

## **Steven Delmoro- Director of Business Development**

Steve strategically pursues and grows profitable sales with existing and new customers and markets. He identifies opportunities that leverage all offerings of ArtiFlex to include Engineering, Die Tooling, Automation, and Production processes. Steve has led the ArtiFlex Business Development and Program Management teams for 12 years. Steve started as an engineering intern with Gerstenslager. Graduating with a degree in Manufacturing System Engineering, he enjoyed several positions in Operations, Quality, Maintenance, and Program Management.

### **Major Accomplishments and Milestones:**

- 1995 \$22M Facility expansion of Wooster, OH facility – 240 Sq. ft. heavy manufacturing building, 26 High Tonnage Stamping presses, Welding lines.
- General Manager of Operations – 1997-2001 – responsible for up to 1000 hourly employees represented by United Steelworkers
- Union Contract Negotiations - Company Representative 1997 & 2001
- 2001 \$26M Facility Expansion of Clyde, OH – 180k sq ft with 5 High Tonnage Hydraulic Stamping presses
- Mauser IBC Pallet program – Launched new customer pallet assembly line – 325k units annually.
- MBA Finance Degree – University of Akron
- Primary initiator of the ArtiFlex JV between Worthington Industries and Erin Hoffmann