

**DAVID A. DULL**

193 E. Pine Hollow Lane, Apt. 2  
Oak Creek, WI 53154  
davidadull@gmail.com  
773-606-4984

**BUSINESS MANAGEMENT**

Extensive experience in all facets of business management, with particular strength in managing manufacturing-based companies. President/CEO of 4 different companies in separate industries from 1991 to 2012 ranging in annual revenues of \$12M to \$80M. Currently President/ CEO of machining and fabrication company with over 80 employees in Franklin, WI.

Became President/ CEO of Allis Roller, LLC in April 2009. Established positive relationships and Long Term Agreements with key customers, and directed the implementation of Lean Principles at Allis Roller, resulting in 20% annual growth.

From 1991 to 1998, as President/ CEO of Fluidrive, Inc., revenues increased from \$12M to \$43M and the stock value increased by five times.

**EXPERIENCE**

**Allis Roller, LLC, Franklin, WI**

Allis Roller is a contact manufacturer specializing in complex metal fabrications and precision machining. Annual revenues exceed \$15M and there are more than 80 employees working in a 43,000 s.f. facility. The major customers are Case New Holland, John Deere, and Vilter, a Division of Emerson.

**President/ CEO**

**April 2009 to Present**

Improved relationships with key customers by establishing performance targets via Long Term Agreements, which lead to increased business from both existing and new customers. Promoted Lean Initiatives resulting in productivity gains and the hiring of over 30 new employees. Encouraged improved quality leading to ISO 9001 Certification in 2010.

**Spaulding Composites, Inc., Rochester, NH**

Spaulding designs and manufactures thermoset composite sheets, tubes and fabricated parts for the heavy equipment, aerospace, air tool and cryogenic markets and has annual revenues of \$14M.

**Vice-President of Sales and Marketing**

**September 2007 to January 2009**

Managed 4 inside Customer Service personnel and over 20 Manufacturer's Reps across the U.S. and Europe. Worked directly with large OEM customers, such as Caterpillar, Ingersoll Rand, John Deere, and Snap-On.

**Plant Manager- DeKalb, IL**

**October 2006 to September 2007**

Managed the termination of production and the sale of the plant (equipment, building, and land) of the Spaulding 133,000 sq. ft. facility that was built in 1962. Production was consolidated into the Spaulding facility in New Hampshire.

**Duncan Parking Technologies, Harrison, AR**

As the products division of a \$30M company, Duncan Parking Technologies designs and manufactures a complete range of parking products and services to all of North America. These products include on-street parking meters and handheld computers which are proprietary electronic equipment with sophisticated printed circuit boards and wireless communication.

**President/ CEO**

**June 2003 to November 2006**

As President/ CEO of Duncan Parking Technologies, revitalized the company by replacing key personnel and enhancing new product development. Hired new Operations VP, and revamped the sales force and engineering department. Reduced product costs by streamlining the order to delivery process, and then improved on-time delivery performance. Improved internal production processes by reviewing methods and procedures with union workforce, and implementing new concepts.

After being acquired in November 2005, played a key management role in the consolidation of four companies, including the leadership of 7 Regional Sales Vice Presidents representing all Duncan products and services. Worked effectively with the new owners in Australia and with management of the various companies in the U.S.

**Hanna Cylinders, Libertyville, Illinois**

Hanna designs and manufactures hydraulic and pneumatic cylinders for specialty applications.

**President** **December 2000 to June 2003**

Restructured a \$12M annual revenue company by merging two manufacturing facilities into one and replacing over half of the workforce.

**Tuthill Transport Technologies (TTT), Brookston, Indiana**

TTT was created in February, 1999 as a result of the merger of Fluidrive, Inc. of Brookston, IN and Reyco Industries, Inc. of Springfield and Mount Vernon, MO and Grimsby, Ontario.

**President / CEO** **1991 to September 2000**

Management of a company with \$80M in annual sales with over 400 employees (union and non-union) at four locations. TTT products include: 1) air suspension systems for trucks, motorhomes, and buses, and 2) hydraulic axles for off-highway equipment. Products are marketed worldwide with significant business in Europe and South America. Major customers include John Deere, Case New Holland, Spartan Motors, and Ford.

- Reported to three different ownership groups over nine years:
  - 1991 to 1995 Metapoint Partners- an investment group in Peabody, Massachusetts
  - 1995 to 1998 Rutledge Capital, LLC- an investment group in Greenwich, Connecticut
  - 1998 to 2000 Tuthill Corporation- a diversified manufacturing company with corporate headquarters in Burr Ridge, Illinois.
- As Fluidrive, Inc., the company grew from \$12M in annual sales in 1991 to \$43M in 1998. During this period, the company was sold three times and the stock value increased by over five times. Named President of TTT in 1999 and managed 11 direct reports in 4 locations.
- Directed the launch of several new products, including the Independent Front Suspension (IFS) for motorhomes and buses in 1996. After three years in development, the innovative IFS became the company's highest-selling and most profitable product.
- Initiated continuous improvement, including Lean Manufacturing, throughout the company to improve productivity. In the mid-1990's, the entire plant was re-arranged based on lean principles. Involved in ISO9001 Certification as well as quality audits from Deere and Ford.

**Vice-President- Sales and Engineering** **1988 to 1991**  
Important management role as Fluidrive, Inc. transitioned from an aftermarket to an OEM focused company. Managed 20 employees.

**Engineering Manager** **1983 to 1988**  
Responsible for the development and maintenance of drive axles and controls for agricultural, construction, and industrial equipment.

**Manager- Quality Control** **1981 to 1983**  
Responsible for quality processes and procedures in a relatively new company. Initiated the first Quality Control Procedure at the company

**Project Engineer** **1978 to 1981**  
Overall project responsibility for development of hydraulic-powered drive axles and controls for agricultural machines, such as combines.

**OTHER ACTIVITIES AND ACCOMPLISHMENTS**

Member of MMAC and COSBE, Milwaukee, WI	2009 to Present
Chief Executive Network	2011 to Present
Member of ASABE, American Society of Agricultural and Biological Engineers	1979 to Present
Rotary International, Harrison, Arkansas	2003 to 2004
TEC International (President's Group), Chicago Chapter	2001 to 2003
Member of the Industry Advisory Council-Purdue Technical Assistance Program	1998 to 2001
Attended numerous Lean Manufacturing training sessions, including participation in many one-week kaizen (continuous improvement) events	1995 to 2000
Toastmasters International	1992 to 1994
Purdue University Distinguished Alumni Award	1994
Sunkist Young Designer Award (American Society of Agricultural Engineers)	1990
Co-Author of a U.S. and Foreign Patent- Fluid Control Valve	1988

**EDUCATION**

Bachelor of Science, Agricultural and Biological Engineering- 1979  
Purdue University, West Lafayette, Indiana