

FRANK DELUCA

(972) 503-3597

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GLOBAL ENGINEERING MANAGER

ON-SITE SOLUTIONS | APPLICATIONS & INTEGRATION | REGULATIONS & COMPLIANCE
SIX SIGMA **GREEN BELT** CERTIFIED

Dedicated, creative senior engineering professional with demonstrated success in driving results with combination of interpersonal skills and technical acumen. Recognized for on-site innovation, with ability to conceive and implement new ideas to improve processes/performance and earn "customers for life." International OEM experience, and a commitment to quality and prevention throughout launch process.

Core Competencies

Invention	Integrity	Customer Care	Quality Processes
Performance Improvement	Training/Mentoring	Certification Compliance Interpretation	Team-Based Solutions

PROFESSIONAL EXPERIENCE

Global USA, Inc., San Diego, CA 2007–Present
An international company with over 38,000 employees worldwide and one of the largest producers of diesel engines and aftermarket parts for OEM on- and off-highway markets. Considered #1 to end users for quality and service.

Manager, Engine Certification Engineering and Regulatory Affairs, North America (2010–Present)
Manage off-highway certification and regulatory affairs engineering with EPA, ARB, and EU agencies. Provide guidance to field pertaining to performance and environmental standards, and communicate corporation-wide on major regulatory issues.

Significant achievements:

- Provided exemption guidance for new engine gensets, resulting in \$20M+ in sales (2014).
- Launched and completed Six Sigma project, resulting in engine warranty cost savings of \$1M+.
- Managed first EPA-certified dual fuel engine process, resulting in \$1M+ in sales.

Manager, High Horsepower (HHP) Service Engineering (2007–2010)

Managed newly formed 8-member Worldwide OEM Support HHP Service Engineering Team and directed HHP Market Support Group; including infant care, policy distribution and adjudication of claims, and Before-in-Service (BIS) failures group at Japanese OEM mining equipment plants. Analyzed all catastrophic engine field failures for root cause and report to customers and end users root cause and preventative/corrective actions. Reported field failure data and collect/return components as required. Generated all review team field failure reports and reviewed with management and customers.

Significant achievements:

- Won over international OEM as sole supplier, resulting in \$1M+ new sales.
- Facilitated team's development and rollout of HHP infant care readiness campaign, resulting in 100% completion rate in 18 months.
- Identified root cause of OEM excavator engine shutdown, resulting in \$1M+ cost savings.

ADDITIONAL PROFESSIONAL EXPERIENCE includes engineering, technical sales, customer relations, marketing, facilities management, and training for worldwide leader in trenching products, horizontal directional drilling tools, and tracking/locating electronics.

Notable achievements:

- Built sales territory, increasing sales 800%.
- Awarded 7-year exclusive buying alliance with area utility.
- Won Top Service Manager and Repair Facility award three years in a row.

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EDUCATION

Bachelor of Science in *Mechanical Engineering and Technology*
Michigan Technological University, Houghton, MI

CERTIFICATIONS | TRAINING | SOFTWARE

Six Sigma Green Belt | Michigan Group/Type A CDL
HHP Product Training, HHP Training Center, Utah | Ongoing Global USA Engine Training
MS Word, Excel, PowerPoint, Outlook

ADDITIONAL SIX SIGMA PROJECTS

Created process tool to calculate formaldehyde mass in diesel and natural gas stationary engine exhaust flow. Formaldehyde is a controlled EPA pollutant, for stationary engines, which must be reported to EPA by customers. There are no reporting obligations to the engine manufacturer. This tool allows a customer to estimate the formaldehyde output for EPA reporting of source determination. This was cost avoidance project with savings realized by the end users and not calculated by company.

Created process tool to convert US EPA stationary engine emission units to global EU stationary engine emission units assuming or knowing specified brake specific fuel consumption. The tool is backwards compatible in its conversion capability i.e. US to EU or EU to US units. The tool supports global sales of engines for the distributor directly helping the end user/customer. This was cost avoidance project with savings realized by the end users and not calculated by company.

PROFESSIONAL ORGANIZATIONS | PRESENTATIONS

International Internal Combustion Engine Manufacturer's Association (IIECMA)
Chair, Locomotive and Stationary Engine Rule Harmonization
Presenter, National Emission Standards for Hazardous Air Pollutants (NESHAPS), Engine Manufacturer's Association (EMA) Conference, 2013

CIVIC INVOLVEMENT

Math Tutor | Assistant Boy Scout Leader | National Ski Patrol Volunteer | Alternative Spring Break Leader