

JOHN C. ALLEN

281-799-5640

john.allen@sulross.edu**GLOBAL LOGISTICS****SUPPLY CHAIN****RAIL OPERATIONS**

Motivated, decisive, results oriented Logistic/Supply Chain Professional with years of experience. Proven leader. Extensive knowledge in rail, trucking, warehousing, trans-loading services, terminal operations, and quality systems in domestic and global settings. Supply chain experience include: supply planning, rail scheduling, rail asset procurement, site logistics, contract management, process improvement. Six Sigma Greenbelt Project Leader. MBA graduate with a Graduate Certificate in Leadership

Key skills include:

- Contract Management
- Trucking Operations
- Terminal Operations
- Rail Scheduling / Product Planning
- Warehouse Management
- Inventory Management
- SAP
- People Leadership
- Rail Operations
- Stakeholder Engagement
- Project Management
- Six Sigma Methodology

PROFESSIONAL EXPERIENCE**NOURYON CHEMICAL, HOUSTON, TX***Rail & Bulk Truck Logistics Team Lead**2019-Present***WORLD FUEL SERVICES, INC, Houston, TX***Sr. Manager – Logistics**2015-2019*

- Responsible for the operations and management of the crude / refined product rail fleets.
- Responsible for the closing of rail business book with \$2MM savings
- Negotiations of rail storage agreements
- Negotiations of freight rates with rail carriers
- Responsible for accurate invoicing dealing with rail operations
- Support with commercial PNL reports
- Stakeholder management dealing with rail fleet and the impact on the company's bottom line.
- Utilize CXL commodity inventory management program to manage daily inventory for refined products.
- Responsible for HSEE KPI for Hugo, Jacksonville, and Spokane inventory terminal
- Engage with legal, finance, accounting leadership to formulate strategies on railcar / terminal use
- Engage with external customers dealing with new rail lane and new opportunities to grow rail business

SHELL CHEMICAL LP, Houston, TX**2012-2015*****Chemical / Ops Rail Contract Manager***

- Contract Management of Class I railroads in US, Canada, and Mexico. This includes supporting all of Shell downstream business with rail transportation activities. Manage a team of 5 transportation and logistics analyst that are responsible for tracking / tracing, diverting, and billing empty and loaded railcars
- Ensure railroads operate and follow HSSE standards and guidelines. -Accident investigations and resolutions.
- Negotiation rail storage agreements.
- Rail freight tender negotiations including direct and rule 11 segments.
- Spot contract negotiations for new rail lanes. Quarterly updates of rail freight rates. Bi-annual Business Performance Reviews for all Class I railroads.
- Developed KPI's to measure railroads performance.
- Develop routes for rail transportation for direct shipments or Rule 11 segments.
- Lead team continuous initiative for railcar utilization.
- Engage in external customer engagements dealing with new rail facilities.
- Utilize SAP to pay railroad invoices through shipment costing module.

Global Logistics Excellence Implementation Manager / 3rd Party Warehouse Manager – Lubricants

- Provided visible engaging leadership while encouraging employee involvement and people development
- Ensured 3rd Party facilities operate following HSSE standards and guidelines, meets budget objectives, OTIF targets, and inventory accuracy targets.
- Maintained a productive working relationship with other parts of the organization including Human Resources, Legal, Security, HSSE, Customer Service, Planning, and Operational Excellence.
- Owned the relationships and contracts and ensure that service providers perform as per contractual agreement. As Contract Holder, execute the agreed contract management plan for each 3rd Party Warehouse and hold periodic reviews.
- Monitored and drove implementation of all improvement projects and communicate results to key Drove mutual improvements in the partnership and coordinate with the scheduling teams and procurement organization when working with the same service provider.

THE DOW CHEMICAL COMPANY, Houston, TX**2008 – 2012*****Supply Chain Improvement Specialist/ Crude Butadiene Planner - USGC***

Responsible for identifying and implementing improvements by working with cross-functional teams consisting of Commercial, M&E, Finance and Supply Chain. Project activities include focus on improvements primarily through optimization of existing businesses (Olefins, Aromatics, and Feedstocks) either on a regional or global basis. The overall objective is to achieve low cost to serve through improvements in supply chain costs, capital investment, asset utilization, margin improvement and productivity.

North American Crude C4 Planner

As Crude Butadiene Planner responsible for leading planning activities for Crude C4 supporting the Hydrocarbons business in North America. This included planning the crude butadiene shipments at a tactical level, optimizing freight and logistical costs and leading the supply chain improvement efforts. Routinely communicated and interacted with the Commercial Manager, NAA Production Plants, Logistics Suppliers, Co-Products and Suppliers. Also responsible for day to day inventory management of crude butadiene of all North America assets

- Realized \$800M in EBIT savings, by reducing LHC plant co-cracking incidents by 85% in 12 month period by decreasing railcar turnarounds through utilization of polyurethane Six Sigma Greenbelt processes.
- Realized 1.50MM in EBIT savings, by eliminating redundancy in the process of Crude C4 Monomer month in closing. Developed a streamlined process to coordinate commercial activities to coincide with supply chain activities.

Site Logistics Engineer/Specialist– Polyurethanes

Key team member and lead of 8 teams including Improvement Team, EH&S Team, Process Safety Network, Quality Team and LPP Focal Point. Technical/Process subject matter expert for Polyurethanes/Glycol Site Logistics. Perform in process root cause of failure investigations and analysis. Process Safety and Loss Prevention Principle focal point.

- Realized \$1MM per vessel savings, reduced quality mistakes (QM) by 12% in 12 month period through utilization of polyurethane Six Sigma Greenbelt processes.
- Focal point for initiative that completed and implemented Supply Chain Loss Prevention Principals ensuring environmental health and safety in 5 production plants.
- Conducted root cause investigations that lead to implementation of MET for supply chain preventing further damage to supply chains assets, avoiding \$250K per unit in future damages.

PEPSI BOTTLING GROUP, Phoenix, AZ/Mesquite, TX

2007-2008

Production/Sanitation Supervisor

As a production supervisor managed 35 employees in a production setting with a production capacity of 30M unit volume. Developed operating plans, oversaw and assured facility equipment reliability. Managed ~\$3.5M budget

- Increased efficiency of bottle line from 71% to 85% within 8 months through process improvements.
- Achieved all performance metrics.
- Consistently ensured compliance with all Health & Safety Regulations.
- Conducted cost/benefit analysis that led to implementation of new blow mold/water line that lowered cost of raw materials and shipping by 20%.

BURLINGTON NORTHERN SANTA FE RAILWAY, Los Angeles, CA 2003-2006

Maintenance Eng. II, Maintenance Eng. I, Corporate Management Trainee

Hired as Corporate Management Trainee, and quickly promoted to Maintenance Engineer positions. Supervised and trained ~ 40 employees in repair and maintenance of freight car and repair track operations. Ensured compliance with and application of scheduled agreements and government regulations.

- Completed orientation into safety certification, warranty procedures, World Class Maintenance, Lean Manufacturing, Six Sigma, Foreign Billing, Contract Maintenance, and railroad computer applications.
- Met maintenance repair budget for repair track operations through process improvement and lean applications.
- Contributed to the formulation of a corporate management trainee networking group for remote employees.

EDUCATION/PROFESSIONAL DEVELOPMENT

Master of Business Administration (M.B.A), Graduate Certificate - Leadership

TEXAS TECH UNIVERSITY, Jerry S. Rawls College of Business, Lubbock, TX

Bachelor of Science (BS), Mechanical Engineering

PRAIRIE VIEW A & M UNIVERSITY, Prairie View, TX

Six Sigma Greenbelt Certified