

**John V. Saffran**  
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## **PROFESSIONAL EXPERIENCE**

**Altus Vinyl, Racine, Wisconsin** **2010-Feb 2017**  
**Executive Vice President**

Altus Vinyl is a continuation of Dynaseal Inc. My responsibilities consisted of advising and mentoring the owners in the running a plastic fabricating company along with making sales calls to key accounts and doing a financial analysis of monthly results.

**Hal's Harley Davidson, New Berlin, Wisconsin** **2004-2010**  
**Motorcycle Sales**

Finance and Sell New/Used Harley Davidson motorcycles  
(work on a part-time / as needed basis)

**Burlington Label, Burlington, Wisconsin** **1998-2004**  
**Owner & C.E.O.**

Started pressure sensitive label manufacturing company in June of 1998 with oldest son. Since inception we have taken delivery of a 3-color Flexographic label press, taught ourselves how to print quality labels and do pre press on a computer, designed a quotation system, brochures and built a customer base. Burlington Label was sold in January of 2004 to an operating owner.

**Dynaseal Inc., Racine, Wisconsin** **1979-1996**  
**President, Owner & C.E.O.**

Started plastics fabricating company in 1980 with one customer and grew to become Wisconsin's largest Vinyl Fabricator with over \$3.3 million in sales. Dynaseal was sold in 1996 to an operating owner.

**Troy Plastics/Meditron Industries, Burlington, Wisconsin** **1972-1979**  
**President, Partial Owner & CEO**

Started plastic fabricating company in 1972 with two partners and grew to over \$2.2 million in sales. Left company to start Dynaseal Inc.

**Trombetta Solenoid Corporation, Milwaukee, Wisconsin** **1968-1972**  
**Plant Manager**

Responsible for plant management and sales for a manufacturer of Electromagnetic devices.

**Various Design & Drafting positions with:** **Prior to 1968**  
Allstates Design & Development      Harnishfeger Corporation  
A-C spark Plug (Delco Electronics)      American Marietta Corporation  
Mark-Clark Plastics

**John V. Saffran**

## **INVENTORY OF SKILLS**

### **GENERAL MANAGEMENT**

Multiplant profit and loss responsibility, financial analysis of problem areas, development of systems and reporting techniques, ability to work with all levels of management and develop a teamwork approach. Experienced in the startup and complete management of small manufacturing companies.

### **PRODUCTION MANAGEMENT**

Experienced in the following manufacturing techniques: High frequency welding, die cutting, and vacuum forming of flexible vinyl films. Manufacture of laminated and tubular solenoids, magnetic brakes involving metal stamping, forming, coil winding and assembly, flexographic printing. Experienced in methods, time study and equipment justifications.

### **SALES**

Experienced in OEM sales. In startups of plastic fabricating companies, brought sales from 0 to \$3,000,000 annually. Experienced in direct sales, sales through inquiry letters and telephone sales, preparation of sales forecasts, maintaining sales history data and design of brochures etc. Ability to design and install systems for the costing and preparation of Customer Quotations. Retail Customer Service in the motorcycle Industry.

### **Graphic Design**

Experienced in the use of Adobe Illustrator. Ability to create digital artwork from customer sample labels for use in manufacturing of flexographic plates. Ability to design brochures, flyers, labels.

### **Engineering**

Experienced in the design of fabricated vinyl products, slitting and processing machinery, jigs, fixtures, plant equipment and layout. Ability to carry projects through from conception to testing and final production units.

### **PERSONNEL**

Ability to develop and administer personnel policy, develop employee handbooks, and maintain nonunion status.

### **COMPUTER SKILLS**

Experienced in Lotus 123, word processing, data base design for quotations, record keeping and use. Ability to install computerized Accounting systems and instruct personnel in their use.

## **EDUCATION**

A.A.S. Milwaukee Institute of Technology (Design Major)  
various courses in Electrical and mechanical Engineering, Accounting and Finance