering
New Jersey Institute of Technology, Newark, New Jersey

SPEAKING ENGAGEMENTS

- CRU International
- Purchasing Magazine
- Steel Survival Strategies (NYC)

PROFESSIONAL AFFILIATIONS

National Association of Purchasing Management, CPM
American Institute of Industrial Engineers