

JERRY G. MILLER
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Summary

A self-motivated, detail oriented and flexible graphic communications professional with twenty-four years of print estimating and a total of thirty-six years of diverse printing experience within the commercial offset, digital printing, point of purchase and screen-printing industries.

EDUCATION:

Eastern Kentucky University, Richmond, Kentucky
BS in Industrial Technology, May, 1998
Specialization: Graphic Communications/Computer Electronic Publishing
Minor: General Business

QUALIFICATIONS:

- Experience entails estimating, customer service, prod. Supervision, and production operations.
- Experienced with Microsoft office (Access, Excel, Word & Outlook).
- Successfully performed quote variance reports and budgeted hourly rate surveys.
- Scored a 98% on a pre-employment Mechanical Aptitude test in May, 1998.

2024

Sandy Alexander – Clifton, NJ

A \$104MM nationwide commercial printing company

Remote estimator January - August 2024. Report to Lead Estimator.

- Worked as a team with lead estimator and three other estimators.
- Receive/review request for quotes (R.F.Q.'s) from eleven nationally based sales representatives and internal customer service representatives.
- Used PACE estimating software to process all quotes, consisting of digital, sheetfed, web offset and wide format for the pharmaceutical, travel/tourism, educational, and entertainment industries.
- Communicate and negotiate effectively with all outside vendors on required pricing, delivery dates, required spoilage and lead times.

**2021 to
2023**

BR-Printers, Cincinnati, Ohio

A \$52.91MM national educational and commercial printing company

Sole Estimator February 2022 to October 2023. Report to company president.

- Receive/review request for quotes (R.F.Q.'s) from ten nationally based sales representatives and internal customer service representatives.
- Actively work with internal management to maintain accurate production standards to provide competitive marketplace pricing.
- Communicate and negotiate effectively with all outside vendors on required pricing, delivery dates, required spoilage and lead times.

**2015 to
2021**

SpringDot Energized Communications, Cincinnati, Ohio

A \$6MM commercial printing firm

Estimating Manger/Senior Estimator. Report to Chief Financial Officer (C.F.O.).

- Oversaw and worked with second estimator (11/19-10/21) to process competitive quotes to a five-person sales team, company President/Owner. Sole estimator (7/15-10/19).
- Earned two pay increases totaling \$5,500 during my tenure at SpringDot.
- Worked closely with management/ownership, to review/revise Budgeted hourly rates (B.H.R.'s) and the quoting and production procedures, as needed in order to maintain efficient and competitive production costs. Through this process successfully decreased estimating and production errors and omissions by 90%.

2012 to 2015 **The Hennegan Company, Florence, Kentucky**
An RR Donnelley Company, an \$11.6B corporation
Estimating Specialist. Report to lead estimator and Vice-President, Pre-Press Digital Departments

- Providing accurate and timely quotes as member of a four-person estimating team for a local, regional, and national sales staff.
- Personally managed estimating for three members of the Hennegan sales force as well as sister company work.
- Quoting automotive, high-end fashion, retail, health care and consumer product printing work on sheet-fed, full web and digital as well as fulfillment and mailing.
- Worked closely with internal production and negotiated with outside vendors to obtain the most cost effective, shortest lead time of production to satisfy customers, in efforts to maintain current business and obtain new business.
- Use of Logic version nine to input, compare and arrive at efficient production scenarios to provide sales staff with pricing that is competitive for their particular marketplace.
- Review internal production rates and hourly costs as well as reviewing job cost summaries as needed and recommend changes to the lead estimator.

2003 to 2012 **The Merten Company, Cincinnati, Ohio**
A Division of Champion Industries a \$104.41MM Corporation
Lead Printing Estimator 2010-12. Report to Division Manager.

- Providing prompt, cost-effective, production-effective sheet-fed and sublet work quotes for five-member sales staff and seven other divisions as needed.
- Decreased production cost by 12-25% through combination press runs.

Paper Inventory Control. Responsible for weekly & quarterly in-house paper inventory reports.

- Used in-house inventory to expedite customer orders by two workdays.
- Reduced in-house paper inventory by as much as 80%.

2000 to 2003 **Arnold Printing Company, Cincinnati, Ohio**
A \$5.5MM commercial sheet-fed printer
Printing Estimator. Reported to Sales Manager/Owners.

- Worked with lead estimator to compile all required quotes for a six member sales staff.
- Quotes provided in a prompt manner that were cost effective and efficient.
- Used Hagen 2.0 software for entering quote specifications and obtaining final prices.

Volunteer Work and Extra-curricular activities

2023 to Present Gary Williams’ School of Martial Arts – Erlanger, KY
KETSUGO-RYU (Tae Kwon Do/Jiu Jitsu)
Current status: Green Belt – Earned April 2024

1991 & 2000 to 2022 Volunteer Head Baseball Coach of thirty-three seasons ranging from ages 3 to 19 and above. Thirty-one seasons as head coach. Including two seasons at Williamstown High School (Williamstown, KY) as varsity assistant and middle school head coach.

2010 to 2015 Cub Scout Pack 717 Edgewood, KY
Den Leader, Ages 6-10 (Wolf/Bear/Webelo 1 & 2)