

John C. Helm

EDUCATION:

1962 San Diego City College, Literature

1965 Southern Illinois University, Literature

1967 Cleveland State University, Courses in Metallurgy

PROFESSIONAL EXPERIENCE:

President – Bradford Equipment Co., Inc. – Fort Myers, FL – 01/91 – Present

Responsibilities include the acquisition and sale of used foundry equipment in the United States, Canada, and South America. Also responsible for providing appraisal, liquidation and auction services to the foundry industry. See *List.

President - C & D Technologies, Brunswick, OH - 3/85 –01/91

C & D was a supplier of Disk Break rotor cores to the automotive industry with accounts such as Ford, Kelsey Hayes, and Chrysler. Responsible for taking the company from 0 sales and 0 employees to 60 employees and \$5,000,000 in sales in less than five years.

President - C & D Equipment, Inc., Hinckley, OH - 12/80 –03/85

C & D Equipment was in the business of buying and selling used foundry equipment. I was responsible for taking the company from 0 sales and 0 employees to 5 employees and 2.5 to 3.5 million in annual sales. Also, during this time, I assisted in the start up of Equipment Merchants International, (EMI), as one-third owner and VP of Sales.

Partner/VP of Sales - Equipment Merchants International

EMI was started as a core supplier to Ford Motor Company, Cleveland, OH and Windsor, Canada foundries and later expanded into the manufacture of new Foundry Equipment.

Independent Sales Rep - Cleveland, OH – 09/77 – 12/80

I worked and sold new equipment for manufacturers in the Foundry industry.

Represented BMM Molding Machines, Kloster No-Bake Equipment, Carver Foundry Products, Kenergy Vibrating Conveyors, and Boothe Pneumatic Conveying Equipment.

VP of Sales – Cauffiel Foundry Products, Toledo, OH – 06/75 – 09/77

Responsible for the development and sales of high-pressure hydraulic core machines for the Foundry industry. Developed a new concept in core making equipment and sold machines valued from \$50,000 to \$200,000 to customers such as Dana Corporation, Mercury Marine, Pentex Corporation and other major foundries.

Regional Sales Rep – Shalco Systems Division of National Acme Corp. Cleveland, OH – 01/71 – 06/75

Responsible for the sales of Shalco Foundry Equipment in the states of Indiana, Pennsylvania, Ohio, Virginia, West Virginia, and New York. The area had annual sales of \$100,000 to \$200,000 when I took it over, and I increased and maintained the sales from \$1,000,000 to \$1,700,000 annually.

Chief Engineer – T&B Foundry, Cleveland, OH – 08/69 – 01/71

Responsible for changing the foundry from a green sand operation to a total No-Bake operation in a period of six months. Responsibilities included new equipment selection, process design, employee training and building design. This process was still relatively new to the foundry industry, and by implementing it I took T&B several steps ahead of their competition. T&B supplied Hot Top castings for ingot molds to companies such as Republic Steel, Bethlehem Steel, J&L, and US Steel Corporation.

Regional Sales/Product Development Manager – Carver Foundry Products, Muscatine, Iowa – 09/67 to 08/69

Responsible for assisting in the development and sales of a line of continuous mixers to be used in the No-Bake chemically bonded sand process. Increased company sales from \$200,000 - \$300,000, to 1.5 million to 2 million annually and added four new product lines.

Design Draftsman/Equipment Serviceman – Hutchinson Foundry / Shalco Systems, Cleveland, OH – 08/63 – 09/67

I originally started with Hutchinson Foundry designing shell molding machine parts. I also spent time working directly in the foundry making molds and cores, melting and pouring metal to learn the basics of the foundry practices. Hutchinson Shell Mold machines division was sold to Shalco Systems, and I was offered a job with the service department of Shalco to start up new machines and teach the other service people about the shell mold equipment. After learning the rest of the Shalco product line, I traveled extensively in Europe, the US, and Canada starting individual machines and complete systems for Chrysler, General Motors, Ford, Volvo, Saab, MAN, General Electric, Westinghouse and many others. Shalco was the first US Company to import continuous mixers for the No-Bake chemically bonded sand process. I was given the responsibility of testing machines that were being imported from England and working as a liaison with Ashland Oil who was developing the chemicals to sell to the foundry industry for this process. After the process was improved on for US use, I instructed for all customers on the use of the process.

Military Service

Served in the US Navy as an Aviation Electronics Technician.
Carried duty; Aircraft Carrier USS Bennington
Shore Duty; assigned to NAS North Island San Diego, California
Honorably discharged

Associations

American Foundry Association, Active Member