

**ROBERT CANTWELL**  
1617 Walnut Drive, Yardley, PA 19089  
215-919-5555 ▪ robcant@online.com

---

**Vice President Finance / CFO / Controller**  
**Corporate Finance ▪ Investment Finance ▪ M&As**

Senior manufacturing industry executive with broad financial, accounting and strategic business planning background, including operations and investment finance. Proven ability directing growth-oriented manufacturing ventures to **meet corporate fiscal and growth objectives**. Persuasive team leader skilled in cross-functional team collaborations. Key functional expertise includes:

- |   |   |  |
|---|---|--|
| <input checked="" type="checkbox"/> Finance / Accounting Management | <input checked="" type="checkbox"/> Strategic Planning      | <input checked="" type="checkbox"/> Investment Management  |
| <input checked="" type="checkbox"/> Corporate Banking / Treasury    | <input checked="" type="checkbox"/> Corporate Tax Reporting | <input checked="" type="checkbox"/> Executive Negotiations |
| <input checked="" type="checkbox"/> General / Cost Accounting       | <input checked="" type="checkbox"/> Regulatory Compliance   | <input checked="" type="checkbox"/> Shareholder Relations  |

Delivered **multi-million dollar revenue improvements** through cost reductions, cash flow improvement and judicious asset management. Track record of optimizing organizational growth, productivity and efficiency through analytical and problem solving skills. Certified Public Accountant.

---

**PROFESSIONAL EXPERIENCE**

**Chief Financial Officer / Controller** 1987 to present  
**Steel USA, Inc.** (fka Tarmigen Brothers), Yardley, PA

Recruited to 4-member management team to guide steel service center undergoing explosive growth. Challenged to lead the design, development and implementation of improved business and financial systems and processes as company grew to triple revenues (\$60 million). Key negotiator in company sale to Steel USA, increasing purchase price by \$10 million through close attention to details.

**Scope of responsibility:** corporate and investment finance, accounting workpapers, internal controls, banking, credit, treasury, tax, information technology, benefits, insurance, recruitment, training, legal affairs, and regulatory compliance. Key player in corporate development and long-range planning.

- **Accounting, Finance and Budget Management.** Direct all aspects of finance, accounting, budget management (\$10+ million), and forecasting. Partnered finance with core operations to improve communications and provide critical key information to management team.  
**Results:** Instituted cost effective banking relations, renegotiating improved banking services and fees. Ensured low rate of bad debt (less than 0.5%) while sales grew more than 10% annually.
- **Technology Acquisition.** Championed the introduction of advanced EDI system, integrating manufacturing operations, accounting, finance, sales, and administration, to support corporate growth. Automated cash flow forecasting, cash management, payroll and data processing.  
**Results:** Saved \$500K annually in reduced labor costs and efficiency of operations. Turned around organization-wide resistance to automated manufacturing technologies and systems.
- **Operations Management.** Pioneered streamlined processes, standardized operating procedures, and responsive management communications. Maintain positive relations with union leaders, employees, outside vendors and suppliers, legal team, auditors and industry colleagues.  
**Results:** Saved 50% of workman's compensation premium (\$100K annually) by instituting thorough claims investigations, and reduced claims by 20%. Negotiated \$50K in savings annually for general liability, fleet and property insurance premiums without reducing coverage.

---

**PROFESSIONAL EXPERIENCE**

- **Corporate Tax & Investments.** Investigate and recommend strategic corporate and shareholder tax planning, collaborate in tax return preparation, and ensure government regulatory compliance.  
**Results:** Realized \$20 million in tax savings for shareholders and owner through favorable estate planning strategies. Outside audit in 1997 resulted in minor reporting changes.
- **Internal & External Communications.** Served as key liaison and negotiator between the company, shareholders, and outsourced service agencies (legal counsel, banks, insurance companies, auditors, and outside accountants).  
**Results:** Revitalized banking, vendor and industry relations. Provided needed fiscal restraint and safeguarding of shareholders' interests under challenging company transition period.
- **Human Resources & Administration.** Manage and train a cross-functional accounting and administrative staff emphasizing quality of output and efficiency. Developed and introduced cost effective performance packages and benefits for all employees.  
**Results:** Saved \$100K annually through redesign of compensation and benefits packages, increasing employee morale and productivity while minimally adding to the cost (0 – 5%).

**Chief Financial Officer / Controller**

1979 to 1987

**Industrial Strength Corporation, Bristol, PA**

Selected by CEO to head up financial operations after dramatically restructuring accounting system as an outside consultant. Corporation included 2 plants manufacturing steel products for Fortune 500 companies (General Motors and Ingersoll-Rand). Complete oversight for purchasing, operations and union negotiations, as well as finance and accounting. Direct / indirect supervision of 50 employees.

- **Financial Management.** Turned around operating losses and grew to profitable company (\$20 million in revenues annually). Vertically integrated supplier company, saving \$300K annually, and merged 2 companies into Bristol Steel, saving another \$500K over a 3-year period.
- **Cost Controls.** Saved 30% of annual costs for supplies and services by switching from monthly to semi-annual / annual ordering, instituting recycling of supplies, as well as other cost controls.
- **Corporate Banking.** Renegotiated with banks, as company grew more profitable, for favorable interest rates, reduced corporate costs and added services.
- **Corporate Tax & Investment Strategies.** Researched, designed and implemented corporate tax and investment strategies to maximize corporate and shareholder profits.
- **Financial Analysis and Planning.** Redefined costing equation for key steel product, introducing labor cost into the equation. Enabled accurate unit and cost analysis by gross profit per shift valuation for differential sizes of products manufactured.

**Senior Accountant, Saloman Brothers International, New York, NY**

1976 to 1979

**EDUCATION & CERTIFICATION**

Bachelor of Science, Accounting, Rutgers University, New Brunswick, NJ  
Certified Public Accountant, New Jersey

**PROFESSIONAL ASSOCIATION**

Financial Executives Institute – FEI