

ANDREW M. SIARTO
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SUMMARY

25 years experience in the package printing & converting industry on both the supplier and converting side. Technical & sales experience with excellent relationships throughout the industry. Extensive international travel experience and the ability to work in both the US & Canada.

EXPERIENCE

2004 to 2009

Madern USA (Apex, NC - Division of Madern International)

Manager – Sales & Marketing

Reporting to the Vice President/C.O.O. and responsible for the direct sale of rotary dies, die cutting and delivery equipment to major printing/packaging/converters for this international company. (Total Sales \$30 Million US Dollars).

Managed a sales staff of four and traveled extensively to customer operations supporting installations as well as meeting on new projects for North, South and Central Americas.

Significant responsibilities include growing and maintaining a \$10 Million sales level for the U.S. operation, identifying new market opportunities outside of our traditional markets, participating in trade shows and advertising in trade journals.

Graphic Packaging Corporation (Bow, NH)

1996 to 2002

Pricing Analyst

Reporting to the V.P. of Finance and responsible for cost analysis of transferring business as well as pricing new business for 3 carton plants. Continue to provide technical support for rotary cutting program including customer presentations and troubleshooting of Bow plant press. Also provided management analysis of cartons as potential candidates for web/rotary presses.

Project Manager - Technical Services

Reporting to the Manager of Technical Services for the country's largest paperboard packaging manufacturer. Primary responsibilities consist of managing the rotary die program including specifying, purchasing and installing all rotary dies and cutters for the Universal Division. Each project involved extensive travel, training and support after each installation.

Major accomplishments include the development of an "in-house" service and die sharpening center for the equipment Also served as "key team member" in the selection of new web presses for the company. Also key person in the development of magnetically mounted, wrap-around rotary die cutting plates & modules.

1991 to 1996

Atlantic Eagle Inc. (Farmington Hills, MI)

Manager, Manufacturing & Engineering Systems

Principal in the starting and administration of this converting equipment and rotary die manufacturing company from the ground up. Primary responsibilities consisted of managing the design and manufacture of rotary cutting dies and cassettes for the printing and packaging industry. Also responsible for sales technical support.

Major accomplishments include the development, purchase & implementation of a computerized design and manufacturing network for the manufacture of rotary dies. Designed several die cutting cassettes for use in line with flexo, gravure and offset presses as well as trained customers in the implementation and optimization of rotary die cutters.

1984 to 1991

Bernal International (Auburn Hills, MI)

Engineering Administrator

Reported to Vice President & General Manager for this international converting equipment & rotary die manufacturer for the packaging industry (Annual sales \$16 million). Complete responsibility for estimating costs on all equipment and rotary dies manufactured as well as administration for the CAD/CAM network.

Major accomplishments included the development & implementation of a computer based cost estimating system and a DNC network to all machine tools. Both of these systems contributed to measurable cost savings and design data accuracy. Also provided technical support to sales for customers new to rotary converting.

1979 to 1984

Siarto Machine & Tool Co., Inc. (Novi, MI)

Purchasing Manager

Responsible for the purchasing function for this special machine manufacturer for the automotive industry. Moved from entry level engineering position in 1980 where primary responsibilities were the layout and detailing of equipment sub-assemblies.

EDUCATION:

Oakland University (Rochester Hills, MI) 1977-1979

Major: Business Administration

Albion College, Albion, MI (1975 to 1976)

Major: Engineering

COMPUTER:

WINDOWS, MAC, UNIX (Various CAD/CAM software including AutoCAD, CIMCAD), Microsoft Excel, Word, Project, Powerpoint etc along with some programming skills in C, and C-Shell.

TRADE ASSOCIATIONS: PLGA Global & FTA

REFERENCES:

Available upon request