

FRED J. ENDELMAN, C.P.M.

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New York Houston Chicago

646-404-1648

Experienced manager of global strategic sourcing, business planning and development, change management with advanced degree in chemical engineering and achievements in the following areas:

- Global sourcing \$500 Mln/yr raw materials, chemicals, energy, metals, contract mfg, technology.
- Developing, managing global strategic plans, joint ventures, business initiatives, capital projects.
- Change mgt, business process re-engineering - leading multifunctional staff w/multinational scope
- International experience: 7 yrs Western Europe, 5 yrs E/SE Asia, 2 yrs expatriate in Tokyo,

Core Competencies: contract negotiation, strategic analysis using Total Cost of Ownership, Porter's Five Forces models, discounted cash flow financial analysis, managing multifunctional international teams, building/maintaining supplier/customer relationships, business process change management, Six Sigma tools, quality methods/audits, oral/written presentations.

WORK EXPERIENCE**FJE CONSULTING**

2005 – present

Provide strategic advice, tactical services in procurement, change management, business development, program management services to following clients:

DSM Americas, Parsippany, NJ

Implemented client's new process for strategic sourcing of \$1.5 B spend on energy/chemicals at local purchasing units in seven Business Groups with twelve plants in the US, coordinated w/European HQ.

- Saved \$1+ Mln/yr by replacing single source domestic supplier with imported material.
- Saved \$600K with alternate suppliers to avoid shutdown due to force majeure at sole supplier.
- Developed plan for soliciting supplier support to comply with European REACH import regulations.

Sasol Olefins/Surfactants, Hamburg, Germany

Led multi-national/functional change mgt team to develop workflow and key performance indicators (KPI) to provide global customers with WW integrated product /applications development, technical service.

Paint & Coatings Co: Developed program to restructure procurement of pigments at six NA plants – reduced projected spend \$500K/yr while increasing security of supply.

Start up pharmaceutical/biomedical device firm: Developed strategic sourcing process, implementation plan for transforming tactical, local purchasing units into centralized organization for going public.

SASOL NORTH AMERICA, Houston, TX (formerly CONDEA/Vista/Conoco Chemicals) 1979 – 2004

Manager, Procurement – Raw materials, chemicals, energy, metals, catalysts, technology, services.

Direct up to 7 staff in global sourcing, contract mfg, \$500 Mln/yr, 1-5 yr contracts @ \$10–\$150 Mln ea.

- Built \$500 Mln/yr strategic purchasing function for Vista Chemical after spin off from ConocoDupont.
- Established seven strategic contract mfg relationships with domestic and overseas suppliers.
- Consistently achieved 2-3% annual reduction in controllable Total Cost of Ownership for NA spend.
- Led multi-national/functional change mgt team to implement best practices for reducing WW spend.
- Reduced direct costs \$3 Mln/yr by combining regional demand and bidding out to global suppliers.
- Avoided \$2 Mln incremental feedstock costs in Gulf War I by hedging price with heating oil futures.
- Used Six Sigma techniques to save \$1 Mln/yr on purchasing catalysts on cost performance basis.
- Negotiated intellectual property contracts for licensing process technology and computer software.
- Developed supplier relationship process including annual audits of new and existing suppliers.

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Manager, Corporate Planning and Business Development

Managed corporate strategic planning process for three product lines with \$800 Mln/yr turnover, chaired quarterly senior management meeting to approve annual business plans, M&A and capital investments, managed special projects for M&A, diversified business development initiatives – domestic and foreign.

- Developed and implemented company's first strategic planning process for \$800 Mln enterprise.
- Helped double \$27/share price on leveraged buyout via cash flow projections for security analysts.
- As expat in Tokyo, launched JV in Singapore/HK to market oleo-chemicals from Indonesian plant.
- Negotiated \$500 Mln/yr raw mat, technology license agreements for new JVs in China and Mexico.
- Generated \$10 Mln/yr new business in China with specialty chemical for crude oil pipeline transport.
- Developed joint venture in Japan for producing raw materials for engineering plastics.
- Defeated \$175 Mln claim in arbitration as leader of multifunctional defense team.
- Directly supervised up to 7 individuals, including foreign nationals in Tokyo, Singapore.

EDUCATION & DEVELOPMENT**Education**

Ph.D. & M.S., Chemical Engineering, (Minor, Engineering Statistics), University of Wisconsin
B.S., Chemical Engineering, University of Illinois, *Summa cum Laude*, Tau Beta Pi, Phi Eta Sigma

Professional Certifications

Intellectual Property Law, New York University
Certified Purchasing Manager, Institute of Supply Management
Executive Program in Business Strategy, Columbia University

Computer Skills

Proficient in Microsoft Word, Excel, PowerPoint; SAP functionality

Foreign Languages

Beginner level ability in conversational Spanish, French, German, Japanese

Professional Activities

Chemical Marketing & Economics Group - American Chemical Society - New York Section
Institute of Supply Management – Certified Purchasing Manager
American Institute of Chemical Engineers - National Director; Chair, Petrochemicals Division
Resource Development Committee, Department of Chemical Engineering, University of Illinois

Volunteer Activities

Tutor, all science and math, New York State Regents Exam, NYC High School for Performing Arts,
Tour guide, Museum of Fine Arts, Houston, TX
Tour Guide, Holocaust Museum, New York City, Houston, TX

Outside Interests

Music, theatre, dance, tennis, swimming, skiing