

ARNOLD B. PATRICK, P.E.

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Project Engineering - Construction Management - Purchasing Professional with extensive capital project experience and significant accomplishments in contract negotiations, claim settlements, project management, construction management, and capital expansion programs.

EMPLOYMENT HISTORY:

LERNER CORPORATION	1986 - Present
Manager Project Engineering & Capital Purchasing	1996 - Present
Manager Project Engineering Services	1992 - 1996
Manager Construction Services	1990 - 1992
Project Manager	1988 - 1990
Senior Staff Engineer	1986 - 1988
ARNOLD PATRICK & ASSOCIATES	
Engineering, Construction and Sales	1975 - 1986
ASSOCIATED ENGINEERS, INC.	
Design Engineer	1970 - 1975

SIGNIFICANT ACCOMPLISHMENTS:

Contract Negotiations

- Conceived and directed "win/win" strategy for \$40 million cost plus design/construction contract for construction and installation of \$180 million in processing equipment. Project completed on time and under budget with fair profit to contractor and excellent job for owner.
- Conducted in-depth research of manufacturers' costs on an expendable product and negotiated a 48 percent price reduction from low competitive bid resulting in savings of \$264,000 per year.

Claim Settlement

- Negotiated a \$360,000 settlement of a \$1.2 million construction claim.
- Managed corporate responsibility for construction and vendor claims over \$500. Reviewed claims, considered merit, offered strategy, and advised/counseled purchasing agents. Participated directly in many settlement negotiations.

Project Management

- Project Manager for "green site" manufacturing facility with bulk of construction during severe winter conditions. Project completed on time and within budget. Managed department of 19 project managers/engineers with responsibility for \$70-\$80 million projects per year. Most projects were within operating plants and most were completed within budget and on schedule.

Construction Management

- "Hands on" site construction manager for numerous projects within operating plants with responsibility for planning, scheduling, interfacing with production, expediting, budgets, and schedules.
- Developed and implemented Engineering Construction Standards that were expanded to Engineering Standards Program still in use.
- Developed and implemented Construction Contract Administration Procedures still in use.

Capital Procurement

- Key contributor to Capital Projects Purchasing Procedures Manual development and prime implementor thereof.
- Managed corporate responsibility for capital procurement in excess of \$100 million per year.

Capital Improvement Programs

- Adapted and implemented an expense lease type program to enable needed production improvements without using limited capital funds. Will recover \$4 million capital funds already spent, which will improve cash flow situation.
- Developed a program for capital spending forecasting to simplify reporting via personal computers and to assist upper management in making critical capital decisions. Developed and conducted training seminars for project managers/engineers and purchasing managers/agents company-wide on Project Management, Construction Contract Administration, and Capital Procurement.

EDUCATION:

M.B.A., John F. Kennedy University of California
B.S.M.E., Oregon State University