

**John F. Jennings**  
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**EMPLOYMENT HISTORY:**

11/06 – Present

**Cerac Inc, Subsidiary Williams Advanced Materials Inc, Milwaukee, WI**  
**Position: Controller**  
**Professional Responsibilities:** Complete P&L, Balance Sheet and IT responsibilities for a \$30 million chemical manufacturer supplying global markets. Duties include financial and cost accounting, cash management and systems solutions for a multiple product line producer of chemicals serving various industries. Responsible for maintaining standard costs and variance reporting in a process costing environment. Work closely with Operations management to ensure lowest cost manufacturing is achieved. Collaborate with Marketing and Sales management to maintain optimal pricing and product mix to attain margin goals. Actively participate in strategic planning and action plan development to implement specific operational and financial objectives. Coordinate and complete the annual budget, quarterly and monthly sales, earnings and working capital forecasts. Complete forecasting review packages and coordinate presentations to senior division and corporate management. Responsible for administering an effective system of internal controls including compliance with corporate Sarbanes-Oxley standards. Provide financial support for review of potential acquisition candidates and presentation of recommendations to division and corporate management. (1) of (4) Staff Managers reporting to the VP and GM.

1/03 – 11/06

**Cooper Power Systems Division, Pewaukee, WI**  
**Position: Division Marketing Manager - Pricing and Finance**  
**Professional Responsibilities:** Establish, implement and maintain pricing rules across multiple products and markets within a new division functional organization. Utilize financial and cost accounting experience to provide high level financial support to Marketing, Sales, and Operations functional management encompassing a multiplant \$900 million division. Included are establishing product pricing guidelines for 30 product lines, determination of optimum product mix for factory load, strategic planning, maintaining and communicating product line and customer profitability analyses, and orders and sales forecasting. Emphasis is on quantifying major business decisions relating to product pricing and plant load. Responsible for maintaining all relevant performance measurements to monitor division profitability goals.  
**Reason for Leaving:** Accepted position as Controller, Executive Staff Manager for a manufacturing company, utilizing acquired financial skills.

2/99 -- 1/03

**Cooper Power Systems, Transformer Products, Waukesha, WI**  
**Position: Product Line Controller**  
**Professional Responsibilities:** Operational accounting and IT for \$400 million multiple plant transformer manufacturer. Duties include cost accounting, budgeting and planning, financial analysis, payroll and local IT. Interaction with Operations, Engineering and Marketing management to maximize product line profitability including implementation of numerous cost reductions. Emphasis on financial support to ensure improved performance from each factory. (1) of (6) Staff Managers reporting to VP and GM.

3/93 - 2/99

**Cooper Power Systems, Components & Protective Equipment,**  
Pewaukee, WI

Position: **Product Line Controller**

Professional Responsibilities: Accounting and IT for \$250 million electrical components and connectors business encompassing multiple plants, including an international operation. Responsibilities included cost accounting, accounts payable, payroll, budgeting and planning, financial analysis, capital appropriations and local IT. (1) of (6) direct reports to Product Line VP and GM.  
Reason for Leaving: Promotion to larger product line within the Division.

3/90 - 3/93

**Cooper Industries Corporate Office, Houston, TX**

Position: **Business Segment Operations Analyst**

Professional Responsibilities: Member of Corporate accounting staff with emphasis on operational accounting issues, reporting and financial planning. Worked directly with CFO's and other accounting management from various Divisions within Cooper's Automotive and Tools & Hardware business segments, including numerous on-site visits to review financial issues and forecasts. Prepared reports and participated in divisional financial reviews with Corporate management.

Reason for Leaving: Promotion to Product Line Controller within a Division.

6/77 - 3/90

**Joy Manufacturing Company, Turbocompressor Division, Buffalo, NY**

Positions Held: **Manager Financial Accounting, Manager Operations Accounting**

Professional Responsibilities: All areas of general and cost accounting including payroll, accounts payable, financial reporting and forecasting and product costing relating to the manufacture of large capital equipment. Responsibilities also included consolidating results from an international operation and resolution of financial issues. Participated in a team effort for the selection of a software vendor for a major business system conversion as the financial representative.

Reason for Leaving: Promotion to Corporate accounting position.

**EDUCATIONAL BACKGROUND:**

Alfred University - 1977  
BS - Accounting (cum laude)

**PROFESSIONAL/COMMUNITY AFFILIATIONS; SERVICE ACHIEVEMENTS:**

Institute of Management Accountants  
U.S Navy "Adopt-A-Sailor" Volunteer  
Church Council Member  
Member Menomonee Valley Business Association

**PERSONAL DATA:**

Health - Excellent  
Marital Status - Married; One Child

**REFERENCES:**

References furnished upon request.