

Mr. Stephen P. Arndt

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| Objective | To manage and develop a management team that successfully operates and grows a business. | | |
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| Experience | 2000 – DEC 2002 | Hebert Environmental | Denver, CO. |
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Director of Operations

- Managed rail car cleaning facility business
- Increased revenue to over 1.2 million dollars in 3 yrs.
- Reduced cost by 35% annual savings of \$23,000
- Created a positive cash flow of 17% EBITA
- Supervised management of cleaning business
- Contracted business with fortune 500 companies
- Managed asphalt terminals and terminal businesses
- Sales and customer relations for both businesses
- Developed procedures that promoted safety and production
- Create joint ventures and new business opportunities
- Created business plans for new business opportunities
- Develop foreign business relationships in China
- Develop managers and teams to operate businesses
- Nominated to the Board of Directors for first Joint Venture

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| | 1991 – 2000 | General American Transportation | Chicago IL. |
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Manager Rail Car Cleaning

- Managed four U.S., three Canadian and One Mexican cleaning facilities
 - Developed and built a new state of the art cleaning business in four U.S. locations that created over 6 million dollars in revenue per year
 - Created budgets for all rail car cleaning businesses
 - Created cost reduction through national alliances with vendors saving 25%
 - Produced business plan for rail car cleaning, plan was created was adapted by the repair side of the business
 - Created a national partnership with largest waste disposal company in North America
 - Developed foreign cleaning business in Mexico and Canada
 - Developed a cleaning business that has become a leader in the industry
 - Developed processes and equipment justification through market analysis
 - Licensed industrial waste treatment operator
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1986 – 1991 Northern Laboratories Valpariso IN.

Field Service Manager

- Developed field services to become a profitable department
- In two years created 750,000 dollar in revenue in field work
- Responsible for bidding, managing and final reporting of projects
- Worked closely with the Indiana Department of Environmental Management, the Army Corps of Engineers and the US EPA Region 5
- Developed a strong sales aptitude
- Operated a waste treatment plant

Education

- Indiana University/ Purdue University with studies in organic and inorganic chemistry
- Successfully completed Dale Carnegie sales training
- 40 hour Haz – Mat / Train the trainer
- Indiana” Class A “wastewater license
- Hazardous Waste Management
- OSHA training
- D.O.T. training
- Hazardous material training
- Computer training: Word perfect, Lotus notes, Sam-I, OS/2 2.1, Access
- Merchant Marine training and license (25 ton)

Professional Experience

Administered and managed the manufacturing of cleaning systems for five facilities

Key member in the design, manufacture and installation of equipment in four U.S. and one Mexican cities meeting all federal, state and local regulations.

Developed budgets and production quotas for all managed businesses

Manage improvements and research new technologies for increased profitability.

Key member in the writing of all S.O.P.'s

Key team member in developing management teams

Traveled extensively through out North America and China for business

Computer knowledge includes GroupWise, Lotus Notes, Microsoft Office, Excel, Access, Power Point, Word Perfect and Sam-I

References

Upon request
