

# Mark Salchli

## DIRECTOR OF ENGINEERING - EP Minerals, LLC

Sparks, NV

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Operations and engineering professional with experience in diverse products and technologies. Innovative and highly accomplished director with a proven ability to improve processes, decrease costs, develop strong teams, and improve company profits.

### WORK EXPERIENCE

#### DIRECTOR OF ENGINEERING

EP Minerals, LLC - Reno, NV - December 2007 to Present

Reno, NV Dec 2007-Present

One of the world's leading mining and manufacturing companies of high quality diatomaceous earth products. Diatomite is a unique material with several uses across a wide variety of industries, such as beer filtration, flattening agents for paint and soil amendments.

#### DIRECTOR OF ENGINEERING

As the director I am responsible for the management of a multidiscipline Engineering team. I am also responsible for forecasting and budgeting for three production facilities. I have successfully managed the installation of multiple large projects ranging from a 2 Megawatt Cogen/Heat recovery process to the design and startup of a Perlite processing facility in Blair, NE.

#### DIRECTOR OF ENGINEERING

Aristech Acrylics, LLC - Florence, KY - April 2002 to October 2007

Florence, KY April 2002-Oct 2007

The world's largest producers of seamless continuous cast acrylic sheeting. The products are used in a wide variety of industries including bathtubs, hot tubs, shower units, signage and skylights.

#### DIRECTOR OF ENGINEERING

Responsibilities included full facility P&L planning and management. Managed 80 employees including Manufacturing, Quality, Maintenance, Process Engineering, Warehouse and Materials. Responsible for developing and managing cost savings programs to increase machine/process efficiencies and reduce labor for the operations group. Delivered over 2.5 million dollars in savings to the bottom line with all major projects meeting projected ROI goals. Increased on time deliveries from less than 90% to levels above 97% while reducing lead-times by 25%. Implemented lean manufacturing standards in all facilities. Established all operational components/manufacturing processes/managed construction of newly acquired 270,000 sq. ft. off-site facility. Implemented and drove lean certification training. Implemented and utilized JDEdwards to manage all production ledgers and operational budgets.

#### GENERAL MANAGER (Procter and Gamble Client Services)

Viox Services Incorporated - Reading, OH - July 1999 to April 2002

Reading, OH July 1999-April 2002

A subsidiary of EMCOR Group, Inc., offering complete facility services from preventive maintenance, construction, engineering and integrated facility management.

#### **GENERAL MANAGER (Procter and Gamble Client Services)**

Responsibilities included the management of engineering services within five Procter and Gamble research and development facilities. Specific duties included the placement and management of engineering professionals within these facilities. Prepared and presented budgets to support 44 million annual sales. Developed and negotiated sales contracts with existing and new clients.

#### **Hillshire Farm, and Jimmy Dean**

Sara Lee Corporation - Cincinnati, OH - January 1998 to July 1999

Cincinnati, OH Jan 1998-July 1999

A global manufacturer and marketer of high-quality, brand-name products for consumers throughout the world. Some of the preeminent brands associated with Sara Lee are Ball Park, Douwe Egberts, Hillshire Farm, and Jimmy Dean.

#### **OPERATIONS SUPERINTENDENT**

Responsible for scheduling production and management of production associates. Other responsibilities included the development of annual budgets including (wages, contract labor, operating supplies, repairs to equipment). Developed and implemented all safety and environmental goals for the production departments.

#### **MAINTENANCE/ENGINEERING SUPERINTENDENT**

Sara Lee Corporation - Cincinnati, OH - November 1996 to January 1998

Maintained and designed new processes for a state-of-the-art, meat-packaging facility. Trained and developed four supervisors, four project technicians and forty maintenance engineers. Specific projects completed were the following: The installation of four continuous, vacuum packaging lines for Net Weight Link Sausage, redesign of Sausage Kitchen, installing ten Townsend NL linking machines, and the installation of a 3 million dollar meat co-extrusion line. All projects were completed under budget and commissioned without delaying production schedules.

#### **ENGINEERING/MAINTENANCE MANAGER**

GAF/BMCA - Florence, KY - June 1995 to November 1996

Florence, KY Jun 1995-Nov 1996

One of the largest building products companies in North America as well as the largest commercial and residential roofing manufacturer.

#### **ENGINEERING/MAINTENANCE MANAGER**

The initial focus of this position was to manage the rebuild of a twenty year old production facility. Responsibilities included the coordination of all engineering projects, plant employees, and capital expenditures throughout the plant. After successfully getting the plant back into operation, control measures to sustain what had been achieved were implemented.

#### **MAINTENANCE SUPERVISOR**

Sara Lee Corporation - Cincinnati, OH - April 1992 to June 1995

Responsibilities included the supervision of thirteen maintenance engineers. Other responsibilities included training the engineers on proper safety procedures. Specific training included the use and trouble-shooting of

PLC controlled equipment. The primary PLC used at HF&K is the Series Five, SLC150, and SLC500 Allen Bradley.

### **DISTRIBUTION/MAINTENANCE SUPERVISOR**

Avon Products Incorporated - Cincinnati, OH - March 1990 to April 1992

Cincinnati, OH Mar 1990-April 1992

A leading global beauty company with a product line which includes beauty products, fashion jewelry, and features brand-name products such as Avon Color, Anew, and Skin-So-Soft.

### **DISTRIBUTION/MAINTENANCE SUPERVISOR**

Responsibilities centered on the integration of new distribution equipment for the facility. Other responsibilities included supervising four maintenance mechanics and thirty production associates. The production area was designed around an MAS or Electromechanical Automated Picking System. This system automatically filled customer orders processed through an IBM mainframe system.

### **ELECTRONIC PRODUCTION SUPERVISOR**

Mercury Instruments - Cincinnati, OH - December 1986 to March 1990

Cincinnati, OH Dec 1986-Mar 1990

Manufacturer of precision instruments for the natural gas industry. The instrumentation is designed to measure and monitor gas pressure, temperature, volume and flow.

### **ELECTRONIC PRODUCTION SUPERVISOR**

Successful member of the design team formed to develop the first generation of the Electronic Corrector. Responsibilities included designing testing and manufacturing of the newly developed electronic equipment. Developed test and installation procedures used by manufacturing, quality control and customers to operate the instruments.

### **EDUCATION**

#### **MBA in Graduate Business Administration**

THOMAS MORE COLLEGE

#### **BSEET in Electrical Engineering Technology**

NORTHERN KENTUCKY UNIVERSITY

#### **Associate's in Electrical Engineering Technology**

CINCINNATI STATE COLLEGE