

GARY E. OLSON

9835 WINONA DR. SW · TACOMA, WA 98498

Cell: 253-341-1526 · Home: 253-588-6904 golson.18@gmail.com

DISTRIBUTION, LOGISTICS, & OPERATIONS EXECUTIVE

Senior Management Professional with over 25 years of experience in implementing change, driving down costs, and improving productivity in a number of complex distribution environments. Demonstrated expertise in Efficient Space Utilization, Inventory Control, and Traffic/Delivery Management, Personnel Development, and Customer Support. Specialization in creating work cultures based on well trained, empowered, and innovative teams. Analytical and Bottom Line Focused.

PROFESSIONAL EXPERIENCE

AIRGAS -NORPAC – SPECIALTY GAS SERVICES (SGS)

2004 –2009

DISTRIBUTION MANAGER

- Administered a Vendor-Managed-Inventory (VMI) and Distribution Program supporting customers in Biotechnology, Research and Development, Analytical Laboratories, High-Tech Manufacturing, and Life Sciences.
- Increased gas cylinder utilization in the SGS delivery program by 60%.
- Reduced the number of unnecessary delivery stops by 65%.
- Implemented a new Driver Training Program that reduced overall training time by 30%.
- Implemented an SGS Safety Program resulting in an improved overall safety performance by 50%.
- Managed the development of a Driver Backing Certification Program that yielded an ROI of 162% and eliminated backing accidents within the SGS.
- Developed a Cost-to-Serve Distribution Model to assess relative profitabilities of geographic areas and specific customer accounts.
- Developed and implemented an enhanced Driver Recruiting Program involving all area truck driving schools and military bases – the latter in support of Airgas's Operation Home Front.
- Completed wage surveys and developed driver wage progression scales to insure that SGS drivers remain competitive in the Northwest market area.

MIDAS INTERNATIONAL

2000 –2004

DISTRIBUTION CENTER MANAGER

- Increased DC productivity by 40% over a 36-month period.
- Redesigned facility's layout, and re-slotted the existing inventory increasing storage capacity by 30%.
- Established greater accountability in cost control procedures reducing expenses 24%.
- Eliminated a previously adversarial customer/DC relationship; created a new customer oriented strategy focused on customer needs, sales growth, and value-added services.
- Developed and implemented an extensive employee screening and selection process for the Midas Logistics Group, consisting of 8 Distribution Centers.
- Planned and implemented the consolidation of two Distribution Centers into one facility.
- Implemented a new Warehouse Management System.
- Created a more accurate and efficient inventory control and cycle count program.
- Coordinated the closure of Midas's distribution network.

PACIFIC RIM IMPORT CORPORATION

1998 - 2000

DISTRIBUTION MANAGER

Oversight of six warehouse facilities totaling 450,000 sq. ft. and an inventory of \$17 million.

- Established aggressive performance standards resulting in a 15% improvement in picking efficiency.
- Redesigned the layout of a 100,000 sq. ft. warehouse, using Computer Assisted Drawing (CAD) program. Result: better utilization of available cube space and increased product throughput.
- Developed a more efficient storage/slotting methodology throughout the distribution network reducing labor costs, inventory errors, and the frequency of product moves.
- Introduced a more accurate, and a more quantifiable, performance appraisal form.

OLYMPIC DISTRIBUTING COMPANY

1997-1998

NORTHWEST REGIONAL MANAGER

Managed six regional warehouses and the sales force supporting them.

- Identified and implemented new sales strategies, refocusing on those customers that offered the greatest potential for rapid sales growth.
- Planned and implemented a warehouse relocation so as to improve customer service, as well as the company's sales potential.
- Began supervisory training plan focused on budget development, expense control, and team building.

PACCAR AUTOMOTIVE

1990 - 1997

DISTRIBUTION CENTER MANGER AND DIRECTOR OF DISTRIBUTION

Total operational responsibility for a 125,000-sq. ft. distribution center supporting up to \$50 million in sales per year.

- In seven years, reduced costs as a per cent to sales from 6.2 % to 3.7 %.
- Reduced staffing from 75 to 50 associates, despite sales volumes that increased 3-10% per year.
- In the same period, reduced the incidence of workers' comp claims by over 50%. Awarded PACCAR's President's Trophy for most significant improvement in safety performance within the corporation.
- Planned and implemented a \$750,000 warehouse reconfiguration.
- Established more aggressive performance standards and comprehensive personnel appraisal forms.
- In 1994, assumed responsibility for an additional distribution center, 400,000-sq. ft. in size, with a staff of 80 associates and 7 supervisors.
- Changed organizational structure and managerial approach within facility creating an environment based on mutual respect and increased employee assistance in identifying and resolving problems.
- Developed and implemented a delivery program that resulted in yearly savings of \$250,000.
- Served as primary distribution/logistics specialist in the selection of a new Warehouse Management System; wrote majority of specifications document used to evaluate competing products.

REPUBLIC AUTOMOTIVE

1986 - 1990

OPERATIONS MANAGER

Full operational and P & L responsibility of an 80,000-sq. ft. distribution center and a \$3 million inventory.

- Restructured warehouse, office, and order entry departments and established position - specific performance standards.
- Re-slotted inventory increasing utilization of warehouse space and improving product throughput.
- Reduced overall expenditures and increased profitability the last three years, despite flat sales.

GENUINE PARTS COMPANY, NAPA

1980 - 1985

SERVICE MANAGER (1984-1985)

Responsible for all warehouse functions in an automotive parts distribution center that supported \$30 million in sales, per year.

- Planned and implemented an expansion that increased available storage space by over 20%.
- Developed efficient delivery schedules to Alaska, resulting in a reduction in shipping costs by 30%.
- Developed clearly defined performance standards improving warehouse productivity by 7%.

PURCHASING AND OFFICE MANAGER (1980 - 1984)

Responsibilities included: Management of a \$3.5 million inventory; administration of all physical inventories and cycle counts; oversight of accounts payable and computer support functions; responsibility for all customer billings and credits.

- In four years, increased turnover from 6.6 to 8.0, highest among 62 distribution centers; increased average fill rate from 93.5% to 95.0%.
- Established and evaluated sales promotions in cooperation with the Sales Department; achieved a 30% sales increase over a three year period.

E D U C A T I O N

Bachelor of Science, Iowa State University, Graduated with Honors and Distinction