

## Keith Scutter

(mobile) 011-44-77-95-951200

e-mail [K.J.Scutter@btinternet.com](mailto:K.J.Scutter@btinternet.com)

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### **SYNOPSIS**

Experienced, senior manager with extensive design, negotiation and project management skills within the European, Far East, Middle East and USA markets

### **ACHIEVEMENTS**

- **Chairman of the British Independent Plastic Extruders Association** elected by a committee of peer companies (1994 – 2004)
- **Chartered Institute of Marketing** elected as a Full Member 1991 to present

### **EXPERIENCE**

#### ***Resource Plastics, United Kingdom 08/2005 – Present***

- Sole trading company established as an expert consultancy service to the plastics industry. Services offered include design and manufacturing services for new products, raw material sourcing on a global basis, machinery specification and design, finished product sourcing on a worldwide scale and project management for capital projects
- Representative for the UK Trade Mission in China (September, 2005) establishing sources of supply and sales for tooling and design expertise. Resource Plastics effectively built a strong relationship in China and established a supply chain with a wide range of producers and customers able to share information using recognised commercial software formats.
- Design and sourcing of tooling (Italy & U.K) for the Cascade Rainwater System on behalf of Celuplast Ltd. This is now the leading rainwater system in Ireland
- Sourcing of tooling and project management for the Titan Rainwater System on behalf of Celuplast Ltd
- Design and sourcing (China) for the Rhino range of traffic management systems on behalf of Ashfield CE & CS Ltd
- Design and sourcing of components (China) for A-Fax Ltd
- Design and project management of extruded profile tooling on behalf of Rossi-Stamp sri (Italy)
- Disposal of assets and recovery of debts for ICC Inc. (USA)
- Specification and sourcing of used process machinery on behalf of Amazon Plastic Building Products Ltd.
- Management of key trading accounts on behalf of PVC Group plc.,

#### ***MT2000, United Kingdom 01/2000 – 07/2004***

(established as a subsidiary of Electrochemical Industries (1952) Ltd (E.I.L.)

#### **Managing Director**

- 2004 - Following the demise of Electrochemical Industries (1952) Ltd managed the sale of MT2000 to PVC Group plc in July 2004.
- The re-location of plant and equipment to Electrochemical Industry's site at Coatham Avenue Newton Aycliffe on time and within budget. This included the design and construction of a state of the art manufacturing facility

- Management of the extrusion plant in Newton Aycliffe
- Travelled extensively working within the European and Middle Eastern markets in the capacity of product design and development, exhibition organization, project management

**MT2000, United Kingdom 01/2000 – 04/2000**  
**Managing Director**

- Management of the extrusion plant in Newton Aycliffe
- Lead negotiations resulting in the successful sale of MT2000 to Electrochemical Industries (1952) Ltd (E.I.L.)

**Tenaplas Ltd Berkshire, United Kingdom 05/1974 – 07/2005**  
**Managing Director (1995 – 1999)**

- 1995 - Appointed Managing Director of Meldrum Tenaplas. As managing Director, achievements include:
  - Elected to BPF Vinyl's Group, BPF construction Industry Task Force and was an expert judge at the PRW award for excellence in 1996 and 1999
  - The design and construction of a new manufacturing facility for the production of PVCu windows at the Reading, Berkshire site, on time and within budget
  - Author of a consultative document on the recycling and safe disposal of PVCu
  - The capital project appraisal and justification leading the purchase of all plant, equipment and tooling
  - Negotiation with suppliers for contacts both within Europe and the United States.
  - Managed the Merger of Tenaplas Extrusions Ltd with Meldrum Thermoplastics to create Meldrum Tenaplas Ltd, the largest Trade Extruder in the U.K.
  - The re-location of the production facility from Reading, Berkshire to Newton Aycliffe Co Durham in 1998, on time and within budget. This included the winding down of the Berkshire site and the recruitment and training of staff in the Northern location. The design and construction of a new manufacturing facility on a brown-field site.
  - Headed the management buyout of Meldrum Tenaplas from the owners and the re-launch of the company as MT2000
- **Sales and Marketing Director (1991 – 1995)**  
 Designed and launched the Contour range of plastic building products which include external window sills, cladding, sidings and window profiles. Sales exceeding £1,000,000 per annum.
- **Sales Manager (1989 – 1991)**  
 Contributed to the attainment of quality assurance standard BS5750 EN ISO 9001:2000 First extrusion company in the United Kingdom to attain this standard which later became a European standard.
- Technical Representative (1983 – 1989)
- Technical Sales Administrator (1978 – 1983)
- Quality Assurance (1976 – 1978)
- Machine Packing (1974 – 1976)

**EDUCATION & PROFESSIONAL DEVELOPMENT**

**Thames Valley University, United Kingdom 1990 – 1991**

- **Marketing Diploma**

**LANGUAGES** (spoken)

- German
- French
- Italian