



Applied Materials Technologies Inc.

A professional design and engineering firm

**SCOTT D. FURLONG
ASSOCIATE SENIOR ENGINEER**

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Mr. Furlong is an Associate Senior Engineer at Applied Materials Technologies Inc. Previously Mr. Furlong was the Chief Operating Officer (COO) of Industrial Steel & Wire Co., a steel service center with 6 locations spread across the United States. While at ISW, Mr. Furlong was involved with failure analysis of both ferrous and non-ferrous wire and flat products. He also:

- Handled a spectrum of activities encompassing finance, product development, marketing and operations to drive business growth.
- Currently function as a COO and manage 6 locations and lead a team of over 100 competent employees across USA.
- Gained revenue momentum for the business, liaised with banks for capital loans and initiated the acquisition of 2 more precision-slitting companies.
- Developed and managed a comprehensive strategy to drive innovation by utilizing customer insights, technology, materials and human capital to bring new products line for processing precision-slit flat metal products to market on cost, on time and with superior quality.
- Assessed current/ future needs and played a pivotal role in procuring, installing and process training of new equipment pertinent to the new product line in three warehouse locations.
- Devised quality management programs which result in positive ROI, reduction to cost-of-sales and piloted the implementation of procedures for ISO certification in the company.
- Boosted sales by \$10 Million to a total of \$50 Million and maximized revenues by selling a flat materials division for a profit

Areas of Specialization

Material Failure Analysis
Ceramic Process Optimization
Steel and Non-Ferrous Processing
Material Service Center Operation

Education

B.S. Material Science and Engineering
Ohio State University, 1988

M.S. Material Science and Engineering
Georgia Institute of Technology, 1990

MBA
Roosevelt University, 2001

Mr. Scott D. Furlong

Mr. Furlong was a Development Engineer at Corning, Inc, responsible for the following:

- Spearheaded optical fiber project by coordinating laterally between diverse technical teams and vertically across management hierarchy to seamlessly implement project rollouts, management systems and process enhancements.
- Compiled project data related to optical fiber for manufacturing advanced fiber products to established manufacturing processes and scheduled resources in liaison with main plant production group and scheduling resources in order to meet high market demand.
- Directed and oversaw research that enhances understanding/ insight into segment behavior and brand positioning of hi-tech fiber.
- Procured specialty materials and headed a team of 3 technicians to execute projects. Transferred product to main production group for optimal deliverable efficacy.
- Resolved conflicts by coordinating between commercial division (sales) in Corning, NY and main production group in Wilmington during production.
- Assumed responsibility for managing and coordinating continuous improvement activities in manufacturing process for achieving rewarding results.

Professional Affiliations/Honors

American Ceramic Society - Member

Wire Association International – Past Member

Computer Skills

Proficient in MS Office, Quicken Accounting, and other business applications.

Positions Held

Industrial Steel & Wire Co, Chicago, Illinois

COO, 2005 – 2012

Manager, Flat Products, 2000 – 20005

Manager, Non-Ferrous Materials, 1996 – 200

Quality Manager, 1993 – 1996

Corning, Inc., Wilmington, North Carolina

Development Engineer 1990 - 1993

