

# Ronald Zachau

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## Qualifications

**WorldPoly, 2017**  
Certificate in  
Operations  
PolyForce630CNC

**Engineering  
Training Australia,  
2013**  
Certificate III in  
Polymer Processing

**ISCO Industries  
LLC, 2013**  
Certificate in Fusion  
Training

**McElroy  
University, 2009**  
McElroy Master  
Mechanic

**McElroy  
University, 2009**  
McElroy Certified  
Trainer

## Professional Overview:

- A dedicated operations management professional with over 30 years extensive experience in the high density polyethylene (HDPE) industry, including manufacturing of fusion equipment through to supporting the end user.
- Highly skilled and results-oriented sales manager with experience increasing profitability, improving quality and optimizing processes.
- Excellent ability to prioritise and manage multiple tasks simultaneously. Experience managing large projects in busy, high-risk environments. Proven ability to exceed KPIs and deliver to strategic plans within budget.
- Extensive practical experience in training and mentoring manufacturing professionals.
- Effective communication skills, ability to establish rapport and build effective works.
- Proficient in developing highly technical training programs for customers and employees
- Solid understanding of the OH&S regulations that operate within high-risk environments. Experience delivering OH&S training and working to ensure staff compliance.

## Areas of Expertise:

- Fusion Services & Equipment
- Custom Engineering Services
- Operations Management
- Lean Manufacturing
- Material & Project Management
- Strategic Inventory Control Systems
- Distribution Management
- Sales Management / Business Development
- Upselling / Consultative Selling
- Training & Staff Development

## Employment History:

**SENIOR MAINTENANCE MANAGER - GULF COAST DISTRICT – La Porte, TX**  
**NATIONAL MAINTENANCE MANAGER – N.R.C. – Newport News, VA**

### Key Responsibilities:

- Accountable for the day-to-day in-flow and out-flow of the national fusion rental fleet at maintenance/repair facilities, satellite branches, and rental hubs.
- Responsible for up to 17 direct associates, and 40 indirect associates.
- In charge of all poly-welding equipment, including that of the La Porte fabrication shop, as well as calibration and new product testing.
- Verifying and updating spreadsheets and Calibration Certs for all technicians, Electro-Fusion Processors and Data loggers.
- Location tracking of all poly-welding equipment (HF, MF, and EF) and welders to verify readiness and compliance.
- Optimizing material and equipment resources to maximize process efficiency.
- Responsible for implementing and maintaining the equipment register.
- Oversee the training and quality groups to make sure all aspects of the company and vendor requirements are being met.

## Career Summary

**Senior Maintenance Manager, Current**  
Ferguson/Wolseley,  
La Porte, TX

**National Maintenance Manager, 12/2016**  
Ferguson/Wolseley,  
Newport News, VA

**Plant Manager, 03/2015**  
Murphy Pipe & Civil,  
Chinchilla, QLD

**Technical Sales Manager, 11/2014**  
ISCO Industries,  
Brisbane, Australia

**Regional Sales Manager, 06/2011**  
McElroy Manufacturing  
Inc., Oklahoma, US

**Regional Sales Manager, 04/2006**  
ISCO Industries,  
Colorado, US

- Responsible for maintaining the Training Register.
- Encouraging, identifying and developing best practice strategies.
- Leading formal and informal meetings and discussions concerning facility operations.
- Planning process improvements to improve consistency.
- Recommending short and long term maintenance and repair objectives, and encouraging continuous improvement within the business.
- Providing technical support for all construction equipment.
- Taking day-to-day calls from other branches and end user customers to answer fusion related questions, and to troubleshoot equipment to minimize customer downtime.
- Maintaining a 24/7 Hotline to assist with customer questions/issues in the field.
- Offering equipment sales suggestions based on my industry experience to Management, Inside Sales staff, company Branches and end user customers.

### Accomplishments:

- Introduced new safety modifications for all poly welding equipment and personnel.
- Making maintenance and repair processes more profitable, lean and efficient.
- Demonstrated a high commitment to safety and ensured compliance with company codes and values.
- Implemented new design criteria for operator ease-of-use, and better safety initiatives on the McElroy and Raptor lines of fusion equipment.
- Accomplished in the marketing, sales, training, and repairing of most HDPE fusion equipment brands.

### MURPHY PIPE AND CIVIL, Chinchilla, QLD, Australia

Feb'14 to Mar'15

#### **WELDING PLANT SUPERVISOR – *Project: QCLNG Gathering Project***

Installation of an entire upstream gas gathering network across the Surat Basin. The project is the largest gas gathering network of its kind in Australia and entails the installation of 5000km+ of dual and single Ø110mm - Ø630mm HDPE pipeline and installation and tie-in of well heads.

### Key Responsibilities:

- Accountable for the day-to-day operations and maintenance of the Plant.
- In charge of all polywelding equipment including calibration and new product testing.
- Verifying and updating Calibration Certs for all Electro Fusion, Dataloggers, IR Guns, Vac Test Gauges, Torque Wrenches.
- Pilot tracking of all Poly Plant (HP, FF, and EF) and welders to verify compliance.
- Conducting Datalogger Joint analysis.
- Compiling and completing all relevant documentation once pilots are completed.
- Optimizing material and equipment resources to maximise process efficiency.
- Responsible for maintaining the plant and equipment register.
- Assisting the training and quality groups to make sure all aspects of the contract are being met.
- Responsible for maintaining the Training Register.
- Encouraging, identifying and developing best practice strategy.
- Leading formal and informal meetings and discussions concerning Plant operations.
- Planning process improvements.
- Recommending short and long term Plant objectives and encouraging continuous improvement within the business.
- Providing technical support for all construction equipment.

### Accomplishments:

- Introduced new safety modifications for all poly welding plant & equipment.
- Updated the welding procedures for production, quality and cost efficiencies.
- Making manufacturing processes more profitable, lean and efficient.
- Demonstrated a high commitment to safety and ensured compliance with company codes and values

## Professional Training

First Aider

OH&S Construction Card

RAC 4x4 course

Friatec Electro-Fusion

Central Plastics Electro-Fusion

Extrusion Welding

Knowledgeable of PPI, ASTM, D.O.T. and ISO specifications

## IT Computer Skills

Microsoft Office

Macola

Sharepoint

**ISCO INDUSTRIES, Brisbane, Australia**

May'11 to Jan'14

### TECHNICAL SALES MANAGER / TRAINING MANAGER

#### Key Responsibilities:

- Conducted, coordinated and delivered training of company and customer welders to the current industry standards.
- Managed stock levels on a daily basis for multiple customer and inventory accounts in Australia and New Zealand.
- Strategic Consulting, including business plan & sales strategy development for products associated in the HDPE industry
- Accountable for sales, inventory analysis/control, training, and technical expertise as it pertains to McElroy and Fast Fusion type fusion equipment and associated HDPE (poly) products and services.
- Responsible for 12-20 associates, initiated and implemented the current HDPE (poly) fabrication shop, which included set up, maintaining current inventory levels, and documenting all transactions, while upholding best buying and selling practices.
- Implemented and maintained spool fabrication and shipping documentation.
- Liaised with manufacturers and vendors.
- Negotiated final pricing and stocking whilst keeping cost levels to a minimum.

#### Accomplishments:

- Brought my knowledge and expertise from working at McElroy, which enabled me to oversee the implementation of new technologies and equipment into the market.
- Successfully set up the fabrication shop and set the base-line for the current training program

**MC ELROY MANUFACTURING INC, Tulsa, Oklahoma**

Aug'06 to May'11

### REGIONAL SALES MANAGER / TECHNICAL SERVICES

#### Key Responsibilities:

- Managed multiple distributor accounts for the latest McElroy products and training.
- Developed marketing campaigns to increase the general acknowledgement of the polymer pipes fusion techniques for actual and potential customers.
- Supported open house and road show events at distributor and end user locations to help showcase products and promote distributor capabilities.
- Participated in numerous industry trade shows.
- Assisted with inventory management and supply to end user customers.
- Conducted audits to keep distributor inventory current for their geographical needs.
- Developed training and sales curriculum for McElroy University and field training programs.
- Conducted customer field training on a world-wide scale.
- Supported the engineering group in the design, build and testing of the equipment.
- Trained the Distributor, Sales and Technical associates on the McElroy Website.
- Provided sales and commercial support to distributors in the North American region.
- Delivered technical support to customers and distributors based in India, Mexico, Canada, Japan and Scotland.
- Certified machine operators in the proficient welding machine's operation and proper fusion techniques.

#### Accomplishments:

- Successfully managed existing accounts as well as acquiring new distributor accounts.
- Recognised as an industry expert, obtained Master Mechanic and Certified Trainer status.

**ISCO INDUSTRIES, Louisville, KY, US**

Jun'04 to Aug'06

**REGIONAL SALES MANAGER / TECHNICAL SERVICES**

**Key Responsibilities:**

- Coordinated monthly inventory cycle counts and yearly physical counts.
- Tasked with discovering, quoting, and fusing on polyethylene projects, internationally.
- Supported multiple customer accounts in Colorado and the Western US Region.
- Responsible for deciphering plan take-offs and attending pre-construction meetings.
- Assembled with engineers and project owners to discuss the benefits of HDPE over competitive materials, as well as consult the jobsite layout.
- Attended national and regional industry-related shows and meetings.

**Accomplishments:**

- Designed and implemented strategic inventory control systems for customers.
- Sold, trained and oversaw the completion of the first 100% HDPE Gravity Sewer line in a new housing development North of Albuquerque, New Mexico with a project value of 800k.

**FERGUSON ENTERPRISES, Greater Denver Area, US**

Apr'88 to Jun'04

**REGIONAL SALES MANAGER / FABRICATION MANAGER**

**Key Responsibilities:**

- Assisted in the set-up of numerous warehouse facilities.
- Controlled inventory management, stocking levels and developed pricing structures.
- Managed multiple customer accounts in Arizona and the Western US Region.
- Responsible for the development and promotion of the BGF Adapter.
- Contributed to the growth and development of the small Arizona entity Crow Company, which resulted in the eventual acquisition by Ferguson Enterprises

**Accomplishments:**

- Promoted to Regional Sales Manager.
- Successfully managed the Fabrication shop.
- Maintained continuous maximum effort to improve operations, decrease turnaround times, streamline work processes and work jointly to improve the day-to-day running of the project.



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