

# CEO PROFILE

## MANUFACTURING & WAREHOUSE CONSOLIDATION / RELOCATION / REORGANIZATION

- President of Facilities Planning Services LLC
- CEO & President of Industrial Metric LLC
- Former CEO of ScanForever.com LLC
- Board of Directors member for Dekor Lighting of Denver CO
- Former President of Squires Timber Company
- Former CEO Facilities Construction Services
- Former GM Logistics Interroll Corporation
- Former GM Logan Dealer Sales Conveyor Company
- Former owner of Industech (of North Carolina)
- 1991 recipient of Governor James G. Martin (NC) award for job creation
- Former Board of Directors member for the Cape Fear Boy Scouts of America
- FAA Commercial Pilot of the year 2014, multi-engine IFR commercial pilot & hot air balloon instructor



Mr. Brown is the Founder and CEO of the international Facilities Planning Services LLC, established in 1972. He studied Architecture at Virginia Polytechnic Institute and State University. Mr. Brown holds a BA in Architecture and a Masters in Architectural Planning, is a member of many domestic and international related professional organizations, published a book on computer directed parts-to-picker technologies in 1989, and was a frequent productivity speaker at the international ProMat convention in Chicago in the 1980s and 1990s. In 2002 he applied for a patent for a unique IoT technology to improve operation productivity. He has held short term senior management positions of P&L responsibility for many companies in the USA & Europe while conducting operational Consolidation and Relocation efforts.

His client list has included abroad range of industries such as Ford, JLG, CMI-International, Schaeffler Group (formerly INA USA), Stanadyne, Caterpillar, Progress Castings, Thompson Automotive, IBM in Florida & Colorado, GE Nuclear of North Carolina, Farmatodo of Venezuela, Alfonzo Rivas of Venezuela, Unilever Internationally, SIAM of Russia, Bristol Myers of North Carolina, General Technology Corporation of New Mexico, GKN Automotive of North Carolina, Volvo of Sweden, Dana of Tennessee, FMC Distributing of Puerto Rico, Electrolux of Germany, CMI-International of Michigan, Eaton of Tennessee, Goodyear of North Carolina, Alcatel Telecommunications of North Carolina, Alcoa of Norway, WonderWorld Toys of Thailand, and many more.

Though primarily focused on manufacturing, Mr. Brown's successes span a broad range of industries. For example, in 2007 he was appointed president of a major US logging and hard wood mill operation. He did not know the difference between a Loblolly Pine and Longleaf Pine but within 6 months he reduced annualized operating costs by US\$3,200,000 by developing lean management structure and purpose. During this period, the logging operation became more profitable that it had been for many decades.

Mr. Brown has successfully met or exceed client reorganization objectives in Russia, Central America, South America, Asia, Canada, Europe, and the USA. Challenges include designing new facilities, consolidating operations, relocating operations, conducting detailed process analysis for improved facility productivity, and management consulting. Mr. Brown has developed the Flow Optimization and Resource Management FORM approach to optimizing a facility's resources in a minimum amount of time and costs. This is one of several tools that he has developed to improve his performance.

Mr. Brown is a dedicated professional with over 4 decades of international experience in manufacturing and distribution operational improvement in a broad range of industries and cultures. He is a self motivated results-oriented leader and listener with a hands on approach. His expertise extends from market analysis and strategic planning to implementation and training. Mr. Brown can make your manufacturing dream a cost effective reality, or optimize your current operations with a well defined focus on the future. Mr. Brown is always looking forward to his next challenge. Currently designed an hemp order fulfillment system which will be installed in the first half of 2020. We have been told that it is the largest exclusive hemp products automated order fulfillment solution in North America. . .

# MATERIAL HANDLING SOLUTIONS

BY  
The FACILITIES PLANNING SERVICES Group



Prior to the May 13, 1972 launch of the USS Nimitz (CVN68) multi-purpose nuclear powered aircraft carrier, FPS had completed their first significant material handling project for Newport News Shipbuilding and Drydock in Newport News, Virginia.

Over the following 3.5 decades, FPS has gained extensive expertise in a broad range of material handling technology solutions. (See back side of this flyer for a sample list of technology expertise) FPS is not a manufacturer or dealer. FPS will never receive compensation from either. FPS impartially specifies exactly what the client needs; no more and no less.

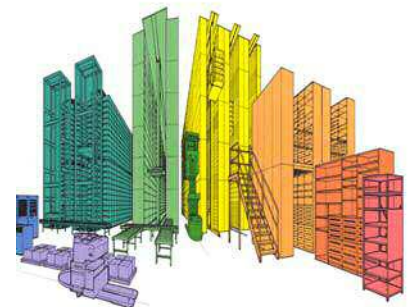


Today, FPS has become an internationally recognized leader in the planning, design, and implementation of integrated material handling systems for manufacturing, warehousing, and distribution companies. They have excelled in solving complicated material handling challenges not only in the US but around the world in such places as Russia, China, Thailand, Chile, Argentina, Peru, Bolivia, Columbia, Venezuela, Canada, Mexico, and throughout East & West Europe.

FPS has a large network of material handling technology suppliers and custom fabrication shops that can furnish the exact client requirement. FPS even maintains a list of international used equipment dealers which is available to all FPS clients.

FPS has several proven development tools such as the scientific **FORM** approach that can efficiently determine the optimum manufacturing or distribution center layout and outline the appropriate material handling technologies with accurately projected performance criteria. So there is no guessing or art; just science!

The FPS Facility Planners welcome the opportunity to confidentially discuss your unique material handling application challenges. (See back side of this flyer for a sample list of applications expertise)



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# MATERIAL HANDLING SERVICES & EXPERTISE

## PROFESSIONAL SERVICES

- ☐ PROCESS IMPROVEMENT
- ☐ FACILITY LAYOUT
- ☐ DESIGN ALTERNATIVES STUDY
- ☐ SPECIFICATIONS
- ☐ BUDGET COSTING
- ☐ VENDOR SELECTION
- ☐ BID PACKAGE DEVELOPMENT
- ☐ BID SOLICITATION
- ☐ PROPOSAL EVALUATION
- ☐ CAPITAL JUSTIFICATIONS
- ☐ CONTRACT NEGOTIATIONS
- ☐ ACCEPTANCE TESTING
- ☐ CMMS MAINTENANCE PROGRAMS
- ☐ RE-WORKING USED EQUIPMENT
- ☐ RELOCATION OF EXISTING EQUIP.
- ☐ INVENTORY SERVICES
- ☐ SKU PROFILING
- ☐ FLOW & CUBE ANALYSIS
- ☐ VELOCITY LOADING
- ☐ DATA BASE DEVELOPMENT
- ☐ TRANSPORTATION
- ☐ METHODS & PROCEDURES ANALYSIS

## MANAGEMENT SERVICES

- ☐ PRODUCTIVITY PARTNERSHIPS
- ☐ PROJECT MANAGEMENT
- ☐ VENDOR MANAGEMENT
- ☐ TECHNOLOGY SEMINARS

## TECHNOLOGIES EXPERTISE

- ☐ CELLULAR WEB BASED SOLUTIONS
- ☐ MOBILE SHELVING & RACK
- ☐ HIGH RISE SHELVING & RACK
- ☐ CASE FLOW
- ☐ DRIVE-IN & DRIVE-THROUGH RACK
- ☐ PUSH BACK RACK
- ☐ CAROUSEL AS/RS
- ☐ MINI & UNIT LOAD AS/RS
- ☐ MEZZANINES & IN PLANT OFFICES

- ☐ CONVEYORS & SORTATION
- ☐ BAR CODE TECHNOLOGY
- ☐ SMART LABELS
- ☐ PALLET FLOW
- ☐ PALLET & TOTE SELECTION
- ☐ OVERHEAD & FLOOR CONVEYORS
- ☐ PUSH / PULL TO LIGHT
- ☐ PNEUMATIC CONVEYANCE
- ☐ ERGONOMIC WORK CENTERS
- ☐ PRODUCTION ROBOTICS
- ☐ MANUFACTURING SYSTEMS

## APPLICATIONS EXPERTISE

- ☐ FLOW, CONVEYANCE, & STORAGE
- ☐ RECEIVING & SHIPPING
- ☐ INSPECTION
- ☐ FIFO & LIFO STORAGE
- ☐ HIGH DENSITY STORAGE
- ☐ ENVIRONMENTAL STORAGE
- ☐ BUFFER STORAGE
- ☐ RANDOM & DEDICATED STORAGE
- ☐ RF RECEIVING & REPLENISHMENT
- ☐ AUTOMATED STORAGE & RETRIEVE
- ☐ WIP MOVEMENTS & STORAGE
- ☐ INVENTORY SLOTTING
- ☐ LOT & DATE TRACKING
- ☐ ORDER FULFILLMENT & KITING
- ☐ CLUSTER PICKING
- ☐ BATCH PICKING
- ☐ PRODUCT FLOW
- ☐ PRODUCT CONVEYANCE & TRACKING
- ☐ LINE BALANCING
- ☐ SEQUENCING
- ☐ PROGRESSIVE ASSEMBLY
- ☐ AUTOMATION ISLANDS
- ☐ BURN-IN & RUN-IN
- ☐ CROSS DOCKING / STORE DUMP





# **FORM**

## **FLOW OPTIMIZATION & RESOURCE MANAGEMENT**

### **UNIQUE APPROACH**

Long before Lean Manufacturing management philosophy was developed by Toyota in the 1990s. Long before Six Sigma was developed and introduced as a business management strategy by Motorola in 1986. Two plus decades after the introduction of Kaizen to the Japanese through efforts pioneered by Dr. Deming following World War II. FPS LLC introduced **FORM** a finite Flow Optimization and Resource Management planning program that helps increase throughput, reduce in-process inventory, and improve equipment and personnel utilization. This very powerful productivity program is a synergistic process between client and his FPS Facility Planner. **FORM** has been proven and perfected over the past 40 years based on the successful results of over 1000 major client projects, internationally!

**FORM** is an excellent method to improve existing operations and to design new facilities for both manufacturing and distribution operations. After conducting hundreds of **FORM** programs, no two have been identical. **FORM** is tailored to each client's unique challenges with the focus on his expressed project goals.

**FORM** is a product that was developed and is supported by the FACILITIES PLANNING SERVICES Group, est. in 1972.

### **IDENTIFY OPTIMUM FLOW**

**FORM** identifies the value added components of an operation and optimizes the flow of materials through each individual process based on the planning horizon.

### **IMPROVE RECEIVING & PUT AWAY**

**FORM** helps to determine the best cost effective methods and procedures to streamline dock activities to include reducing dock usage, improving human resources, minimizing time inventory is on dock, improving security, and improving accountability.

### **IMPROVE SPACE UTILIZATION**

**FORM** helps to determine the correct storage solution for each respective inventory storage requirement. Inventory represents a major investment. **FORM** assists the client in determining optimum storage levels and to lean on the supply chain to share in this challenge.

### **OPTIMIZE ORDER FULFILLMENT**

**FORM** can streamline the order fulfillment process using appropriate cost effective technologies. Speed, accuracy, accountability, velocity loading of inventory, cross docking, labeling, production, packaging, transportation, are a few of the issues that are frequently addressed by the **FORM** program.

### **OPTIMIZE SHIPPING**

**FORM** helps in the evaluation of shipping operations to improve product staging and truck loading.

### **TECHNOLOGY SOLUTIONS**

FPS Facility Planners continually research and stay abreast with current technologies and have a broad range of solution technology experience. For any proposed technology solution, in most cases the FPS Facility Planner can offer at least three sources and can assist you in obtaining an excellent value!

### **MATERIALS STRATEGIC PLAN**

**FORM** numerically profiles an operation's critical materials movement requirements on a quarterly basis for the planning horizon, normally five years. Important elements in receiving to production, to shipping are tracked and evaluated. This is done as a numerical simulation that is given to the client to use for future in-house analysis. This simulation drives the operation's Optimum Layout.

### **OPTIMUM LAYOUT**

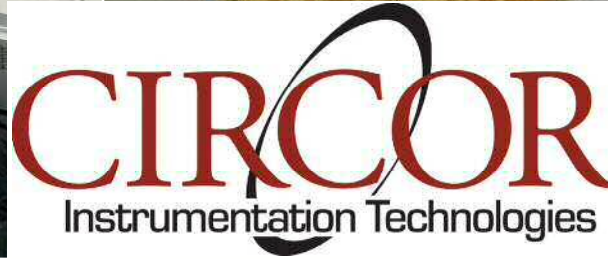
**FORM** organizes and defines a facility's materials flow challenges to the point of defining the space and activity rates necessary to develop the Optimum Layout for the planning horizon. Layouts can be refined to fit available facilities.

### **DIGITAL VERIFICATION**

FPS LLC formed Industrial Metric LLC to provide digital productivity monitoring, a process Fitbit to achieve Best Practices and maintain process sustainability! Visit: [www.IndustrialMetric.com](http://www.IndustrialMetric.com) This is a unique low cost easy to implement patent pending proved solution.

*For a confidential discussion contact*  
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## CIRCOR INSTRUMENTATION TECHNOLOGIES

*"In order to stay competitive in the global market and remain world class in safety, quality, delivery and cost, Circor envisioned a fundamental restructuring of our entire value stream - including the way we manufacture product. FPS flawlessly managed every aspect of our physical transformation from cradle to grave. Having the advantage of hindsight, I am convinced we would not have met our budget and cost targets without The FPS Group."*

*- Jeff Teague, Director of Engineering, Circor Instrumentation Group*

As an internationally-recognized, global leader in developing efficient lean Best Practices manufacturing and distribution layouts, The FPS Group partnered with Circor Instrumentation Technologies to facilitate the relocation of precision valve and fitting manufacturing equipment. The challenges facing Circor and FPS were to move 200 pieces of heavy equipment, at least two times

each; refinish floors; coordinate utilities; no more than four machines down at a time; no machine off line for more than eight hours; and consolidate a second facility into the layout.

Circor's relentless efforts to lower costs, improve quality, and improve customer service levels were complicated by the fact that they specialize in governmentally-classified exotic

metals. With the direction and support of Mr. Jeff Teague, Circor's Director of Engineering, FPS phased the project and conducted a detailed work plan which mandated over 400 machine moves within 10 weeks. Successful planning and management of the physical reorganization was the result of FPS' close synergy with Circor's staff and 3.5 decades of experience.

**FPS**  
THE GROUP

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