

# JOHN M. KANE, III

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Driven professional demonstrating experience in business operations and customer service environments. Extensive background in logistics planning, art handling, art storage management, operational analysis, team management and process design. Knowledgeable in FHA, DOT, TSA, OSHA regulation and compliance. Proficient in Microsoft office suite and various TMS platforms.

## Work Experience

### Consultant / Contractor

JDMK Enterprises - Harrison, ME  
March 2018 to Present

- Consultant to specialized safe-secure storage facilities, warehouse and transit operations, team management.
- Analyze, develop and coordinate business process, maintenance programs, training programs and system enhancements
- Consultant with all regulatory requirements germane to the transportation and storage industry including, but not limited to, FHA, DOT, TSA, OSHA.
- Property Management
- Contract Driver with CDL – A License

### General Manager

Fine Arts Enterprises, Inc. - Boston, MA  
February 2003 to March 2018

- Responsible for sales and operational start up including specialized safe-secure storage facilities, operations, municipal contracts and team management.
- Developed and coordinated all infrastructure support for operations, maintenance, training, system design, ongoing production support and strategic & business planning efforts.
- Crafted an organizational plan ensuring sustainable growth in product delivery and customer service. Aligned a support structure to facilitate relationship management, including integration with internal and external customers. This translated to improved service and attainable results; and facilitated delivery of claim free service throughout the business strategy.
- Designed, developed and implemented operational capabilities to meet changing market requirements including specialized climate controlled, air ride, alarmed vehicles designed to accommodate NARA museum standards external of their fixed environment.
- Coordinated and led storage facility design for environments needing tight tolerance performance for temperature controlled space and safe secure storage space for objects of high value.
- Secured a nine year contract for 15,000 sqft of off-site storage for a Presidential Library.
- Responsible for implementing processes to meet or exceed all regulatory requirements germane to the transportation and storage industry including, but not limited to, FHA, DOT, TSA, OSHA.
- Responsible for securing the first approved Certified Cargo Storage Facility (CCSF) rating in the Boston area.

### **Sales Consultant / Installation**

Commonwealth Security – Hanover, MA  
January 2001 to January 2003

- Responsible for generating sales for new service contracts.
- Responsible for growing sales 35% year over year.
- Provided company with preferred service contracts with worldwide security providers to expand local presence to a regional contract provider status.
- Worked on proprietary “REX” detection working with existing security systems
- Worked with team for installation projects of advanced state of the art security systems.

### **Director of Transportation**

Fine Arts Express, Inc. – Boston, MA  
May 1994 to December 2000

- Responsible for developing a "Hub & Spoke" infrastructure ensuring sustainable growth with enhanced process efficiency for improved performance P&D and customer interface.
- Aligned certain operations with preferred partnerships (northAmerican and United Van Lines) to outsource work beyond internal core competencies resulting in transportation revenue growth from \$1.2m in 1995 to \$18.4m in 2000.
- Responsible for operational oversight for the “Smithsonian -150 year Celebration” tour for 2.5 years touring 16 venues. Included confidential security communication with the Freeman union, DOE and Secret Service for specific items of value for all venues. Over 56 total vehicles deployed for complete exhibition including objects of value, display cabinets, vitrines and other traveling exhibition materials.
- Contributed in team development of proprietary software "CANVAS" for managing all business processes including, transportation, storage, crating, project management and all financial aspects of the business.
- Responsible for implementing processes to meet or exceed all regulatory requirements germane to the transportation industry including, but not limited to, FHA and DOT,
- Initiated and developed incentive plans to increase driver and art handler personnel’s awareness for focused and enhanced service performance, while reducing claims, vehicle accidents, warehouse OS&D. Went from a 68% performance rating to a 93% performance rating within 2 years.
- Initiated and developed the first in-house training facility in the fine arts industry which addressed SAFE and SECURE best practices in operations, warehouse storage methodology, customer service, hands-on and how-to modules for object handling. The training facility was opened to our customer base and their employees to establish consistency and best practices in handling objects from truck to museum environments.
- Designed and developed (in partnership) with Freight liner USA the "Courier Condo" limited edition CSL 180 ride along tractor specially equipped for museum staff personnel.
- Worked in concert with other Directors to insure consistent communication and company core values were being met.
- Initiated company owned Drug & Alcohol Compliance Program for zero tolerance abuse.

### **Operations Manager**

Fine Arts Express, Inc. – Boston, MA  
May 1987 to April 1994

- Managed and supervised over 25 dedicated routes servicing all 48 contiguous states, Canada and Mexico.
- Maintained driver log compliance, truck licensing and permitting.
- Responsible for all State Tax Filings.
- Maintained claims reports and findings for vehicles and OS&D

### **Operations Manager**

Nationwide Specialized Transportation Service, Inc. – Hanover, MA  
September 1979 to May 1987

- Transportation Broker
- Managed accounts for Quaker Oats, TJ Maxx, US Wind Power, Pneumatic Scale
- General Business applications

### **Education**

Northeastern University - Boston, MA  
Transportation & Physical Distribution Management  
September 1979 to December 1982

### **Skills / Credentials**

Microsoft Office suite, Storage Move Management Equipment (forklift, various man lifts, etc.), Straight Truck, Flatbed (20+ years), Business Development, Sales, Certifications/Licenses CDL-A, DOT Medical Card - Oct 2020

### **Affiliations**

National Ski Patrol, Inc. – Denver, CO

- Business Process Committee Chair

Eastern Division Director – Albany, NY (2016 – 2020)

- Sunday River Registered - Trainer / Evaluator
- Certified Rated Patroller / Examiner