

Ronald (Ron) G. Smith

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Performance driven professional with engineering, off-shore sourcing, logistics, customer service and sales support background that delivers consumer accepted quality design products sold through multiple retail channels. Experienced in strategic planning, and personnel management to drive new business and market opportunities.

- Product Development
- Cross-functional Leadership
- Product Management
- Management
- Business Development
- Strategic Planning
- Product Innovation
- Team Leadership
- Competitive Analysis

PROFESSIONAL EXPERIENCE / ACCOMPLISHMENTS

Executive Director Operations, Global Engineered Solutions Group, LLC, Galesburg, IL 2013 – Present

Provide engineering project management and assessment to such companies as:

- GHP Group, Niles, IL
- MAK Savunma, Ankara, Turkey
- Brand Marketing, LLC, Pittsburgh, PA
- Roof Assessment Specialists, Ellenton, FL

Expert witness with testifying experience in patent infringement, product liability and other issues.

Program Manager – Grills, Vermont Castings Group, Paris, KY 2012 – 2013

- Developed new entry level models to high-end product line to increase sales by 30%
- Provided leadership of cross-functional team across four facilities in North America
- Developed cohesive manufacturing and go-to-market plan to return product line to full profitability
- Capitalized on product cost improvements while providing product enhancements

Technical and Customer Service Director, A and B Sales, Acworth, GA 2011 – 2012

- Improved timely technical data retrieval for CSR's by organizing assorted product information in a database
- Provided onsite field evaluation and solutions to assure product performance meets national safety standards
- Strengthened company position by relationship building with key customers and industry partners
- Provided technical and customer service support on extreme product applications

Chief Engineering Engineer, Slemcka (DMS) Ltd, Birmingham, England 2008 – 2011

- Developed two patentable wall-mounted fireplaces for the UK mass merchant market
- Qualified the largest instantaneous water heater manufacturer in China as our manufacturing partner
- Designed unique shaped BBQ briquette to maximize manufacturability and create differentiation in the market
- Created grill line for Australian, UK/EU and US markets, successfully debuted and launched at 2009 SPOGA
- Canvassed China to qualify a manufacturing partner that would comply with CE essential safety requirements

Chief Engineer, Continental Appliances, Inc. dba ProCom, Smyrna, GA 2004 – 2008

- Established and oversaw new customer service, warehouse and showroom facility in Atlanta, GA
- Redesigned product line to maximize consumer appeal and improving manufacturability to increase sales 50% over 2 years
- Oversaw Chinese product engineering and testing staff of new facility opened in Shanghai
- Personally selected by Lowe's corporate to participate in their newly formed Quality Initiative Council in China

Director of Gas Appliances, Blue Rhino Global Sourcing (Ferrellgas), Winston-Salem, NC 2001 – 2004

- Established product engineering department to drive development of low cost gas products
- New product development success pushed Blue Rhino to position of largest importer of grills for US market
- Created new product category by developing the first self-powered LP mosquito eradicating product for mass merchant market
- Established new international business segment by introducing products to UK market

- Vent-Free Products Engineering Manager**, Lennox Hearth Products, Union City, TN 1995 – 2001
- Established a Vent-Free Product Engineering department with overall responsibilities for all Vent-Free gas product development and implementation.
 - Developed a low cost and flexible in-house design to replace an outsourced product line.
 - Introduced the industry's first catalytic vent-free gas fireplace product line.

- Engineering Manager Indoor Gas Heating Products**, DESA Int'l, Inc., Bowling Green, KY 1987 – 1995
- Joined the company as Gas Product Engineer with a part time (retired) engineer and technician staff to replace the imported single technology Infra-red product line with an expanded technology in-house design.
 - Developed patented thermostat technology for infra-red unvented room heaters.
 - Qualified European gas component suppliers from Italy, Spain, France and Holland.
 - As a result of growing the Indoor Heating product line from \$5 - \$60 million sales, was elevated to Engineering Manager Indoor Gas Heating Products.

- Senior Development Engineer**, Atlanta Stove Works, Inc., Atlanta, GA 1984 – 1986
- Developed the company's first infra-red gas-fired unvented room heater.
 - Updated the vented gas-fired room heater product line to be in compliance with updated safety standards requirements.
 - Integrated acquired imported gas, electric and charcoal grill products into the company's product line.
 - Maintained product safety certification compliance for both solid-fuel and gas-fired product lines.

- Project Engineer**, LSC Inc. (Locke Stove Co., Kansas City, MO 1981 – 1984
- Redesigned the company's line of gas heating products to have a family appearance, while improving manufacturability.
 - Developed LSC's first unvented gas-fired product offering.
 - Developed LSC's first up-front control panel design for their market leading Broilmaster gas grill line.
 - Integrated newly acquired wood-burning plate steel stove into their manufacturing operations and product offering.

- R&D Laboratory Manager**, Heatilator Fireplace, Mt. Pleasant, IA 1974 – 1981
- Oversaw the company's product development testing and model shop department.
 - Key participant in the development of the company's first low-profile wood-burning fireplace with thin-wall insulated chimney to better position the company profitably.
 - Started as a fulltime second shift laborer while attending high school and college and advanced through the company's quality assurance department into the product development group.

EDUCATION & PROFESSIONAL DEVELOPMENT

- Completed Entrepreneur StartUp Quest Program by UF
- Educated in Mechanical Technology and Design
- Presenter at 1996 HPBA Expo on updates to the Z21.11.2 Safety Std. that effected unvented hearth products
- 30 year member of five ANSI Technical Advisory Group
Chairman of the Unvented Gas-Fired Heating Appliances ANSI Z21 Technical Subcommittee