

**Scott Coney**  
**Manufacturing Executive, General Manager, C.O.O.,**  
**V.P. Operations**



Scott is an accomplished General Manager with a significant background in Operations and Product Development leadership in small and middle market manufacturing companies that are public, private, or private-equity held. These entrepreneurial environments have allowed Scott the opportunity to utilize both his technical skills as well as business acumen to drive improvements in financial results.

Most recently, Scott restored profitability to a \$22 million privately held custom Flexible Packaging business that had experienced declining margins and fierce market competition. This was accomplished by building a strong management team and introducing Lean Manufacturing principles that generated over \$500K in savings within the first full year of implementation.

Developing and executing on strategic plans has always been Scott's roadmap for driving profitable growth and setting organizational and individual priorities. Scott has experience growing companies organically through product development as well as through acquisitions. At CFC International, Scott played a significant role in growing that business two-fold to \$92 million and which resulted in a liquidity event to ITW at a premium over the current stock price.

Scott is skilled at assessing strengths and deficiencies in an organization and quickly implementing

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*"Over the last 30 years, I have been fortunate to work alongside some of the best leaders our industry can offer. It is a short list, but one of distinction, shared by those who truly understand what it means to understand the heart of a problem, possessing a pragmatic and unassuming style about organizing it, and courage to do what it takes to see their vision through. They build trust, through relationships that last. They are genuine and real and there's no faking it. These mentors have the most to do with how I formed my own expressive style of these same virtues. Scott Coney definitely makes the list." – Chuck DiPietro, Operations Manager at Catty Corporation.*

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changes to improve performance. He has specific experience in creating substantial shareholder value in organizations that are facing challenges, underperforming, and/or in need of organizational and operational turnaround. At Stimsonite Corporation, he directed the Operations for the company's Retroreflective Films business unit which grew 6X over a period of 5 years resulting in the sale of the company's total business to Avery Dennison at a premium over the current stock price.

Scott received his BS in Mechanical Engineering Technology from Purdue University and his MBA from Loyola University of Chicago.

**Find out more about Scott at <http://www.linkedin.com/in/scottconey>**  
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