



John Bielby P. Eng.

A results-oriented manufacturing executive with experience in both smaller privately-owned and large, internationally managed operations, serving both local and global customers. John has driven business turnarounds, successfully grown businesses organically, and managed the integration of merged companies. He combines his comfort on the shop floor with his confidence in the Boardroom to enable good strategy to carry a business forward. His expertise in bringing together the strength of the enterprise team and his own well-honed analytical skills and inclusive style, delivers early positive improvements in every situation he takes on.

SELECTED ACHIEVEMENTS

- Successfully led business turnaround at a number of manufacturing operations by restructuring management, applying rigorous operational metrics and rebuilding marketing and sales capabilities.
- Built and executed successful business succession, including value improvement and sale of business
- Doubled sales and tripled profits at a single site operation by installing focussed teams to resolve chronic operating issues and re-orienting the product and marketing strategy to expand aggressively into the US.
- Reduced operating costs by 30 % and inventories by 35 % during a period of severe market downturn enabling operations to continue in positive cash flow territory despite significantly reduced revenues.
- Managed the successful integration of two merged North American manufacturers, rationalizing product and marketing responsibilities, as well as optimizing manufacturing facilities resulting in the anticipated business synergy.

PRIOR EXPERIENCE

- The Osborne Group
 - Agri-Plastics Inc.
 - Jamesway Incubator Co.
 - Allied Marine & Industrial Inc.
 - Global Plas
 - mSpec Group – ownership transition
 - Myers Industries, Lawn & Garden Group – general manager/project manager
 - Aecometric Corporation – interim sales management
 - FH Automation Inc.- interim C.O.O., strategic change/succession/ownership exit
 - Personal Business Coach – career mentoring
- Etratech Inc. – Chief Operating Officer
- Bonar Plastics Inc., North America – President; Group Executive, Low and Bonar Plc.
- Windsor Plastics Products – General Manager
- Lindsay Specialty Products Ltd. – President and CEO
- TRW, Canada, Carr Division – Director, Relay and Appliance Products, Plant Manager

QUALIFICATIONS

- University of Toronto – Bachelor of Applied Science, Industrial Engineering
- University of Windsor – Strategic Management & Planning
- University of Western Ontario, Ivey School of Business – Marketing Strategy
- Numerous short courses covering operations analysis; quality systems; finance and HR practices
- Professional Engineers, Ontario
- Past Boards of Directors – Assoc. of Rotational Molders International; Kawartha Manufacturers Assoc.; Etratech Inc.