

RICHARD P. TARGET

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CAREER PROFILE

- 38 years proven professional experience in Sales, Engineering and Global Business
- Effectively lead large organizations in developing manufacturing excellence.
- Demonstrated ability to setup and implement Lean Manufacturing Systems.
- Recognized as a creative and effective troubleshooter, and problem solver.
- Proven ability for solution delivery through new technology.
- Successful results in Process Re-engineering & Improvement in Corrugated Manufacturing.
- Demonstrated skill evaluating, training, motivating, and leading successful teams.
- Strong communication, documentation, and presentations skills to the executive level.
- Resourceful and flexible leader and thinker in modern, customer driven facilities.
- Recipient of 2009 TAPPI's Award for Outstanding Merit for Engineering Excellence.

Areas of Experience:

- | | | |
|-------------------------|------------------------|-----------------------|
| ◆ Project Management | ◆ Management Training | ◆ Process Improvement |
| ◆ Operations Management | ◆ Vendor Certification | ◆ Problem Analysis |
| ◆ Converting Machines | ◆ OEM Specifications | ◆ INK Management |
| ◆ Production Support | ◆ Quality Assurance | ◆ Tooling Design |

PROFESSIONAL EXPERIENCE

ON TARGET CONSULTANTS

2000 – Present

OWNER

As the owner of an international engineering consulting company, I have introduced, managed, and developed corrugated manufacturing facilities in order to respond to a growing and demanding cost conscience market. I have overseen sales, marketing and have personally implemented improved systems through a closely monitored system approach. My responsibilities included development and implementation of policies, processes, tools, and standards across the entire converting process. This resulted in improved profits, less product waste and improved production capabilities. Areas covered Europe, North America, South America, and Asia.

Key Accomplishments:

- Presented a number of TAPPI Short Courses to engineer groups around the world.
- Restructured incoming tooling systems including Ink, Printing Plates, and Cutting Dies.
- Implemented new and effective receiving systems for all tooling...
- Improved production capabilities through tooling design.
- Implemented best practice methodology, tools, and standardized converting policies.
- Implemented a stable test environment including caliper management, print register and die cut management.
- Increased and improved the technical skill of management through training, certification, and systems called "Audits."
- Successfully implemented a test framework for operators, supervisors, and sales professionals through technical presentations.

LANGSTON CORPORATION CHERRY HILL, NEW JERSEY, BRISTOL, ENGLAND UK 1991 – 2000

PRODUCT MANAGER – CONVERTING GROUP

As the Product Manager for Langston's Converting Group I was the liaison between Manufacturing, Engineering, and most importantly the Corrugated Industry itself around the World. My responsibility was to oversee and direct the design and development of new high speed Flexo Folder Gluers and Rotary Die Cutters. Langston excelled in building machinery responding to the new fast pace global packaging and shipping requirements.

Key Accomplishments:

- Developed overall Strategy and Approach for developing new printing technology.
- Developed a strong technical understanding and relationship between American, European, and Asian markets.
- Developed and implemented improved installation of multi-million dollar projects.
- Met with customer's senior management regularly in order to assure complete project support during multiplant projects.
- An active member of TAPPI in both Production and Design areas.

LANGSTON CORPORATION CHERRY HILL, NJ NEW SOUTH WALES, AUSTRALIA 1983 - 1991
QUALITY ENGINEERING MANAGER

As the Quality Engineering manager, I was responsible for directing and overseeing quality standards in manufacturing, engineering, metallurgy, and inter-relations of these various departments. Through the use of strong people skills, I was able to improve departmental performance through improved trouble shooting, communication skills and technical data transfer. I reported to the President as I needed the support and endorsement from his office.

Key Accomplishments:

- Managed and directed the day to day activities of the final machine inspection for Flexos, Die Cutters and various corrugator components such as Single Facers and Glue Machines.
- Implemented and enforced Best Practice processes and Quality Assurance throughout Langston.
- Oversaw the design, development, and testing of new corrugator roll metallurgy in response to the demand for processing and converting recycled fibers...
- Wrote and implemented a new Code Case for SA 649. ASME Technical Specifications...
- Managed and oversaw the design and implementation of new internal Testing Procedures.

LANGSTON CORPORATION
CANADIAN SALES MANAGER

1971 - 1983

I directed all sales and marketing for Canada, UK, and Northern Europe. I was responsible for managing Sales and Plant Installations including single machine installations to whole plant green field startups. I coordinated development activities and finances between development engineering and government organizations. I created and wrote specifications in order to obtain necessary licenses for pressure vessel design approval, testing, and installation in North America and Europe.

Key Accomplishments:

- Learned French in order to do business in Quebec, New Brunswick and the Maritimes.
- An active member in the Canadian Pulp and Paper Safety Association.
- Presented Technical Papers through multi language interpreters.
- Improved stabilization of production systems through process controls and access restriction.

EDUCATION

Bachelor of Science, Manufacturing Engineering - 1968
Philadelphia University - Philadelphia. PA

Graduated - Deans List
USMC - 1968-1971