

# James B. Styer

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Seasoned executive with P&L responsibility and operating experience. Proven record of accomplishment in both private and public companies, building managerial infrastructure with accountability, integrating acquisitions, implementing national procurement, controlling costs, driving revenue growth and enthusiastically inspiring others to action.

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## *Career Summary*

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### **LEN Corp**, Souderton, PA, 2005 - 2007

(Family business consisting of Leidy's, Inc; Eastern Pork, Inc; and Neighborhood Meat Markets. Board of Directors consisting of 2 family members and 3 outside persons. Primarily a pork packer and processing operation serving Northeast markets with fresh and processed products.

- **President/CEO** – P&L responsibility. Rebuilt and changed culture of top management team. Implemented Key Performance Indicators. Implemented strategic marketing assessment. Developed and implemented new product line. Revamped existing product lines. Implemented automated cost accounting and margin reporting system. 300 employees. Worked directly with owners and other family members.

### **P&O Cold Logistics**, Los Angeles, CA 2000 - 2004

(\$200M revenue, logistics and refrigerated supply chain management services. Parent: P&O Group, London, UK. \$2B revenue. British public company.)

- **Vice President -- Corporate Services.** Developed national procurement program. Reduced costs by \$300,000 first year. Integrated \$100M acquisition in six months. Developed national Key Performance Indicators. Standardized national customer agreements. Sold two sites.

### **Consultant**, 1999 - 2000.

- Three projects in India and Bangladesh, cold supply chain infrastructure development
- Developed specifications for distribution center -- \$400M meat processing company. Developed management system and organizational structure for accounting firm -- \$10M.

### **Rosenberger Cold Storage**, Hatfield, PA 1987 - 1998

(\$35M revenue, cold storage and distribution. Family owned. Sold company in 1998)

- **President/COO** – P&L responsibility. Grew revenue from \$3M to \$35M. 300 employees. Developed and directed management system. Built 3 new sites. 1 acquisition. Reduced workers compensation costs 75%. Started transportation company. Initiated and directed strategic planning process. Positioned and sold company at industry high EBITDA multiple. Worked directly with owner.

### **National Council of Churches/Church World Service (CWS)**, New York City 1975 - 1986

(National ecumenical agency with international relief and development programs. \$50M annual revenue.)

- **Vice President, Finance & Administration.** CFO. Designed new financial accounting control system. Reduced accounting costs 25%. Streamlined budget process. Developed improved financial reports for BOD. Directed 25 staff. Member national strategic planning team.

### **Education**

- MBA, Thunderbird School of Global Management, 1975. BS Education, Goshen College, 1969.

### **Board Memberships**

- Furmano Foods, Inc -- Northumberland, PA -- Member Board of Directors, 2006 – Family owned
  - Member Audit Committee

**Community Involvement – Volunteer**

- Member, Peter Becker Community Board of Directors – 2007 --
- President, Indian Valley Opportunity Council Board of Directors (IVOC) 2000 –
- Member, Grand View Hospital Board of Directors and Finance Committee – 2 years
- President, Regional Improvement Council Board of Directors– 5 years
- Member, Indian Creek Board of Directors, 5 years.

**Additional Information**

- Lived/worked in India. 3 years. Teacher. 1970-1973.
- Lived/worked in Guatemala. 2 years. Central America Regional Manager. CWS. 1976-1977.
- Traveled extensively USA, Europe, Asia
- Married, 2 sons.