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Q U A L I F I C A T I O N S

I am a highly motivated person with a diverse work experience ranging from complex mechanical design to management, financial planning, business operations and development. I'm a team player and leader that always keeps an eye on the end game.

W O R K H I S T O R Y

E. H. Wachs a division of ITW

1985 – 2023

Business Unit Manager, Utility Products Division

2008 – 2023

Assumed leadership and P/L ownership for a structurally young division of E.H. Wachs focused on products for the distribution networks of municipal water systems. In addition to setting goals and vision for the organization, restructuring roles and responsibilities, establishing performance measures and benchmarks, controlling costs, and inventory; accomplished significant wins to grow top line revenue 250% and improving operating income 18% thru:

- Standardized and Simplified our product offering (PLS), streamlining operations and supply chains
- Inlined product cells, increasing productivity and lowering overheads
- Took direct responsibility for Marketing & Sales; leaning in on customer perceived value through VOC and CBI to drive margins through highly differentiated NPD, thru to the articulation of the value proposition, collateral support and management of multiple direct and indirect sales channels.

Engineering Manager & Lead Design Engineer, Special Projects Division

1992 - 2008

Headed up engineering team responsible for all aspects of custom machinery and equipment. Our team would be responsible for the technical sale, the equipment design, assembly, testing and training. Most recent accomplishments include:

- Deep water pipeline repair tool developed for Chevron. Operating in waters as deep as 10,000 feet, the remote operated machine can cut and prep up to 200' of damaged pipeline ranging from 12' to 24".
- Oil casing decommissioning system for British Petroleum. Designed to safely cut multi-string, oil production casings in a subsea, zero visibility, underwater environment following hurricane damage.
- Remote operated nerve gas canister sectioning station for Bechtel Engineering (Aberdeen Proving Grounds installation). The machining station used displacement cutting wheel technology to sever the 30" diameter storage containers.
- Remote operated 750 LB bomb severing station for Parsons Engineering (Guam installation). A split lathe machine station that would sever the outside casing of the 16" diameter bomb to facilitate the explosive removal.
- Automated production lathe for compressing and facing automotive exhaust coupling for Senior Flexonics (Bartlet installation). These couplings were produced for the new Toyota Corolla.
- Automated lathe and expanding die for Chicago Bridge and Iron (Hanford and Livingston installation). This machine was used in the fabrication of the 49" diameter LIGO beam tubes.

These projects and many others were done on short time lines and with tight budgets.

Design Engineer, E.H. Wachs

1985 - 1992

Working with a project team, provided innovative new designs for standard product line. Products that can be found in the standard product line include:

- Line of large portable vacuums for local municipalities. These vacuums are normally mounted onto a trailer and are used for cleaning valve boxes. They operate from 300-700 cfm and can generate 15" hg.
- Line of donut style, split lathes for servicing in line piping. These machines can be found in power plants, ship yards and with industrial service contractors.

E D U C A T I O N

Master in Business Administration, (4.0 GPA) Keller Graduate School
Bachelor of Science Technical Management, (4.0 GPA) DeVry University
Associate of Science in Mechanical Engineering, Harper College
Aslan Sales Training seminar
Boothroyd & Dunhurst DFMA seminar
DFM for Small Volume seminar - National Design Conference
Effective Supervisory Management, LMI