



ALLAN B. GORAB

SUMMARY

Highly experienced Procurement professional in both the domestic and international Process and Petrochemical industries flexible to both structured corporate and entrepreneurial settings. Extensive background in all phases of procurement including purchasing, expediting, traffic and the contracting of inspection services. Well known for procurement expertise, a hands-on practical approach and for supporting project teams in delivering quality goods on time and under budget. Comfortable working in a fast paced business environment and managing change as a normal course of business. Well organized with specific strengths as a negotiator.

WORK EXPERIENCE

LXDE CORPORATION **2010 - Present**
Monroe Township, New Jersey

Senior Procurement Consultant

Special project procurement and purchasing services.

KOCH MODULAR PROCESS SYSTEMS, LLC (KMPS) **1996-2009**

Procurement Manager

Responsible for establishing procurement department policies, procedures and system. Directed strategic planning and sourcing, including vendor qualification and rating for purchasing and contracts. Established effective expediting and sourced traffic and inspection services contracting. Responsible for negotiations of OEM contracts and for establishing long term supplier relationships and competitiveness. Brought on and mentored buyer, QA/QC Manager and Vendor Document Control person. Rose to General Manager with additional responsibilities for Administration and Human Resource services.

- Introduced and developed new suppliers to keep the business competitive and provide bottom line cost savings continuing to this day.
- Expanded the Procurement team in step with the growing business, including a Buyer in 2005 and a QA/QC Manager and a Vendor Document Control person, both in 2007. Mentored the team for continual improvement to the material acquisition process.
- Consolidated health and business insurances to provide \$50,000/yr. cost savings.
- Negotiated additional lease space and revised lease agreement resulting in an annual cost savings of \$25,000/yr for the 6 year life of the lease space.

ABB LUMMUS HEAT TRANSFER DIVISION **1989-1996**

Procurement Manger

Re-organized procurement focus to develop and strengthen relationships with key vendors, improving the bottom line and on-time deliveries.

- Worked with project and design groups to improve quality of supply requirements, resulting in more competitive contracts and cost savings.
- Savings of approximately \$10MM on projects ranging up to a contract value of a \$150MM were achieved.
- Mentored buyers in the details of the products they were buying so they could better analyze offers.

GAF CHEMICALS (now ISP) **1987-1988**

Purchasing Agent

- Responsible for capital improvement purchases at Calvert City and Texas City plants.
- Assisted Calvert City plant with reorganization of MRO purchasing function.

CE LUMMUS

1975-1987

Division closed, 1987

Procurement Manager (1985-1986), Heat Transfer Division

- Same as 1989-1996 above, but in 1986 management of the USA division shifted to The Netherlands and the USA office was reduced to a sales office.

Purchasing Manager, Equipment (1984-1985)

- Managed a team of 20 employees in the purchasing of columns, vessels, rotating equipment and steel.
- Mentored and instructed buyers in good purchasing practices and negotiations.
- Developed and presented seminars on Contract Law.
- Group purchases exceeded \$2 Billion in 1984, mostly for ANG Coal Gasification project. Group procurement savings were \$150 MM under budget.

Purchasing Manager, Commodities (June 1983 – Dec 1983)

- Managed a team of 25 employees in the purchasing of pipe, valves, fittings and instrumentation.
- Redefined buyers' responsibilities to better utilize their experience and expertise, thereby increasing the department efficiency.

Procurement Coordinator (1981-June 1983)

- Coordinated purchasing efforts with project schedules and budgets to insure timely and effective purchases.

Corporate Purchasing Agent (1980)

- Reporting directly to the VP of Corporate Procurement, assigned to set up and organize purchasing department at Liberian refinery.
- Assigned to assist London office with sub-contracts for BP Rotterdam project.

Field Experience

Purchasing Supervisor (1978-1979): Managed a small procurement team for the purchasing function of a demonstration coal gasification project operated for the U.S. Department of Energy.

Buyer (1977): Demonstrated ability to find the desired product needed in a timely manner for the tight scheduled – short notice shutdowns and plant revisions.

Expeditor (June 1975-1976): Demonstrated ability to expedite 50-75 orders necessary to meet the next plant shutdown.

EDUCATION

Bachelor of Arts in Education, Paterson State College (Now William Paterson University)
Contract Law for Purchasing Professionals, Duquesne University

TECHNICAL SKILLS

Microsoft Word and Excel

OTHER

Current member, William Paterson University Foundation Board of Directors

Past President, William Paterson University Alumni Association Council

Past Treasurer, Airedale Terrier Club of America



LXDE

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