

# Kurt B. Wilke

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## MANAGEMENT PROFILE

25 Years of Leadership and Management Experience in Sales and Manufacturing Environments. Key Contributions to Multimillion Revenue Growth, Cost Reductions, Quality Enhancements, and Team Performance Improvements.

## PROFESSIONAL EXPERIENCE

### Southland Steel Fabricators

June 2016 – Present

Southland Steel Fabricators was founded in 1986 by the Lombardo family. The organization is comprised of three different divisions: Southland Steel Fabricators, Grid Structures, Southland Industrial Coatings and formerly Southland Pressure Vessels & Piping.

### General Manager – Greensburg, LA

2020 – Present

I am accountable for increasing Manufacturing Efficiencies, Output & Throughput of a 125-acre complex comprised of 230,000 sq ft Fab Facility, 40,000 sq ft Paint/Coating building, & 30,000 sq ft Equipment Building with a Zeva Robotic Welder, Python Robotic Fabrication System, Saw Line, Plate Machine & Angle Machine.

- Accountable for Managing 200+ employee complex, while achieving monthly and quarterly objectives
- Administer company policies and procedures in a fair and consistent manner.
- Designed a lean plant layout to help with Efficiencies & Output
- Develop Plant Operating and Capital Budgets for Fabrication & Equipment
- Direct and monitor, daily, fabrication shop work activities, fabrication progress and resources necessary to efficiently meet the production schedule and performance metrics.
- Ensure compliance with federal and state safety and environmental regulations.
- Manage workforce, facilities, equipment, schedules, materials, and assets to maximize production goals and ensure on time delivery of quality products and services that meet applicable customer needs.
- Originated monthly customer business reviews, which increased the company's competitive edge, enhanced customer service, and expanded customer base.
- Perform all other duties as assigned.
- Plan, develop, and implement strategies to meet plant and company goals within agreed upon budgets and timeframes.
- Prepare budgets and allocate funds.
- Work with Continuous Improvement team to conduct lean manufacturing and continuous improvement initiatives.
- Work with the Estimators to develop proposals that speak to the client's needs, concerns, and objectives.

## **Southland Steel Fabricators**

### **Plant Manager – Greensburg La**

**June 2016 – April 2020**

I was responsible for the overall day-to-day operation, leadership and management of a fabrication plant.

- Collaborated with other departments, including engineering, purchasing, sales, and shipping, to align operations with organizational objectives and customer needs.
- Established professional relationships with key people or personnel within potential accounts and customers.
- Evaluated project budgets, production costs, and provided feedback to the GM and Estimating Manager
- Lead & managed a team of production supervisors, fitters, welders, machinists, and support staff, fostering a positive and productive work environment.
- Managed the fabrication budget and control costs to meet financial objectives.
- Oversee and coordinate day-to-day operations of the steel fabrication facility, ensuring efficiency and productivity.
- Oversee inventory management and ensure adequate supply of raw materials
- Responsible for maintaining equipment and machinery used in the fabrication process, ensuring that it is in good working order and that any repairs or maintenance are carried out promptly
- Responsible for planning and scheduling fabrication work, ensuring that projects are completed on time and within budget.
- Review project drawings, specifications, and documents to prepare accurate material and labor estimates.

## **Cust-O-Fab, LLC.**

**Jan. 2015 – May 2016**

C-O-F is one of the United States top ASME Code Fabricators of Pressure Vessels, Heat Exchangers, Towers, & other Fabrications.

### **General Manager – Gulf Coast Div., Beaumont, TX**

This is a 92-acre startup Division that has the responsibility for Manufacturing, Fabrication & Repairs, of ASME Shell & Tube Heat Exchangers, Pressure Vessels, Cooling Towers, and Precision Fabricated & Machined Components for the Gulf Coast Region.

- Actively and directly participated in resolving issues with internal/external customers.
- Analyze financial statements, sales and activity reports, and other performance data to measure productivity and goal achievement and to determine areas needing cost reduction and program improvement.
- Direct operations-manufacturing, materials management, quotations, financial reporting, human resources, and sales/marketing.
- Established professional relationships with the key people or personnel within the assigned accounts and customer targets.
- Evaluate sales inquiries for fabrication projects from prospective and existing customers & provide input relating to these opportunities ensuring accurate quote generation.
- In Charge of purchasing of all capital equipment, consumables, and other related items associated with the new complex Initiatives.

- Oversaw the Budgeting, Design Layout, Planning, & Construction, of the initial complex
- Responsible for the recruitment and mentoring of new staff.
- Support sales activities and provide guidance to Estimators/Sales Engineers regarding pricing.
- Travel to meet and maintain relations with customers in the Gulf Coast Region
- Work with the Sales staff to quote new and existing business in an effort to grow and meet aggressive growth.

## **Southland Steel Pressure Vessels & Piping**

**2008 – Dec. 2014**

Southland Steel Pressure Vessels & Piping was an ASME Fabricator of Pressure Vessels, Process Piping, Pipe Spools, & other precision fabricated products.

### **Plant Manager – Rock Hill, SC**

I was responsible for ensuring that the Company's Plant objectives were met for the Fabrication & Sales Services within the South Carolina Complex.

- Control and minimize labor overtime, premium freight, and repair expenses.
- Coordinate plant activities through planning with departmental Team Leaders to ensure the total manufacturing objectives are accomplished in a prompt and cost-effective manner.
- Coordinated with Sales, Project Management, Purchasing, and Engineering to align resources and coordinate work.
- Created a weekly dashboard tracking Man Hours, Shipments, Head Count, Attendance, & Safety.
- Develop and control profits, plans, and budget.
- Direct and manage plant operations for production, maintenance, quality, and shipping and receiving.
- Establish and monitor overall plant performance for production and quality standards.
- Initiated Bi-Weekly production meetings to discuss issues, problems, or anything that may not allow the team to meet its scheduled delivery date.
- Introduced and implemented Lean & initiated the use of white boards at all welding stations as visual tools.
- Maintain a safe working environment for all employees and ensure that employees follow established safety rules to ensure the goal of zero injuries.
- Managed budgets, schedules, and key operating metrics
- Oversaw the day-to-day operation of all production and administrative processes and departments.
- Project Lead for the Design, Budgeting, Construction Planning, Layout/Flow, & Capitol Equipment of a 180K sq. ft refurbishment of the Fabrication Complex.
- Provide direction & prioritization to personnel regarding Planning, Scheduling, Purchasing, Manufacturing, Manufacturing Engineering, Quality, & Inventory Control.
- Provide leadership and training to accomplish the company goals and objectives.
- Review schedules to make decisions concerning staffing requirements, work procedures, or duty assignments, considering budgetary limitations and time constraints. Review operations and confer with staff to resolve production problems.

## **Petrosmith LLC**

**1999 – 2008**

Petrosmith was a private company comprised of four different Divisions. ASME Vessel Div., API Tank Div., Geological Land Survey, & Drilling Div.

### **General Manager – ASME Operations & Fabrication, Abilene, TX**

I was hired to turn around the ASME Code & Non-Code fabrication shops of Pressure Vessels, Separators, Heat Exchangers, Towers, & Precision Fabrications

- Collaborated with Quality Assurance to improve welder qualifications.
- Coordinate plant activities through planning with departmental managers to ensure the Manufacturing objectives are accomplished in a timely and cost-effective manner.
- Developed positive direct relationships with key business contacts.
- Implemented the best plant layout of production equipment to achieve the highest quality at the lowest cost while ensuring maximum shop throughput.
- Increased plants overall efficiencies to 92% by establishing process accountability, so manufacturing objectives are accomplished in a timely and cost-effective manner.
- Produced various cost-reducing improvements, including: a 35% reduction in WIP inventory, and overall inventory accuracy from 30% to 95%.
- Provided overall leadership which was missing. Quickly streamlined communication gaps and created a sense of urgency to improve plant operations.
- Received Six Sigma Black Belt Certification.
- Responsible for the purchasing of all capital equipment, consumables, and other related items associated with the Complex.
- Review financial statements, sales and activity reports, and other performance data to measure productivity and goal achievement and to determine areas needing cost reduction and program improvement.
- Worked with Dept. Managers to layout plant, utilizing One Piece Flow concept.

## **Taurus Manufacturing – Pecos, TX**

**1992 - 1999**

Taurus Manufacturing was an ASME Fabricator/Field Services Organization

Plant / Sales Manager 1995 - 1999

Production Manager 1992 – 1995

## **MILITARY**

1992-2004	US Air Force Reserves	Honorable Discharge
1987-1992	United States Air Force	Honorable Discharge

## **EDUCATION**

University of Maryland, University College, Alconbury, U.K.  
Bachelor of Science, Business Administration (1991)