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by Attorney Bill Johnston
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Phillip J. Kuss, C.P.M.

In the course of a diverse 25 year career in the fields of operations and purchasing with Fortune 100 companies, Phil Kuss has proven to be a skilled executive, adroit trouble-shooter and a synergistic leader to build teams and meet goals. He has been an industry conference speaker, author on management topics and a patent award holder. Phil had been previously employed by such companies as RCA, Fairchild Industries, United Technologies and Lear Corporation.

Phil's background includes business sectors in automotive consumer electronics, plastics, aerospace and defense (NASA and DOD) and surgical equipment manufacturing. He has been responsible for facility expansion and modernizations to take on additional NASA work to develop and improve shuttle flight hardware, the setting-up and managing five distribution facilities involving \$200M of entertainment product for domestic and international manufacturing operations and the development of the corporate contracting format for all North American suppliers to RCA production facilities on corrugated packaging. Phil also has led plant quality turn-around efforts in automotive plastics sector from 4,000 plus PPMs to a world class level of 25 or less and QS 9000 certification. He has directed engineering efforts to develop an aircraft external tank certifier for military aircraft (i.e. A-10, F-16 etc.), served as Program Manager in a joint development effort with Ford Aerospace on the US Army's Aquila RPV program and served as an Interface Administrator to the FBI on establishing "point of manufacture" of counterfeit music cartridges.

Phil has not only directed organizational development, lean manufacturing, team building and total quality management (TQM) programs, he is a trained "facilitator" in TQM and a Six Sigma Green Belt. He has worked with both union and non-union organizations (i.e. UAW, IBEW and Teamsters) with manufacturing and customer service organizations. Phil has written Purchasing/Materials Manuals for Fortune 100 companies to comply with Department of Defense (DOD) Federal Acquisition Regulations (FAR), Small and Disadvantaged Business Programs and successfully written position "white paper" exempting ship repair from Contract Awards under DFAR Subpart 242.72 Contracts MMAS.

Phil has undergraduate degrees from University of Indianapolis and California Western (Coast) University in Business Administration and received his MBA from California Western (Coast) University with his thesis in Project Management. He also is a graduate of UCLA's Executive Management Program. He currently serves on the Advisory Board of the Heartland Career Center, a member of the Institute for Supply Management, Society of Plastic Engineers, and is a past Board Member of the Indianapolis Development Task Force Council. He also is a Certified Purchasing Manager (C.P.M.).

Resume Supplement
Of
Phillip J. Kuss

Author, Instructor, Certifications, Technical Training and Awards

- Articles published include:
 - A Management Philosophy – Hidden From the Forest by the Trees
 - Taking the Mystery Out of Quantity Cassette Production
 - “Cooperation” --- The Name of the Game!
 - Position Paper on MMAS & Contract Awards for Ship Repair on behalf of the “Port of San Diego Ship Repair Association” to the U.S. House of Representatives Subcommittee on Shipbuilding Appropriations.
- Instructed seminars on:
 - Price & Cost Analysis
 - The Purchasing Agent and the Antitrust Laws
 - Project Management, (based on my MBA thesis, “Project Management”)
 - Building Teamwork for Change, (based on lessons learned as outlined in “Modern Materials Handling” magazine feature article)
- Certification and Technical Training
 - California Institute of Technology, Pasadena, CA
 - Just-in-time (JIT) Manufacturing
 - Statistical Process Control (SPC)
 - Industrial Bar Coding
 - Organizational Dynamics, Inc. (ODI), Dr. G. H. Labovitz, Boston University
 - Training Facilitator (160 hours)
 - Materials Management Accounting Systems (MMAS) Deloitte & Touche
 - Fairchild Senior Management Training Program, Germantown, Maryland
 - Certified status by National Association of Purchasing Management
- Awards
 - Two time winner of Fairchild Industries’ “Outstanding Achievement Award”
 - RCA awards include:
 - Patent award
 - Only three (3) time winner of the Corporate Minority Supplier Development Program
 - Community Development Task Force, The Honorable Richard G. Lugar, United States Senator from Indiana and the Honorable William Hudnut, Mayor of Indianapolis, IN