

Senior global supply chain and operations leader with demonstrated success achieved within global consumer goods companies. Proven results in new package development/commercialization, global strategy implementation, plant operations, supplier & open innovation, cost savings initiatives, strategic procurement and IP management. A collaborative leader and business influencer experienced in managing cultural diverse teams throughout multiple countries.

## CAREER HISTORY

### VP, Operations & Supply Chain

Circle Graphics: Longmont, CO

July 2017-Present

- Lead strategic and tactical execution of supply chain (procurement, logistics, inventory, quality, warehouse) and operations across four manufacturing sites
- Responsible for \$113MM in direct spend and an additional \$19MM in freight spend
- Implement processes and strategies to move from a tactical to strategic supply chain
- Lead/develop team on strategic principles of procurement, total cost of ownership, negotiation strategies and category management
- Achieved cost savings to date of \$1.3MM and \$2.9MM off cost avoidance through direct material and operational improvements

### Sr. Global Procurement Manager: Packaging, Raw Materials & Innovation

Molson Coors Brewing Company: Denver, CO

September 2011-July 2017

- Manage \$135MM in annual category spend and develop/implement global strategies for packaging and raw materials across 13 manufacturing sites
- Lead strategic contract negotiations, implementation and contract management with existing and new suppliers globally
- Align strategic initiatives with 8 regional procurement members across North America and Europe and execute those strategies at a global level
- Lead plant operations, P&L, logistics and management of 13 personnel for one of our vertically integrated assets
- Maintain AOP budgets and financial plans for key categories with emphasis on maintaining flat COGS or cost savings
- Developed a Best in Class Supplier Innovation Process; executed globally to fill packaging, raw material and equipment innovation pipeline for the next 3 years
- Successful innovation launches of numerous packaging innovations within the beer category resulting in volume growth with positive ROIs
- Manage commercial execution and project management for new product development as well as external innovation programs in collaboration with cross-functional stakeholders
- Commercial management of all NDAs, IP agreements, exclusivity agreements and JDAs for new development and innovation projects
- Benchmarked internal suppliers among competitive suppliers to ensure best value positions and drive continuous improvement initiatives
- Achieved cost savings of \$8.0MM through procurement influence

### Sr. Packaging Engineer

WhiteWave Foods: Broomfield, CO

August 2009-September 2011

- Responsible for dairy packaging across four manufacturing facilities, packaging standardization, innovation and an emphasis on cost savings initiatives
- Implemented cost savings of \$2.0MM annually with an additional \$2.5MM identified for implementation in packaging standardization, material reduction and operational efficiency increases
- Develop and define capital expenditures for new packaging innovation
- Technical experience in multilayer paperboard structures, FFS operations, aerosol packaging, lidding

Dennis C. LaPointe

[dennis.c.lapointe@gmail.com](mailto:dennis.c.lapointe@gmail.com)

applications, BPA and non-BPA alternatives, folding cartons, corrugate and PET

Dennis C. LaPointe  
[dennis.c.lapointe@gmail.com](mailto:dennis.c.lapointe@gmail.com)

**Associate Packaging Engineer**

ConAgra Foods: Omaha, Nebraska

*January 2008-August 2009*

- Responsible for microwave popcorn/meat snacks packaging in conjunction with overseeing four production facilities and a multilayer roll stock converting facility
- Qualified 9 co-packers in 60 days to ensure meat snack supply continued to meet customer orders
- Implemented material reduction (4MM lbs.) as well as transportation and warehouse optimization resulting in cost savings of \$5.2MM annually
- Assisted in development of Orville Redenbacher Bowl Bag and launched Slim Jim EZ-Peel packaging
- Operational throughput increase of 20% through packaging optimization.
- Conducted multiple CQV trials for new supplier conformance, validation and approval

**Pediatric Packaging Engineer:**

Abbott Laboratories Ross Products Division: Columbus, Ohio

*May 2006-August 2007*

- Extensive R&D testing resulting in the commercialization of Similac SimplePak moving the brand to \$1 Billion in Sales
- Led a team of five employees on a R&D pilot line for qualification of a new multicomponent HDPE container
- Simulated and real-life altitude testing to study the effects on dry products packaging
- Responsible for various packaging projects and implementing cost savings projects exceeding \$250,000
- Experienced use in packaging equipment (oxygen permeability, load testing, precision measurement devices, production line equipment, conduction & induction sealing, shelf life testing, Instron equipment, shock and vibration, compression strength, steam tunnels, heat shrink, red dye testing)

**EDUCATION**

**Michigan State University**, School of Packaging, East Lansing, MI  
Bachelor of Science in Packaging - 2007