

# Frank Clark

Philadelphia, PA

fclark801@gmail.com - 610-842-8755

Unique ability to proactively identify and address customers needs and expectations to meet goals.  
Demonstrated expertise in safety, increasing profitability, controlling cost, and implementation of best practices.

Strong leader, adept at initiating change and implementing new processes, while maintaining a positive environment.

## WORK EXPERIENCE

### Area Manager

Badgerdaylighting Corporation - Philadelphia, PA - April 2012 to October 2013

Manage Hydro-vac Operation in Philadelphia & 5 County area.

Implement new operating procedures with focus on safety while optimizing daily production.

Install monthly preventative maintenance program for all vac trucks, to include DOT compliance as well as all company requirements.

Oversee hiring, training, scheduling of various training classes (OSHA 30 Hazwoper 40) of all new employees.

Review plans and blueprints with crews prior to project, to insure safety and production maximized.

Business Development to include, Nuclear, Industrial, Commercial, Transportation, and Refinery industries,

Presentations to executive, engineering, and field level personnel.

Communicate on daily basis with clients to insure optimum service being provided, and to acquire feedback for any improvements that could be implemented.

Bidding, estimating, p&l.

Major Accomplishments:

Received NUCA safety award for 2013.

Acquired more first time customers in first year than any service center in U.S.

Increased gross margin profit \$2.1 mil. in 1st year.

### Superintendent

Ernest Bock & Sons Inc - Philadelphia, PA - 2006 to 2012

Philadelphia, Pa. 19154 ( 2006 - 2011 )

Philadelphia International Airport- D&E Connector, Terminal A-East Renovation  
Superintendent

Manage up to 20 trade people at any one time.

Communicate on a daily basis with Project Manager, Airlines, and D.O.A

Schedule and coordinate in timely manner, delivery of materials and equipment.

Conduct weekly safety meetings, as well as participate in two-week look aheads.

Document and submit change orders. Submit and follow up on RFI's.

Maintain daily logs, time sheets, as-builds.

Projects valued at 40 mil.

Completed on time and under budget.

### **Consultant/Project Manager**

Northern Virginia Building Products - Thurmont, MD - 2004 to 2006

Manage 13 acre plant expansion (site ). 3mil..

Responsible for contractor selection, negotiations.

Scheduling, supervising, and coordination of main contractor and all applicable subcontractors

Review contract requirements and standards fulfilled prior to payments.

Review all change orders.

Responsible for coordinating contractors schedule versus plants schedule to allow for optimum production for both.

Conducts 2 week look aheads, weekly safety meetings.

Give monthly updates to Town Council to address any concerns or issues affecting adjoining neighborhoods.

Project completed 2 weeks ahead of schedule and under budget.

### **General Superintendent**

Utilix Corporation - Manassas, VA - 1997 to 2004

Responsible for start-up of Gas Divison. 1 crew at inception, built up to 20 crews 8 Directional Drill, 12 Conventional working on Washington Gas contract to include 20 foreman, and 5 superintendents.

Hiring and firing of all personnel working on system.

Responsible for all personnel's completion of safety and training classes, and acquiring necessary certifications.

Responsible for permitting, one calls, accident reports, work distribution, time sheet verification.

Responsible for P&L, business development

Highest rated division at the time, Revenue and Productivity

Increased yearly revenues over 5 yr. period from 1/2 mil.. to 6 mil.

Highest Safety rating of all contractors working on Washington Gas system at the time.

### SKILLS

Planning, scheduling, time management

### LINKS

<http://linkedin>