

GARY JONES, CPA

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SENIOR FINANCE EXECUTIVE

Turnaround Specialist – Lean Manufacturing Strategy – Lean Accounting

Core competencies include:

- International Experience / Canada, U.K.
- IT Management / ERP Systems
- Project Management / Activity-Based Costing
- Cost Accounting / Tax Compliance
- Treasury Management / Financial Planning
- Value Stream Mapping / Value Stream Costing
- Insurance / 401k / Pension Plan Administration
- Strategic Change Agent

PROFESSIONAL EXPERIENCE

COMPANY CONFIDENTIAL, Tulsa, OK
CONTROLLER

1998 – Present

Recruited to plan and orchestrate all aspects of finance, accounting, purchasing, computer systems, and inventory control for a manufacturing company.

- Spearheaded planning and execution of finance initiatives that significantly reduced costs.
 - Obtained **\$150,000** technical assistance grant from U.S. Department of Commerce.
 - Championed introduction of pipe consignment program and reduced owned raw material inventory levels by 80%, **saving \$70,000**.
 - Structured and negotiated a 2%/net 10 day discount with major suppliers that saves **\$65,000** annually.
- Played a key role in reengineering company business functions leading to major operational improvements.
 - Reduced average collection period from **53 days to 34 days**. Reduced monthly financial reporting period from **10 days to 2 days**.
 - Initiated and led continual inventory system that transitioned an unmanageable inventory situation into a highly functioning inventory operation with **99%** accuracy in one year.
 - Pioneered innovative vendor management system to measure on-time deliveries and quality that produced critical alliances in the vendor community.
 - Introduced value stream financial statements and lean-focused information and measurements that enabled the company to increase profits by identifying the financial benefits of lean improvement.
 - Created a gain share variable-pay program for all employees that boosted morale and increased profits.
 - Developed a comprehensive and consistent training program for new employees.
- Contributed efforts leading to the company being selected by the Oklahoma Alliance of Manufacturers for their 2003 Award of Excellence.

DPA, Tulsa, OK
CONTROLLER,

1997 – 1998

Administered all accounting and computer systems for multi-site manufacturer producing digital printing and prepress services. Challenged to revive struggling accounting and reporting functions.

- Created financial statements by location that significantly enhanced management reporting and control.
- Developed comprehensive business plan to lenders for restructuring and financing.

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CATO INDUSTRIES, INC., Jenks, OK
DIRECTOR OF FINANCE,

1993 – 1996

Managed all aspects of accounting, finance, human resources, and computer systems for an international manufacturer of metal beer crowns and soda closures in their Oklahoma and Pennsylvania locations.

- Key contributor of Executive Team that revitalized operations **igniting profits to \$2.5 million** in two years, after a \$1 million loss in 1993.
- Streamlined process cost system, which resulted in **savings of \$90,000.**
- Provided project leadership for the implementation, planning, and start-up of an integrated manufacturing and financial software system. Implemented EDI, advanced shipping notices, and bar coding of finished goods.
- Refinanced \$11 million in debt, created a working capital line of credit, and managed the loan agreements that **generated \$45,000 in annual interest savings.**
- **Recovered \$406,000** from past tax and duty errors. Recognized for outstanding achievement and awarded bonus of \$7,750.
- Served as member of steering committee challenged to revitalize corporate culture to create a customer-driven organization.
 - Created mission statements, strategic plans, focal point charts and key performance indicators.
 - Zapata was awarded "Select Supplier" by Anheuser-Busch in 1996.

Prior Experience

IT-Maaka, INC., Tulsa, OK (manufacturer of motorcycle wheels and bearing with 37 employees)

ACCOUNTING MANAGER,

1990 – 1993

ABC SYSTEMS, INC., Tulsa, OK (commercial real estate management in 4 states with 78 employees)

CONTROLLER

1987 – 1990

EDUCATION & CREDENTIALS

BBA, Major in Accounting, Minor in Finance • University of Oklahoma, Norman, Oklahoma,

Certified Public Accountant (1986)

Professional Affiliations:

American Institute of Certified Public Accountants, Member 1986 – present

Oklahoma Society of Certified Public Accountants, Member 1986 – present

Software Competencies: SAP, (ERP software – expert), MAPICS, (Manufacturing ERP software); Excel – expert, Access – advanced, Power Point – advanced, Word - advanced