

# HANS R. MAURER

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## PURCHASING / CUSTOMS COMPLIANCE SPECIALIST

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### Summary of Qualifications

- Highly experienced, motivated Purchasing Professional with a solid record of achieving results
- Proven ability to streamline operations in Purchasing and Canada Customs compliance
- Excellent relationship building with both suppliers and internal customers
- Capable of working in fast-paced environment with tight deadlines
- Exceptional analytical and problem solving skills
- Highly successful in employee training and development
- Bilingual: English and German
- Strong computer proficiency including advanced Excel spreadsheets, Word and customized Purchasing/Inventory Control/Scheduling software

### Employment History

#### HS SPRING GROUP, Toronto

06/1988 - 06/2009

**Corporate Purchasing Manager** (2004 - 2009)

**Purchasing Manager** (1995 - 2004)

**Purchasing Agent** (1990 - 1995)

**Estimator** (1988 - 1990)

HS Spring is an industry leader in spring products and services, specializing in developing and manufacturing constant force springs, counter balance springs, wire forms, slide-form parts, small stampings and assemblies. Solutions are engineered for top performance. Reported directly to Company President. Oversaw purchasing operations in 3 locations; one in Canada and two in the USA with annual purchasing budget of \$12 Million.

#### Notable Achievements

- Led company through successful conclusion of action by Trade Tribunal into dumping of stainless steel.
- Reduced total freight costs by 70% through consolidation and negotiation with freight companies.
- Maintained zero penalties for Canada Customs non-conformance.
- Captured \$250,000 in savings on raw material and shipping costs over the last two years through negotiation, blanket orders, inventory control and analysis of shipping patterns.

#### Operations Management / Strategic Planning

- Built and maintained strong, long term and mutually beneficial supplier relationships with steel mills, distributors and sub-contractors in Canada, USA, Belgium and Korea.
- Developed detailed semi-annual Purchasing forecasts as a basis for negotiations for raw material requirements. Worked closely with sales team to analyze and forecast customer requirements.
- Developed corporate and local Purchasing Strategic Plans to support corporate vision.
- Balanced strategic plans with appropriate realities; i.e. global raw material shortages.
- Solely responsible for analyzing data and compiling quarterly supplier evaluations as per ISO 9001 compliance for on-time delivery and quality.

## HS SPRING GROUP (cont)

### Customs Compliance

- Developed and monitored programs/processes to ensure and maintain regulatory Customs compliance in order to limit financial exposure.
- Audited import/export transactions and brokerage invoices for accuracy.
- Reviewed current and proposed legislation and recommended a course of action if necessary.
- Determined feasibility of enrollment/participation in voluntary programs such as PIP/C-TPAT.
- Strong understanding of Canadian/US and international import/export logistics and security requirements.

### People Management

- Recruited and trained staff as per strategic business needs and to maximize returns on investment.
- Managed and assessed the development of staff with regular performance reviews (at least one formal review per year).
- Supervised a five member, \$12 Million Corporate Purchasing Department.

### Industry Awareness / Business Knowledge

- Created strategies and contingency plans that allowed the Company to have a competitive advantage.
- Maintained up-to-date knowledge of market conditions, labour disruptions, material shortages, cost increases and logistics. Analyzed impact on operations and adjusted requirements as needed.
- Demonstrated awareness of business functions and how business decisions affect financial and non-financial work results.

## Other Experience

Sales Manager, Costume Jewelry Import/Wholesale & Distribution, Zagi Bros., South Africa

Manager, Guest & Hospitality Services, Hilton International, Switzerland

Manager, Guest & Hospitality Services, Holiday Inn, Luxembourg & Lesotho

Front Office, Guest & Hospitality Services, Princess Hotel, Bermuda

## Education & Training

**PMAC Advanced Purchasing Management (Level 4); consisting of total 328 hours at:**

**Ryerson University:** Principles of Buying; Principles of Inventory & Operations; Principles of Transportation  
Macroeconomics; Introduction to Management Accounting

**York University:** Organizational Behaviour

**UOW London:** Professional Purchasing Management

**Import and Export Business Certificate; consisting of total: 234 hours at:**

**Seneca College:** Basics of Foreign Trade; Export Documentation/Payment Methods; International Selling Techniques; Import Customs Documentation; International Marketing Strategies  
International Finance Management;

## Swiss Commerce Certificate of Competence

### Professional Development Seminars by PMAC

Evaluation Purchasing Effectiveness; Applied Bench Marking; Power Communication;  
Psychological Strategies in Negotiation; Quality: Today and Tomorrow's Challenge;  
Law 2: How to Handle Breach of Contract; : Law 1: How to Create a Binding Contract