

## ***Jeffrey S. Brandenburg***

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### **Professional Experience**

**1997 to Present**

**President**

The JSB Group

The mission of The JSB Group is to be the leading technology resource for the Flexible, Produce, and Food Packaging Industries by providing participating companies technical, sales, marketing, market research, training, and management support.

This is accomplished through our expertise in a wide variety of packaging, and equipment technologies including: Fresh Cut Produce, MAP, Barrier Packaging, Peelable Lidding Structures, Forming Materials, Microwave, and Stand Up Pouch Technology

Projects Include: FCP Package Design; Product Development; Technical Support and Leadership; Strategic Planning; Sales/Marketing Analysis and Research; Sales and Marketing Management; Quality Assurance Procedures; Technical Management, Packaging Seminars

Clients Include: American Packaging Corporation; University of Massachusetts; ExxonMobil Polymers; Ticona; Western New England College; Package Printing Company, AET Films, Davis Fresh Technologies

**1994 to 1997**

**Vice President Marketing & Technical Services**

New England Extrusion, Inc., Turners Falls, MA

Managed a sales department of five national Account Managers with an annual volume of 24 million pounds. Responsibilities included targeting accounts; formalizing company pricing policies; implementing bonus programs and developing a comprehensive sales training program. Directly increased sales volume by 30% over a three-year period.

Created a Strategic Partnership Plan for key customer accounts.

Established formal marketing department and developed five-year Strategic marketing plan.

Coordinate all efforts related to new development.

Directly managed growth of Coextrusion market.

Created and conducted national seminars: "Film & Packaging Technology" & "Fresh Cut Produce Technology."

Published and presented three technical papers:

"An Overview of Fresh-Cut Produce" - Flexpak'96;

"Metallocene Films: Engineered Blends for Critical Packaging Applications" - SPO '96;

"Engineered Metallocene Blends vs. Conventional Linear Blends" - NPE '97.

**1992 to 1994**  
**1987 to 1992**

**Vice President Technical Services**  
**Technical Director**

Union Industries, Providence, RI

Maintained technically advanced customer accounts. Focused on packaging equipment, product & packaging interaction; trouble shooting of processes & equipment; development of new package design and innovations.

Coordinated all in-house product development activities including package design, proper film selection, end-use analysis and applications.

Coordinated process-engineering function.

Managed quality assurance function. Responsibilities included optimizing raw materials, maximizing machine efficiencies, and recommending machine modifications of Flexographic presses, a Solventless laminator and a Vacuum metallizer.

Appointed as Environmental Compliance Officer.

Published and presented a paper at the 1992 Society of Vacuum Coaters Conference. "Experiences of Operating a Closed-Loop Feedback Control System on a Vacuum Web Coater."

**1985 to 1987**

**Technical Director**

Amgraph Packaging, Norwich, CT

Provided technical and quality assurance support to sales Department; traveled with sales staff to coordinate new product development; followed specialized product trials; assessed packaging equipment problems.

Managed process-engineering function.

Responsible for product development. Managed daily functions of the R&D Manager and laboratory staff.

Supervised two quality assurance technicians who were responsible for incoming, in process and outgoing product quality.

**1983 to 1985**

**Technical Manager**

Guardian Packaging, Corporation. Newark, CA

Traveled extensively to customers to troubleshoot Packaging Film and equipment problems.

Responsible for expanding tandem coextrusion lamination business.

Member of the Aseptic Lidding Stock Design Team.

Managed four quality assurance technicians.

Responsible for daily supervision of two plant process engineers.

**1981 to 1983**  
**1979 to 1981**

**Quality Assurance Supervisor**  
**Process Engineer**

American Can Corporation, Des Moines, IA

Supervised 24 quality assurance testers.

Started several three-layer PVDC/EVA coextrusion lines for the meat packaging industry.

Promoted as one of two engineers who supported sales in troubleshooting customer equipment.

**Education**

Bachelor of Science Degree, Chemical Engineering (1979)  
Iowa State University, Ames, IA

**Professional Affiliations**

International Fresh-cut Produce Association, IFPA, (1994 to Present)  
IFPA, Technical Committee, (2001 to present)  
Produce Marketing Association, PMA, (2002 to Present)  
Institute of Food Technologists, IFT, (2002 to Present)  
Massachusetts Specialty Foods Association, MSFA, (2002 to Present)

Technical Association of the Paper & Pulp Industry, TAPPI, (1987 to 1994)  
TAPPI Healthcare Packaging Committee Chairman (1989)  
TAPPI Technical Program Chairman (1990)  
TAPPI PLC Division Conference Chairman (1991)  
Flexible Packaging Association (1987 to 1994)

FPA Government Relations Committee (1987-1994)