

George W. Clopton

EXECUTIVE-LEVEL LOGISTICS / SUPPLY CHAIN / DISTRIBUTION EXECUTIVE

with creative vision and comprehensive experience in leadership. Competencies include operational excellence, service alignment, facility design and team development of diverse workforces. Focused attention to shareholder value utilizing people, service, cost and infrastructure.

PROFESSIONAL EXPERIENCE / ACCOMPLISHMENTS

RALPH LAUREN – Greensboro, NC

2006 – 2015

Corporate Vice President, Ralph Lauren Distribution Center Operations (US) 2012 - 2015

Team responsibilities for multiple facilities including the leadership for more than 1,000 employees working in 27 different operational departments over three shifts. Managed complex interfaces with multiple corporate functions representing 35 Divisions. Diversity maturity and inclusion was achieved with people from 60 countries, several religions and languages all working together. Fiscal responsibility for \$3.0+ billion in revenue with an operating budget in excess of \$45 million.

- Initiated Lean Principles - Beginning with 5S and most recently with Yellow Belt and Green Belt training.
- Achieved Growth & Efficiency - 43% increase in volume over seven years with a 58% reduction of CPU (cost per unit).
- Reduced overtime 42%, increased temp labor by 45% while increasing productivity by 60% resulting in \$7.3 million in labor savings.
- Developed Learning and Professional Development Program to enhance leadership skill and operational excellence.
- Improved Employee Relations - Employee Opinion Survey 15%+ improvement over consecutive years 2007 thru 2014.
- Positioned RL New construction - Lead and Managed community involvement resulted in City, State and County tax incentives in excess of \$3 million plus educational allowances.

Vice President, Ralph Lauren Distribution Center Operations (US)

2006 - 2012

Leadership responsibility for more than 575 fulltime personnel plus 300+ temps (flex labor). Duties comprise of shipping 82 million units per year for 11 Ralph Lauren Divisions and leadership of maintenance and engineering for the entire campus.

- Operationally self-funded six consecutive 3% wage increases through productivity and consistent improvement in Employee Opinion Surveys (EOS)
- Achieved Service Level Agreements with all divisions - 100% Achievement of Monthly, Quarterly and Annual Shipments.
- Reduced Cost - 100% Achievement of Monthly, Quarterly and Annual Budget and CPU targets
 - 77% Productivity Improvement FY06 – FY12; Developed productivity & process improvement program utilizing six sigma and behavioral methodology.
- Implemented capital projects with paybacks < 1 year and savings of \$2 million including a \$1.5 million lighting upgrade throughout the Greensboro facility.
- Performed a network optimization analysis resulting in the shutdown and consolidation of our Martinsburg WVA facility (25 million units) into Greensboro, NC facility.

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THE GAP – San Francisco, CA

2003 – 2006

Vice President, Gap Distribution Global Logistics

Responsibility for Gap Brand North America physical distribution. Annual operating budget of \$90+ million, six distribution centers (two campuses) and approximately 1,200+ people (excluding temporaries and seasonal). Develop and lead Divisional / Brand specific strategy forward to successful implementation.

- Successfully achieved brand budget for '04 at 1% better than LY (\$1.7 million)
- Development team and succession plan for executive opportunities.
- Achieved 2005 Performance Targets and Defined Projects (savings set at 11% - \$12mm). YTD > \$16mm.
- Developed productivity & process improvement programs utilizing six sigma and behavioral methodology.
- Achieved all brand service metrics and SLA's improving quality significantly.
- Implemented and managed network optimization resulting in a DC closure and realignment of product.

NIKE INC. – Beaverton, Oregon and Wilsonville, Oregon

1997-2003

DIRECTOR OF U.S. DISTRIBUTION – BEAVERTON, OREGON (1998 - 2003)

Full P&L responsibility for daily administration, development and management of operating and capital budgets required to achieve sales and service objectives, development and execution of short and long-range strategies and goals to improve quality of services deliverable to internal and external customers for all US DC's (4) with an annual operating budget of \$100+million.

- Achieved consistent delivery and service objectives for all business units.
- Consistently achieved FY financial objectives (CPU and UPH) with > \$10M in savings.
- Managed multiple fully automated facilities with 1200 wage associates.

GENERAL MANAGER, WESTERN CSC – WILSONVILLE, OREGON (1997-1998)

- Achieved all financial, service and operational FY97 – '00 objectives.
- Set several DC Back to School shipping records.

Additional Experience

GEORGIA PACIFIC CORPORATION – Atlanta, Georgia, Manager, Warehousing and Facilities

USCO DISTRIBUTION SERVICES INC. – Atlanta, Georgia, Southern Regional Operations Manager

THE FRANKLIN MINT – Franklin Center, Pennsylvania, Manager of Business Planning

UNIROYAL INC., – Middlebury, Connecticut, Manager of Industrial Engineering

HEUBLEIN INC. – Farmington Connecticut, Senior Corporate Industrial Engineer

FRITO LAY INC. – Dallas Texas, Corporate Industrial Engineer

JOHNSON & JOHNSON INC. – New Brunswick New Jersey, Industrial Engineer

EDUCATION

- **B.S. DEGREE: INDUSTRIAL ENGINEERING** – Northeastern University, Boston, Massachusetts

