



Shelter Works Appoints John Miller As Director of Sales and Operations

After serving as Operations Manager for 5 years, Shelter Works has named John Miller as Director of Sales and Operations. In this new role, John will be able to focus on the entire customer experience to ensure that Shelter Works is professionally represented in the market place and that we can increasingly deliver on our promises.

This organizational change comes on the heels of 5 consecutive years of growth that have seen Shelter Works' sales double. Because the company has experienced such tremendous growth in sales of its fiberglass equipment protection buildings, senior management at the company determined that they wanted to further grow the sales/order fulfillment team in a way that would ensure integration with the operations team to offer Shelter Works capabilities to the markets served and support the network of manufacturer representatives.



"Many of our customers already know John, and those who don't are going to love working with him. He brings a wealth of knowledge of our business and its operations to this new responsibility. We have been so pleased with the contributions John has made on the operational side of the business, and we're excited to have him work with our team to enhance interactions with our customer base," explains Tracy Switzer, President of Shelter Works. "We know that our customers love the personalized service we provide; there is a carefully constructed balance between the client communications (on the sales side) and the actual manufacture of the buildings (on the operational side). John understands this, and we're confident that he will be able to enhance that point of differentiation even more as we grow."

"We are poised for such growth, and I'm excited about the opportunities ahead. The company has so much potential to provide equipment protection products to an ever-wider audience in a multitude of applications," Miller commented. "I'm looking forward to strengthening, expanding and broadening our manufacturer's representative network, including opening new geographic trade areas and new industries as well as solidifying our current ones."

Miller has been with Shelter Works since 2006, first as a consultant for 1 ½ years, then serving as Operations Manager since October 2008. In that time, as part of the Senior Management team, Miller enhanced the processes of the company's operations, working with the owners to implement identified procedural enhancements and contribute to a stable and effective production team. Production capacity has improved two and a half times what they were in 2007, and plant improvements resulted in on-time performance increases from 14% in 2007 to 93% in 2012. In addition, Miller has worked with the team to execute an organizational development plan to prepare the company for its next phase of growth. He will continue to oversee manufacturing operations while developing the sales team as well.

Prior to joining Shelter Works, Miller spent seven years consulting and working with various manufacturing companies in several industries and eighteen years in commercial banking. Miller is married to Elissa Miller; they have four children, Kezzie (age 20), Tessa (age 18), Bryce (age 16) and Parker (age 11). The family lives in O'Fallon, Missouri.