

DONALD A. TRENCH

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COO/VP, OPERATIONS/SUPPLY CHAIN FLAVORINGS, INGREDIENTS, FOOD, PACKAGED GOODS

Seasoned Operations Manager, Supply Chain Manager, Product Development Leader and Sales Executive currently with a \$1.2 billion public company. Expert at Global Supply Chain Management with three year ex-patriot assignment in Europe. Background includes leadership roles in both short and long cycle businesses, including Specialty Chemicals, Foods, Ceramics, Metals, Flavors and Fragrances. Reputation for operational excellence through driving change while assuring improved quality, reducing costs, providing service excellence and generating cash. Significant experience at rightsizing/restructuring domestic and global organizations.

CORE COMPETENCIES: Six Sigma/Lean, SAP, IFT, FDA, OSHA, NIOSH, SMED, GMP, HACCP, ASME, SME, ISA, ERP/MRP, ISO 9001, CT-PAC, DOT, SHE, PSM,CIM, FCC, JAFFA, USP, JP, BP, Kosher, Halal, French, Spanish

KEY ACCOUNTS: Coca-Cola, PepsiCo, DPSG (Dr. Pepper Snapple Group), Johnson & Johnson, GSK, Pfizer, Firmenich, Givaudan, IFF, Symrise, Cadbury, Kraft, Cargill, PureCircle, Blistex, Unilever, Perfetti, Haribo, Wrigley, GLG, L'Oreal, Burt's Bees, DSM, Utz, Herr's, Kao, P&G, General Mills, Church & Dwight, Revlon, Phillip Morris, BAT, Japan Tobacco, Lorillard, McCormick, Nestlé, Altria, Alcan, Colgate-Palmolive, Campbell's, Danisco, Kerry Ingredients, Bayer, Novartis, RJ Reynolds

PROFESSIONAL EXPERIENCE

BRAND X CORPORATION (\$1.2 billion), Princeton, NJ

2008 - Present

VP, Quality, Product Applications Development & Key Customer Sales

Responsible for all Quality and Product Applications to support marketing and sales efforts in North and South America as well as Europe for the branded derivative products. Staff of 15 with a \$10 million budget. Direct management of key customers such as Pepsi, Quaker Oats, Kraft Foods, DSM, Johnson & Johnson, Corn Products, Blistex, Anheuser-Busch. Responsible for managing the quality team, regulatory, product applications development process, lab and personnel. Responsible to cultivate relationships with associated industries, Flavors and Sweeteners.

- **Raised order size from an average of 100Kg to 20,000Kg:** Sold internally the idea of building relationships with larger companies to foster long term sales. Won business with major cereal manufacturer to increase sweetness of cereal with no caloric content utilizing Magnasweet which was worth \$700,000 on a \$21 million base.
- **Pioneered business from several larger clients namely PepsiCo (\$300,000) and DPSG (\$200,000) in first orders:** Used approval of Stevia by FDA as an opportunity to introduce Mafco and Magnasweet to larger clients.
- Drop in smoking due to increased excise tax reduced demand of licorice extract used in cigarettes by 36%. Reduced operations from 5 days to 4. Furlough allowed everyone to keep their jobs which meant that our talent pool was not destroyed: **After 3 months on the new schedule, the kilo per work hour had increased from 100 to 132.**

BRAND X CORPORATION (continued)

- **Reduced OSHA recordable accidents from 14 in 2007 with over 100 lost work days due to accidents to 7 accidents in 2010 (50% improvement) and only 12 lost days (88% improvement):** Established a weekly Operations meeting for all parties that touched a facet of manufacturing including Safety, Quality, Procurement, Shipping.
- Promoted from VP USA Operations and Corporate Affairs.

BRAND Y, Princeton, NJ

2001 – 2008

VP Supply Chain Integration

Selected to be the Supply Chain leader for the due diligence work and then to lead the integration of the two Flavor Supply Chain organizations. Responsible for the 11 global acquired sites and the 540 personnel. Managed a multi-national, multi-cultural, multi-lingual team of supply chain professionals which covered: Manufacturing, Logistics, Customer Service, Purchasing, Quality, Planning with cross links to Sales and Product Development.

- **As a result of the integration project, grew flavors business by an additional 32%:**
 - Of the 11 acquired facilities, 8 were selected for consolidation.
 - 4 facilities were closed and their products transferred to Firmenich facilities in the first 6 months.
 - 2 additional sites consolidated in 12 months and the remainder was done at local levels.
 - Exceeded synergy projection by 115% in first year and delivered 52 Million CHF.
- Three groups, Production Planning, Customer Service and Materials Planning, were not working well together. Co-located the 3 groups into a single space. Clearly defined objectives for all parties: **As a result was able to absorb 30% more volume over 2 years with no additional headcount.**
- **Increased service levels from 78% to 99%:** Set up guidelines for products such as reviewing annual demands to set replenishment points which led to larger batches and better costs.
- Led a multi-disciplinary and cultural team to redesign work processes, work flows and to develop an integration plan as construction was to be performed in a working food grade facility: **Project was completed on time and for \$17 million.**
- Enlisted supervisors, lead operators and safety, quality and regulatory teams to participate in the design and implementation of an automation and capacity expansion project: **Automation was increased by 35%, overall capacity upgraded by 50% and was foundational in the increase in service levels from 58% to 92%.**
- Reduced costs impacted by small batches. Set goal for minimum of 10% free capacity to be used for urgent orders: **Costs stabilized and then went down by 10% with additional demands.**
- Previously Director of Supply Chain.

BRAND Z COMPANY

1994 - 2001

Gorham Plant Manager, Smithfield, RI

Responsible for all aspects of operations and facility management for Sterling Silver and Stainless Steel flatware businesses.

- Applied stainless steel techniques to manufacturing sterling silver: **Reduced WIP dramatically for silver, which cut the amount borrowed for fabrication. Increased speed of products going through fabrication from 6 weeks to under 10 days.**
- Retooled several patterns with modern tooling approach which was faster, cheaper and more reliable than traditional methods: **Quality of tools increased and required less grinding and polishing of finished goods.**
- Reviewed inventory and tooling library and found several popular patterns with collectors: **Absorption generated by new high priced and profitable items was more than what was lost in the high volume low margin business of stainless steel and a cash cow was born.**
- Promoted from Assistant Plant Manager Pomona, NJ

EDUCATION

Master of Business Administration

FAIRLEIGH DICKINSON UNIVERSITY, Rutherford, NJ

Bachelor of Engineering

STEVENS INSTITUTE OF TECHNOLOGY, Hoboken, NJ