



Lutz Beutgen

mechanical engineer

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OPERATIONS MANAGEMENT

Engineering, Production and Supply Chain Management

I am an interim manager and take over the management of plants, departments, and projects. My focus is on the areas of production, SCM, logistics, quality and purchasing. My clients are internationally operating medium-sized and family-owned companies with 500 employees or more in the automotive industry as well as in metal and plastics processing.

My offer

My pitch	Takeover of projects	Industries	Areas of expertise
<ul style="list-style-type: none"> ▪ Production ▪ Supply Chain Management ▪ Logistics ▪ Purchasing ▪ Quality 	<ul style="list-style-type: none"> ▪ Process optimization technical/logistical ▪ Cost reduction ▪ Supply bottlenecks ▪ Quality improvement ▪ Production start-up ▪ Plan, relocate and close sites 	<ul style="list-style-type: none"> ▪ Automotive industry ▪ Metalworking ▪ Plastics processing ▪ Electrical industry ▪ Wood processing 	<ul style="list-style-type: none"> ▪ Human Resources Management ▪ Management Consulting ▪ Project Management ▪ Change Management

Over 30 years of experience - the basis for successful cooperation

My Expertise

- Over 30 years of line/project experience in production plants
- Cross-functional expertise
- Versatile experience with crisis situations and their management
- Pragmatist and team player
- Independent view
- International experienced

Clients & Industries

My clients are internationally operating medium-sized and family-owned companies with 500 employees or more, but also large corporations. First and foremost, these are manufacturing companies with series production, companies in the automotive industry and in metal and plastics processing. Companies from the electrical industry and wood processing are also among them.

I am interested in companies where I can use my automotive expertise profitably.

Reference statements

"... For these reasons, I consider you very qualified for extensive projects in the areas of production, supply chain management, production control, production optimization and production relocation and would like to recommend you as a service provider to potential clients without any reservations. ..."

Dr. Thomas Metzinger, Authorized Representative, Site Manager of SGL CARBON GmbH, Bonn

"Lutz Beutgen was assigned to us as interim head of production control. In addition to his professional qualifications ... I have come to know and appreciate him as an independently acting, responsible and always reliable manager. ..."

Volker Schlegel, Geschäftsführer Technik, Wielpütz automotive

Lutz Beutgen has joined Automotive Business Task Force as a Partner in July 2017. Since then Mr. Beutgen has participated at meetings of the network and he has continuously worked on projects, majorly the acquisition of new customers for the network."

Adalbert Ney, Senior Partner ABTF - Automotive Business Taskforce

Memberships & Networks



DDIM – Dachgesellschaft Deutsches Interim Management e.V.

As a professional interim manager, I am a member of the umbrella organization Deutsches Interim Management e.V. (DDIM). DDIM is the leading industry representation for professional interim management in Germany.

Fields of application

PLANT MANAGEMENT AND PRODUCTION

- Management of production plants with over 50Mio. € Turnover p.a.
- Strategic planning and business planning, P&L responsibility
- Develop and enforce standards and guidelines
- Management of task forces to ensure the achievement of objectives
- Restructuring of production areas, cooperation in projects for organizational development
- Planning of production sites (order of magnitude 20.000sqm floor space, up to 20 Mio. € investment)

SUPPLY CHAIN MANAGEMENT / LOGISTICS

- Management of production and shipping logistics with over 20 employees, turnover approx. € 100 million p.a.
- Optimization of the process chain from supplier to end customer
- Reduction of logistics costs through optimization of inventories and logistics processes
- Reduction of logistics complaints and improvement of delivery performance
- Implementation of an IT-supported production supply system (MES), a supplier connection via EDI as well as Handling Unit Management (HUM)
- Planning of a new shipping warehouse
- Inventory reduction in the context of a site closure

PURCHASING

- Management of the Strategic Purchasing, Operational Purchasing and Project Purchasing departments
- Purchasing of productive materials, capital goods, H&B materials and services
- Contract and price negotiations, supplier management and selection
- Restructuring of purchasing
- Significant price reduction compared with previous year
- Missing parts reduction

PROJECT MANAGEMENT / CONSULTING / MANAGEMENT CONSULTING

- Lean production projects, reduction of manufacturing costs by up to 30%.
- Assembly and material flow planning
- Product launch management for various new products
- Optimization of internal order processing
- Development of a production planning software tool
- Tools: Value stream mapping, push/pull principles, MES, TPM, 5S, KANBAN, CIP.

QUALITY ASSURANCE

- Leading a quality drive in France to reduce field failure rates.
- Reduction of scrap, rework and inspection costs
- Quality planning and monitoring at an OEM in the automotive industry,
- Participation in recertification audits

HUMAN RESOURCES MANAGEMENT

- Management of several hundred commercial, technical and industrial employees
- Personnel selection, recruitment and release
- Personnel development (target agreements, employee appraisals and evaluations)
- Workshops
- Trusting cooperation with employee representatives

Interim Projects

<p>Manufacturer of surface-finished plastic parts for Porsche and Mercedes</p>	<p>Head of Supply Chain Management</p>
<p>Industry: Automotive supplier 2nd tier</p> <p>Employees: 300</p> <p>General conditions: Insolvency for 2 years, production shutdown and site closure, successive staff reductions</p>	<p>Tasks and Objectives:</p> <ul style="list-style-type: none"> ▪ Management of the Customer Service, Work Preparation, Shipping and Warehouse departments ▪ Maintaining delivery capability in accordance with the out-of-production agreement until site closure ▪ Reduction of inventories <p>Successes / customer benefits:</p> <ul style="list-style-type: none"> ▪ Delivery to customers as agreed ▪ Maintaining an orderly workflow in logistics ▪ Extensive reduction of inventories through sell-off and disposal ▪ Compensation for staff departures through transfers and training measures
<p>Just-in-sequence manufacturer of cockpits for Porsche</p>	<p>Project management logistics</p>
<p>Industry: Automotive supplier 1st tier</p> <p>Employees: n.a.</p> <p>General conditions: Short-term set-up of a JIS logistics process in the pre-production phase at a new location</p>	<p>Tasks and Objectives:</p> <ul style="list-style-type: none"> ▪ Ensuring that JIS is delivered to customers on time, in the right quantity and in the right quality ▪ Planning and implementation of a logistics process from goods receipt, warehouse, picking to JIS delivery <p>Successes / customer benefits:</p> <ul style="list-style-type: none"> ▪ Set-up of a storage system for approx. 1,000 part numbers ▪ Establishment and management of a logistics team in two shifts ▪ Reduction of the picking time from 180 min to 20-30min
<p>Just-in-sequence manufacturer of center consoles for VW and AUDI</p>	<p>Plant management</p>
<p>Industry: Automotive supplier 1st tier</p> <p>Employees: 100</p> <p>General conditions: Pending collective bargaining, end of lease at the end of the year</p>	<p>Tasks and Objectives:</p> <ul style="list-style-type: none"> ▪ Responsibility for the Wolfsburg site ▪ Takeover of customer communication ▪ Implementation of Faurecia standards ▪ Performance enhancement incl. Shopfloor Management ▪ Reporting to the management <p>Successes / customer benefits:</p> <ul style="list-style-type: none"> ▪ Reduction of personnel costs for intralogistics by 40% ▪ Participation in the conclusion of a collective agreement as well as company agreements on the regulation of working hours and grouping of employees ▪ Implementation of the Faurecia production system at the site
<p>Just-in-sequence manufacturer of cockpits for VW, AUDI and SEAT</p>	<p>Operations management</p>
<p>Industry: Automotive supplier 1st tier</p>	<p>Tasks and Objectives:</p> <ul style="list-style-type: none"> ▪ Ensuring that JIS is delivered to customers VW Saxony on time, in the right quantity and in the right quality

Employees:
400

General conditions:
Regular line stoppages as well as quality problems with customers

- Extended reporting to plant and operations management
- Development and implementation of process improvements

Successes / customer benefits:

- Significant reduction in line downtime for customers
- Development as well as partial implementation of an action plan for performance and quality improvement
- Implementation of regular performance tests

Manufacturer of hose clamps and pipe connectors

Logistics management

Industry:

Automotive supplier 1st tier

Employees:

600

General conditions:

Customer backlogs and escalation, absenteeism rate in order management >50%, middle management SCM not available

Tasks and Objectives:

- Restructuring and stabilization of the order management division
- Relief of the organization in case of customer escalation
- Interface optimization order management to customer

Successes / customer benefits:

- Establishment of a central order acceptance and entry system
- Establishment of information tools for efficient preparation and execution of customer escalation meetings
- Establishment of an automated delivery preview dispatch to end customers
- Reallocation customer/ dispatcher incl. Representative regulation

Manufacturer of chassis assemblies and exhaust systems

Project management product launch

Industry:

Automotive supplier 1st tier

Employees:

600

General conditions:

Project 6 months behind schedule

Tasks and Objectives:

- Reduction of the backlog of deadlines in the project
- Conducting customer escalation meetings

Successes / customer benefits:

- Increase in R@R readiness from 24% to 40%.
- Production R@R with on-time series delivery
- Creation and implementation of action plans/schedules for the product launch

Manufacturer of piping, wire bending and plastic parts

Management and further development of production control

Industry:

Automotive supplier 1st tier

Employees:

950

General conditions:

Material supply problems internal/ external

Tasks and Objectives:

- Reduction of missing parts and special trips
- Sustainable improvement of the supply situation

Successes / customer benefits:

- Elimination of weak points in the internal production process through organizational and procedural measures.
- Sustainable residue reduction through improved supplier management.
- Implementation and realization of demand-driven, prioritized production planning in the area of forming technology.

<p>Fine blanking parts manufacturer</p>	<p>Head of Supply Chain Management</p>
<p>Industry: Automotive supplier 1st tier</p> <p>Employees: 100</p> <p>General conditions: Pre-insolvency liquidity problem, pre-material supply problems, customer backlogs and escalation, SCM absenteeism rate >30%</p>	<p>Tasks and Objectives:</p> <ul style="list-style-type: none"> ▪ Reduction of missing parts and special trips ▪ Sustainable improvement of the supply situation <p>Successes / customer benefits:</p> <ul style="list-style-type: none"> ▪ Qualification of the supplier management ▪ Establishment of customer disposition, improvement of missing parts management ▪ Introduction of 4-shift operation at the Vilkerath production site ▪ SCM process chain optimization from supplier to shipment ▪ Qualification of logistics employees through ERP training
<p>Specialty graphite manufacturer</p>	<p>Project manager volume increase production</p>
<p>Industry: Automotive supplier 2nd tier</p> <p>Employees: 800</p> <p>General conditions: Strong sales growth, undefined production capacities, lack of production structures</p>	<p>Tasks and Objectives:</p> <ul style="list-style-type: none"> ▪ Identification of weak points and bottlenecks ▪ Checking and redefining the basic process parameters ▪ Stringent control of individual projects and progress monitoring <p>Successes / customer benefits:</p> <ul style="list-style-type: none"> ▪ Resources adjusted to Sales Forecast 2019/2020 ▪ Implemented organizational structures and personnel development and 72% increase in technical capacity ▪ Improved production and control processes
<p>Specialty graphite manufacturer</p>	<p>Project manager relocation mechanical processing to new production hall</p>
<p>Industry: Automotive supplier 2nd tier</p> <p>Employees: 800</p> <p>General conditions: Strong sales growth, incomplete project planning and project deadline delay</p>	<p>Tasks and Objectives:</p> <ul style="list-style-type: none"> ▪ Technical and logistical project planning and implementation for the relocation of 45 machines and 130 employees during ongoing production and increase in production capacity by 25% <p>Successes / customer benefits:</p> <ul style="list-style-type: none"> ▪ Completion of the move on schedule ▪ Further development of production and logistics processes ▪ Faster, more transparent and more effective tool logistics ▪ Increase in personnel and adjustment of production capacities
<p>Fiberboard and laminate manufacturer</p>	<p>Head of Supply Chain Management</p>
<p>Industry: Wood industry</p> <p>Employees: 230</p> <p>General conditions: Site closure at the end of 2019</p>	<p>Tasks and Objectives:</p> <ul style="list-style-type: none"> ▪ Management of the areas of customer service, production planning, warehouse, shipping and internal transport ▪ Maintaining delivery capability until site closure ▪ Complete reduction of inventories ▪ Dismissal of personnel in the area of supply chain management <p>Successes / customer benefits:</p> <ul style="list-style-type: none"> ▪ Complete reduction of the fiberboard stock of 14,000m3 and the laminate stock of 170,000 m2 through sell-off and disposal ▪ On time in full - supplying customers in 2-shift operation ▪ Staff reduction of 16 employees on schedule and in line with requirements ▪ Maintenance of occupational safety (freedom from accidents)

Permanent positions

2014 - 2016	ThyssenKrupp Bilstein GmbH, Mandern	Product Area Manager Component Manufacturing
	Industry: automotive supplier, manufacturer of automotive shock absorbers / Employees: 3.300	Tasks and Objectives: <ul style="list-style-type: none"> Management of the component plant for the manufacture of shock absorber components with 300 employees and sales of €60 million p.a.
2012 - 2013	Phoenix Feinbau GmbH, Lüdenscheid	Head of Logistics and Purchasing
	Industry: Electrical industry, manufacturer of stamped and bent parts / Employees: 700	Tasks and Objectives: <ul style="list-style-type: none"> Production and Shipping Logistics, Strategic Purchasing
2010 - 2011	CIM Aachen Management-Consultants GmbH, Aachen	Senior Consultant
	Industry: Management consulting Employees: 35	Tasks and Objectives: <ul style="list-style-type: none"> Consulting projects for medium-sized production companies in the field of manufacturing optimization, lean production and operational excellence
2002 - 2010	KOSTAL Kontakt Systeme GmbH, Hagen	Purchasing Manager, Head of Materials Planning and Logistics Planning and Production planning manager
	Industry: automotive supplier, production of contacting systems Employees: 600	<p>Purchasing Manager</p> <ul style="list-style-type: none"> Strategic Procurement of Prod. Materials Metal and Plastics <p>Head of Materials Planning and Logistics Planning</p> <ul style="list-style-type: none"> Operational purchasing of metal and plastic parts as well as production control of the stamping shop, plastic injection molding shop and assembly department <p>Production planning manager</p> <ul style="list-style-type: none"> Tool planning, time management Planning and realization of a production site of 18.000sqm floor space, investment volume 20 Mio.€
1996 - 2002	Vorwerk Elektrowerke Stiftung und Co. KG, Wuppertal	Head of Quality Offensive, Head of Production Planning/ Industrial Engineering and Project Manager
	Industry: Electrical engineering / Manufacture of electrical household appliances	Head of Quality Offensive, Head of Production Planning/ Industrial Engineering: <ul style="list-style-type: none"> Location: France/ Centre Region in Cloyes-sur-le-Loir THERMOMIX quality improvement, new product start-ups and series support, resource planning, time management, plant planning and maintenance. Deputy of the plant manager Project Manager: Location: Wuppertal
92 - 96	Joh. Vaillant GmbH, Remscheid	Project Engineer
	Industry: Heating, air conditioning / Manufacture heating equipment	
89 - 92	Mercedes-Benz AG, Stuttgart	Quality Engineer / Central junior group