

# ANDREW D. WARRINGTON

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## EXPERIENCE

### **United Conveyor Corporation, Waukegan, IL**

#### PRESIDENT [May 2013 – Present]

P&L responsibility for UCC and newly acquired PANGBORN GROUP of companies. UCC, founded in 1920 is a family owned business with strong market leadership in environmental solutions for the global power market. Introduced lean techniques to solving problems, greatly enhanced business and corporate development to diversify the business and maintain profitability in a quickly shrinking market. Made a number of acquisitions to further this goal. Helped owner to develop “family office” of United Generations acquisition vehicle which then acquired the Pangborn Group a leading manufacturer of surface preparation equipment with operations in Germany, Italy, UK, China and US.

### **Peerless Pump Company, Indianapolis, IN USA, a division of Grundfos Group, Denmark.**

#### PRESIDENT [Dec 2009 – Present]

Company P&L responsibility for: Peerless Pump Company, Indianapolis IN and Yeomans Chicago Corporation, Aurora IL. Divisional P&L responsibility for: Grundfos North American Water Utility Business & Grundfos North American Fire Pump Business. Total of \$160M sales and 570 employees. Division of the Danish Grundfos Group (world’s largest pump company). Line management responsibility for Vice Presidents of North American & International Sales, Operations, HR, and Finance. Developed and implemented strategies for accelerating growth internationally and domestically through the integration of Peerless within the Grundfos Group. Double digit profitable growth since appointment as President. We have undertaken dozens of successful business development, organizational, HR, synergy and business improvement projects.

#### VICE PRESIDENT OF BUSINESS DEVELOPMENT & ENGINEERING [Mar 2008 – Nov 2009]

Responsible for all international sales and for integrating the company with its new parent, stepping up our global sales and supply chain capabilities and expanding our research and development capacity. Developing strategies for international growth, devising business plans execution of strategy and leadership of multidisciplinary / multi-cultural teams from all areas of Grundfos and Peerless world wide. Additional roles: Global Business Development Manager, Grundfos fire fighting business. Member, Board of Directors, Grundfos Brazil.

#### VICE PRESIDENT OF SALES & CHIEF COMMERCIAL OFFICER [Dec 2005 – Mar 2008]

P&L Responsible for Global Sales, remote Service facilities, product management and development and business strategy for \$125M pump company. Assignment objectives were to improve profitability of sales, drive further growth and rapidly expand international presence.

VICE PRESIDENT & GENERAL MANAGER VERTICAL PUMP BUSINESS [Jan 2004 – Dec 2005]  
P&L and balance sheet responsibility for \$35M pump business. 114 personnel based at three US and one Mexico operations. Responsible for Marketing, new product development, engineering, procurement, operations, manufacturing and service.

VICE PRESIDENT OF ENGINEERING & MARKETING [December 2002 – Jan 2004]  
Led 55 staff in this \$80M division of an international engineering business with responsibility for all Engineering, Development, Marketing and Strategic Planning activities. P&L responsible for \$10M engineered pump and \$7M engineered systems businesses.

VICE PRESIDENT OF SERVICE [December 1998 – December 2002]  
P&L responsible for \$23M, global aftermarket and \$7M Engineered Systems businesses. Responsible for parts & service marketing, selling and operations on 5 operational sites in US, Canada and Mexico with 80 personnel.

**Sterling Fluid Systems (UK) Ltd., Altrincham, UK (SIHI Pumps UK/ LaBour Pump Co.)**

MARKET MANAGER (PROCESS) [May 1996 – December 1998]  
Leadership role in Sales and Marketing/ Engineering for Process markets in UK, Middle East, Africa and India for this \$16M division on two sites in United Kingdom.

ENGINEERING MANAGER [June 1989 – May 1996]  
Responsible for Engineering, Design, Test, Production Engineering and Quality functions in \$10M, 100-employee company.

**Central Electricity Generating Board (CEGB), Knutsford, UK**

CONTROL & INSTRUMENTATION ENGINEER [June 1988 – June 1989]  
Design work in main control room and reactor protection system for Sizewell “B”, a 1,800 MW PWR the last UK nuclear power station. Previous practical operational experience as C&I engineer in various nuclear and coal power plants in North East England.

**EDUCATION**

**Master of Business Administration** [1999], Manchester Metropolitan University, UK

**Doctor of Philosophy (Ph.D.) in Manufacturing Systems Engineering** [1996], Leeds Metropolitan University, UK. (Thesis on implementation strategies for integrated manufacturing management systems in small, make to order companies.)

**Chartered Mechanical Engineer** [1992], the Engineering Council & the Institution of Mechanical Engineers, London, UK

**Bachelor of Engineering** (with First Class Honors) in Manufacturing Systems Engineering [1988], Leeds Metropolitan University, UK

**REMARKS**

I have been lucky to have traveled and done business extensively internationally, I enjoy meeting people and finding ways to do business profitably in different cultures. I am a keen sailor, dinghies and larger boats. I enjoy skiing and bicycle riding as well as a deep passion for machines of all sorts; getting deep into my computer, the Internet and gadgets of all kinds. I have restored a 1976 MG Midget and a 1968 Land Rover. I love to teach and have run courses for kids and adults on numerous technical and business subjects.

I have served on a number of corporate boards including the Federal Reserve Bank of Chicago's Small Business Labor and Agriculture Advisory Board, the Lake County Illinois Workforce Investment Board the State of Illinois Workforce investment board, the United Way of Lake County's Board of Directors and was the Chair of the Indianapolis/ Marion County Workforce Investment Board (EmployIndy). I am a strong advocate for business and manufacturing and for the contribution engineers and business can have in the community.

I do a lot of sailing, organizing annual sailing trips to the Great Lakes and coastal areas, hill walking, canoeing and wilderness travel as well as being a licensed private pilot. I am inquisitive and have a passion for and have read extensively on many historical subjects, having lectured occasionally in family history. I have served as Chair of our local scout troop and have done most of the trips including the challenging high adventure trips.

**OTHER INFORMATION**

Married with two grown children. US Citizen, British Citizen