

# Alloquor Consulting

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## **Biography of Charley Johnston** ***Manufacturing & Supply Chain Specialist***

Charley Johnston has over 15 years of international manufacturing, distribution and supply chain systems experience for Fortune 500 companies, mid-size businesses and start-up ventures. His experience includes working for respected consulting firms UTi, UPS and Fortna Supply Chain Consulting. He has done consulting work for leading companies such as PetsMart, Sur La Table, Brightpoint, RJ Reynolds and IPS Corporation. Some of his other professional experience includes various manufacturing and distribution positions with Intel Corporation, Mobility Electronics and BMK Distribution. Many of his projects include international work in China (Hong Kong and other cities), Singapore and Mexico.

Charley is a past board member of the Arizona chapter of the Council of Supply Chain Management Professionals (CSCMP) and an active member of the California chapter of CSCMP. He is also certified in lean manufacturing and project management.

### **PROFESSIONAL EXPERIENCE**

#### **Intel Corporation** [www.intel.com](http://www.intel.com)

##### *Materials Buyer / Planner*

- Implemented new Workstream MRP and trained 15 other buyers on functions of the new system.
- Utilized lean manufacturing principles to increase customer fill rates from 60% to 93%.
- Designed new Kanban inventory system resulting in a 50% reduction in raw materials inventory and a decrease in misprocess reporting times from 14 to 7 days.

#### **UPS Supply Chain Consulting** [www.ups-scs.com](http://www.ups-scs.com)

##### *Supply Chain Management Consultant*

- Developed global supply chain solutions for UPS's various manufacturing and logistics customers. Responsibilities included analyzing data, developing supply chain solutions with customers and implementing solutions. Locations included Monterey, Mexico; Hong Kong; Singapore and Shenzhen, China.

#### **PetsMart** [www.pestmart.com](http://www.pestmart.com)

##### *DC analysis, design and implementation project*

- Determined optimal location; designed and implemented PetsMart's new 870,000 sq. ft. logistics center reducing transportation expenses by \$710K annually.

#### **iSuppli Corporation** [www.isuppli.com](http://www.isuppli.com)

##### *International DC network analysis and implementation project*

- Implemented two new outsourced distribution networks in Hong Kong and Los Angeles including all design, equipment, information systems and personnel requirements.

#### **Mobility Electronics** (now known as IGo Inc.) [www.corporate.igo.com](http://www.corporate.igo.com)

##### *Director of Fulfillment and Customer Service*

- Utilized inventory planning functions of Great Plains ERP to reduce finished products inventory by 15% while maintaining customer fill rates over 99%.

#### **UTi Supply Chain Consulting** [www.go2uti.com](http://www.go2uti.com)

##### *Supply Chain Management Consultant*

- Established new and improved global manufacturing and logistics programs for various UTi customers.

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**Solelectron Corporation** (now part of Flextronix) [www.flextronix.com](http://www.flextronix.com)

**Manufacturing & distribution center (DC) network analysis and implementation project**

- Reengineered manufacturing line, utilizing many Lean principles, increasing capacity over 70% and reducing cycle times from 6 to 2 hours.
- Conducted a network analysis for one of Solelectron's contract manufacturing sites. Designed and implemented new CM site (in Monterey, Mexico) resulting in over \$800K annual savings in transportation and operating expenses.

**IPS Corporation** [www.ipscorp.com](http://www.ipscorp.com)

**Supply chain network design and JDE ERP improvement project**

- IPS Corporation: Implemented JDE MRP system and calculated all economic order quantities, reorder points and min/max inventory levels for MRP. The new MRP increased inventory turns 42% (from 6 to 8.5 per year).
- Completed a network analysis to determine best location for a new manufacturing and distribution operation. Analysis discovered a \$1.4m annual savings in operating costs through relocation to a cheaper operating area of the USA.

**BMK, Inc.**

**Supply Chain Manager**

- Designed and implemented new ERP/MRP system allowing company executives to consolidate distribution centers and reduce annual operating expenses over \$9 million.
- Increased overall inventory turns by 33% (6 to 8 per year) through new procurement strategies, decreasing annual inventory holding costs over \$750,000.
- Improved fill rates from 89% to 98% by utilizing new order management and inventory modules of ERP.

**Brightpoint, Inc.** [www.brightpoint.com](http://www.brightpoint.com)

**DC redesign and implementation project**

- Reengineered Brightpoint's cell phone distribution model reducing order cycle time by 50% (6 to 3 hrs.) and increasing cell phone annual distribution capacity by over 1 million units.

**Sur La Table** [www.surlatable.com](http://www.surlatable.com)

**DC redesign and implementation project**

- Updated Sur La Table's primary distribution operation reducing annual operating expenses by \$1.2 million.

**Agilent Technologies** [www.agilent.com](http://www.agilent.com)

**Oracle 11i Consultant**

- Assisted in design and implementation of inventory planning modules of Oracle MRP/ERP. Trained users on new processes and reduced certain raw materials inventories up to 30%.

**R.J. Reynolds** [www.rjrt.com](http://www.rjrt.com)

**Five year supply chain strategic vision project**

- Developed a five year supply chain strategy for RJ Reynolds international operations forecasted to increase customer retention rates to 99%.

## **EDUCATION**

**Masters of Business Administration, Supply Chain & Operations Management**

*University of Southern California*, Los Angeles, CA

**Bachelor of Science, Industrial Engineering**

*Carnegie Mellon University*, Pittsburgh, PA

**Lean Manufacturing Certification**

*Intel University*, Phoenix, AZ