



291 BUTTERNUT LANE • CLEVELAND, OH 44017
TEL: 440.243.8549 • FAX: 440.243.4984
JGREY@FASTENERCONSULTING.COM
WWW.FASTENERCONSULTING.COM

Résumé/Curriculum Vitae

JOHN J. GREY

AREAS OF EXPERTISE

- Fastener Failure Investigations
- Technical Sales & Marketing
- Fastener Engineering – All Disciplines
- Quality Assurance Systems

PROFESSIONAL EXPERIENCE

FASTENER CONSULTING SERVICES, Cleveland, Ohio, 2001 - Present

President

Services include litigation support, failure investigations / analysis / solutions, application engineering, import source development, conflict resolution, manufacturing engineering, and market research.

SPS TECHNOLOGIES, UNBRAKO NA, Cleveland, Ohio, 1998 - 2001

Director of Engineering

Responsible for all technical and quality activities for Unbrako standard products, as well as the Engineered Fasteners Group. This multi-national organization, one of the largest fastener companies in the world, is the accepted leader in precision fasteners with 2000 annual sales of \$872,752,000.

- Led teams that produced annualized cost savings in excess of \$1,000,000 through innovation.
- Directed the implementation of state-of-the-art laser product measuring machines with SPC.
- Created "The Nine Advantages of Unbrako" printed literature and PowerPoint® presentation.
- Personal engineered fastener sales were more than \$1,000,000 the first half of 2000.

FASTENER CONSULTING SERVICES, Cleveland, Ohio, 1997 – 1998

President

Overall responsibility for this consulting firm serving manufacturers, distributors, and end-users.

- Developed "Basic Training", a PowerPoint® presentation, and also made-to-order seminars.
- Began a marketing and sales program for *Tamper Resistant Lab Report Paper*.
- Developed the self-auditing system, Fastener Quality Act Preparation Audit.

FASTENER CORPORATION of AMERICA, Cleveland, Ohio, 1996 - 1997

General Manager

Daily operations responsibility for this 21 year-old distributor primarily serving OEM assembly lines.

- Modified and documented work procedures to enhance employee productivity.
- Conducted in-depth fastener training classes for all employees.

SKN MANUFACTURING, Cleveland, Ohio, 1995 – 1996

President

Turn-around responsibility for this 18-employee company, nine year-old manufacturer, specializing in difficult, cold formed fasteners. SKN serves the automotive after-market and industrial marketplace.

- More than doubled company sales in less than one year with personal sales/marketing efforts.
- Developed an entirely new company image, including literature, letterhead, trade show booth, etc.
- Built the staff to run two production shifts in order to accommodate the increased sales.
- Improved the tool design, tool manufacturing and process engineering functions.

BOWMAN DISTRIBUTION, Cleveland, Ohio, 1981 – 1995

Manager, Quality and Engineering

Directed a team of 12 to provide engineering services and product quality assessments for this, the world's largest direct-to-user distributor of maintenance and repair products. A customer base of over 60,000, and with 1994 sales of more than \$215,000,000. Fasteners were 50% of the business.

- Created a state-of-the-art Product Technical Help Center for customers.
- Designed the high-strength Bowmalloy® Fastener System.
- Achieved ISO 9003 Quality System Registration.
- Created two in-house test labs for product assessments and fastener failure analysis.
- Was granted four United States patents through inventing a fastener system for railroad tracks. (These are the only patents in Bowman's history – since 1927).
- Used engineering and sales skills to open or grow the following accounts: CSX Transportation, Allied Signal Aerospace, Altec Industries, C&NW Railroad, Exxon, Goodyear, United Airlines, Walt Disney World, General Electric, Kenetech / Windpower, Six Flags Amusements, Pratt & Whitney, Sandia National Laboratories, and several others.
- Wrote and produced videos, brochures, catalogs, and other aids to benefit the sales department.
- Trained thousands of people throughout the country in fastener technology and application skills.
- Started a joint venture trading company in Osaka, Japan, Archer Company, and while doing so, evaluated over 100 fastener manufacturers in Taiwan and Japan for their capabilities.

LAMSON & SESSIONS, Cleveland, Ohio, 1972 –1981

Manager, Manufacturing Engineering

Directed all engineering functions including Product Engineering, Industrial Engineering, Tool Design, Process Engineering, Cost Estimating and Pricing – a staff of 20. Specified the operations for all fasteners manufactured at this plant, the largest in the world, and one of nine in the Lamson group. Led staff members to trouble-shoot plant production problems, with 486 production machines within a 1,000,000 sq. ft. facility.

- Directed the design and manufacturing development of many different specialty fasteners.
- Extensive experience with critical engine, suspension, safety, and aircraft fasteners.
- Team member who perfected the L9® Fastening System and the Unidrive® fastening method.
- Coordinated becoming an applicator of Loctite Dri-loc® Thread Locking Adhesive.
- Developed methods to implement automotive OEM Safety Critical Programs for fasteners.

EDUCATION & TRAINING

- Max Hayes Trade School (Tool Design, Machine Shop)
- Cleveland State University (Mechanical Engineering)
- Ernst & Young's Total Quality Management Development
- Numerous Professional Seminars
- Interactive Management®

PUBLICATIONS & PRESENTATIONS

- Technical Writer for *Fastener World* magazine, Taiwan
- Columnist and Technical Writer for *Fastener Technology International* magazine, creating the “Fastener Failure Workshop” and their *Case Studies*.
- Have conducted well over 200 fastener training seminars throughout the United States.

PROFESSIONAL AFFILIATIONS

- American Society for Quality
- American Society for Testing and Materials (F16 Fasteners, F24 Amusement Rides & Devices and E58 Forensic Engineering)
- American Society of Mechanical Engineers, B18 Fastener Standard Committee
- ASM International (FKA American Society for Metals)
- Bolting Technology Council (ASTM F16.96)
- N.A.A.R.S.O. (National Association of Amusement Ride Safety Officers)
- National Association of Corrosion Engineers