



Greg Swanson, President & CEO



Greg Swanson, Principal

Greg is a highly experienced supply chain professional. He has directed sales forces, customer service organizations and large operations involving warehousing, inventory control and transportation. He has over 20 years of management leadership with three Fortune 500 companies, including Vice President positions with two leading Medical/Surgical products distributors.

McKesson Medical Group

As Vice President Operations, South Region, with McKesson Medical Group, Greg was responsible for all aspects of Operations for the company's largest and most profitable region. He directed the business activities of 15 distribution facilities from Texas to North Carolina to Florida, managing more than 850 personnel in the functional areas of Customer Service, Inventory Control, Warehousing and Transportation. His regional operating budget exceeded \$50 million annually, while supporting over \$900 million in sales and over 250 sales representatives servicing the Hospital, Physicians, Nursing Home and Home Health market segments. During his years in this role the region consistently achieved the company's best performance numbers for expense management (G&A), while servicing the company's highest sales levels.

As McKesson Medical Group's Director, Area Customer Service Center for North & South Carolina, Greg was responsible for all aspects of distribution management throughout the Carolina's. Under his direction the Charlotte facility performed major facility reengineering, organizational structure realignment-including inventory management and customer service management restructuring-and reengineering of the Carolina's Transportation model. Within 12 months of these reorganizations, the Charlotte division moved from over budget to top performing, earning McKesson's national award for "Most Improved" Division for financial and quality performance.

Owens & Minor, Inc.

Prior to his 5 years with McKesson, Greg was with Owens & Minor, another Fortune 500 leading medical/surgical products distributor. As Division Vice President with O&M, Greg lead the successful financial turnaround of the Salt Lake City based Rocky Mountain region. There he was responsible for a \$45 million P&L covering all Sales, Operations and Distribution functions for customers in Utah, Nevada, Idaho, Wyoming, Montana and Western Colorado. Under his leadership the division increased sales by 30% while simultaneously restructuring sales territories and implementing a new sales compensation program targeted to marketplace service and growth requirements. The division also successfully reduced outstanding A/R by 23%, total inventory dollars by 20%, and headcount by 10% due to efficiency gains.

Greg supported O&M's Western Region as Regional Operations Manager prior to leading the Salt Lake City Division. In this regional capacity he was responsible for corporate operations of 11 distribution centers in 15 Western States with annual sales of \$430 million. Greg also served in O&M's national consulting services group, where he provided inventory, distribution and logistics consulting to executive hospital management on medical/surgical product and materials management.

Philip Morris, USA

Prior to his 10 years in medical/surgical supply chain management, Greg held a variety of supply chain and management development positions with Fortune 10 consumer products company Philip Morris, USA. As Marketing & Distribution Specialist, Greg was responsible for developing and initiating Quality Improvement Programs for Sales and Distribution functions focused on strategic customer driven quality analysis for Philip Morris' USA, Europe and Asia markets. This included Sales training on customer relations and retail display, as well as developing targeted programs to reduce consumer complaints. He did warehouse due diligence selection in Belgium, as well as multiple DC consolidation and customer service training in China for Pacific Rim nations.

Greg implemented a USA piloted field sales training and marketing program that resulted in a 20% reduction of the company's largest consumer complaint category. Additionally, he worked extensively with the 3,000 employee field sales organization on retail and wholesale trade class quality improvement programs. Greg managed the \$50 million annual field return goods program, developing marketing data analysis resulting in a 30% reduction in field returns. Greg further developed his business leadership skills at Philip Morris through positions in their Inventory Management, Industrial Engineering, Information Technology and Quality Assurance functional areas.

College Work History

From 1977 to 1981 Greg attended Virginia Commonwealth University full-time, graduating with honors and earning a B.S. in Mass Communications/Advertising, while also working full-time at NBC affiliate WWBT in Richmond, VA. Greg attended VCU during the day, and worked the evenings in the news department writing copy, shooting/editing news film and assisting in production of the 11:00 PM news.

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