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Profile

An experienced professional having held director level positions in distribution, transportation and logistics. Hands on management with a strong emphasis in the areas of domestic and foreign mailing including an in depth knowledge of rules and regulations governing each. Contracted for and shipped hundreds of millions of units per year to post offices and distributors worldwide via air, truck and ocean to achieve on time arrivals. Manage vendors and processes for moving product through the distribution channel.

Strong background in wholesale and retail having held positions in Logistics and In Store Merchandising. Product Management and Retail Marketing experience including Point of Purchase, Store Displays and in store data collection.

Excellent financial skills with an emphasis on cost analysis and control. Senior level manager with a strong background in strategic planning, project and performance management.

Seeking a senior management level position that will enable me to utilize my management, financial, marketing, and/or logistics skills.

Conde Nast/Fairchild Publications, Inc. (New York, NY)

April 2001- Present

Director, Distribution & Postal Affairs/Operations

Responsible for the Worldwide distribution of 30 Consumer and Trade publications including a daily, several weeklies and many high volume monthlies. Direct and manage budgets exceeding \$150 million. Hands on manager of a staff of 12 responsible for planning goals and objectives and executing operational plans in the areas of publication fulfillment, circulation, manufacturing, distribution and transportation. Contract for air freight, trucking, alternate delivery and international shipping. Oversee and manage postal operations including a \$100 million U.S.P.S. budget, postage payment, regulations, entry analysis and delivery monitoring. Achieved significant savings employing a variety of plans and tactics including co-mail and co-bind. Company rep at focus groups, industry counsels and postal forums. Chairman of the IDEAlliance Canada Panel.

Time Warner Inc. (Time Distribution Services – NY, NY)

May 1993 – April 2001

Director, Merchandising Services

Directed and managed a 550 person work force responsible for providing merchandising and in store service for 40 publications in 10,000 stores. Developed and implemented targeted marketing plans, led strategic task forces, created formal training plans and programs and oversaw an employee performance evaluation program. Managed budgets, financial reporting, payroll, personnel, store files, data analysis and reporting, the publishing of a quarterly newsletter and the issuance of training and policy/procedure manuals. Oversaw internal and external client accounts.

CMP Publications (Manhasset, NY)

Aug. 1991 – May 1993

Worldwide Distribution Manager

Oversaw a \$25 million U.S. and international distribution budget. Managed a staff of four, executing operations activity related to magazine manufacturing, fulfillment, circulation and transportation. Contracted for air freight, trucking and alternate delivery. Member of a task force

that launched *Windows*, the company's first national consumer publication. Managed all U.S. and international postal affairs including postage payment, mailing regulations, entry analysis and the delivery of 18 publications worldwide. Company rep at focus groups, customer councils and postal forums.

The National Sports Daily (NY, NY)

Feb. 1990 – Aug. 1991

National Distribution Manager

Helped launch the nation's first daily sports newspaper. Directed and managed a staff of four regional managers responsible for negotiating, contracting and hiring a national transportation and circulation network. Worked with wholesalers, printers and vendors to deliver newspapers nationwide each day. Negotiated all carrier contracts (union and non-union). Conducted cost analyses on print site and distribution options to optimize circulation/sales opportunities.

Time Warner Inc. (Time Distribution Services – NY, NY) March 1987 – Feb. 1990

National Traffic Manager

Oversaw and coordinated the newsstand copy distribution for 22 Time Inc. titles from the print sites to over 400 wholesalers. Worked with the sales force, production depts., wholesalers and retailers to increase sale through improved distribution. Implemented circulation programs and newsstand sale strategies. Managed the Sports Illustrated Reorder Program that generated additional sale based on cover subject. Responsible for the assignment and purchase of all magazine UPC codes.

Time Warner Inc. (Magazine Manufacturing & Distribution)

Apr 1983 – Mar. 1987

Regional Traffic Manager (Saratoga, NY)

Managed a Time Inc. contracted printer (Saratoga Springs, NY), serving as Northeast Regional Representative for magazine production, quality, postal, distribution and transportation. Contracted and negotiated rates with vendors. Oversaw daily plant activities such as pre-press, bindery, shipping and postal delivery.

Corporate Distribution Manager (NY, NY)

Consulted management on cost effective ways to maximize postal discounts. Developed and oversaw the Subscriber Reporter program designed to monitor delivery. Worked with U.S.P.S. officials to obtain favorable rulings on special units.

People Magazine Print Coordinator (NY, NY)

Responsible for ad and edit production, instructing print sites on magazine layout, demographic breakdowns and print quantities. Created significant cost savings through the analysis of print and operations invoices.

Education

St. John's University (New York)

MBA – Marketing

Bachelor in Science – Marketing