L. JOHN SHIPLEY PE, CAP

Upland, Indiana | 765-603-1016 | kb9ttx@yahoo.com | www.ljohnshipley.com | linkedin.com/in/ljohnshipley

PROFESSIONAL SUMMARY

Engineering and operations leader with 20+ years of experience spanning the full spectrum of industrial automation and manufacturing technology — from hands-on controls design, robotics integration, and capital project execution to executive team leadership, team building, and P&L management. Proven track record delivering measurable results across the complete project lifecycle: identifying operational needs, building business cases, selecting vendors, managing programs, and driving continuous improvement post-deployment. Equally effective as a technical individual contributor and as an organizational leader: served as lead engineer on a $13.6M new model launch at one of the world's largest automotive casting plants, directed 100+ integration projects as a regional P&L owner, and scaled a customer success team from 8 to 16 while achieving 283% growth in monthly deployment throughput. Deep technical credibility as a licensed Professional Engineer (Control Systems), Certified Automation Professional, and Certified Vision Professional, combined with an MBA and the executive fluency to engage boardrooms, plant floors, union workforces, and customer leadership alike.

TECHNICAL & LEADERSHIP CAPABILITIES

- Industrial Automation & Robotics Deployment
- Full Project Lifecycle Ownership (Concept → Commissioning)
- Capital Project Management & Justification
- P&L Leadership & Regional Operations
- Team Building & Organizational Development
- Multi-Site Program & Portfolio Management
- New Model Launch & Manufacturing Engineering
- Vendor & Systems Integrator Management
- PLC, HMI & Controls Architecture
- Robotics & Vision-Guided Systems
- AI-Enabled & Intelligent Automation
- OT/IT Integration & Industrial Networking
- IEC 62443 Industrial Cybersecurity
- WCM / Lean: SMED, 5S, Kaizen, Focused Improvement
- Safety Systems: Risk Assessment, Interlocks, LOTO
- Customer Success & Scalable Deployment Frameworks
- Cross-Functional Stakeholder Leadership
- Change Management & Workforce Adoption
- KPI Design, Metrics & Performance Governance
- Business Case Development & ROI Analysis

PROFESSIONAL EXPERIENCE

Apera AI

October 2024 – March 2026

Director of Customer Success

Remote

Apera AI provides 4D Vision AI technology for industrial robotics, enabling scalable, AI-driven manufacturing automation across global manufacturing customers. Venture-backed startup.

Served on the executive leadership team, leading a customer success organization of 16 field applications engineers, customer success managers, and trainers responsible for end-to-end deployment of AI vision-guided robotics systems at manufacturing customers across North America and Europe. Presented quarterly to the board of directors on delivery performance, organizational capacity, and strategic priorities.

- Designed and implemented a global service delivery governance framework — including a standardized end-to-end deployment methodology ("Golden Playbook") defining quality benchmarks, handoff standards, and customer acceptance criteria from PO through sign-off — scaling deployment throughput from 6 to 23 systems per month, a 283% increase, with 29% average month-over-month growth in H2 2025.
- Engineered a full-lifecycle deployment tracking and KPI architecture in HubSpot — designing a unique serial numbering schema and per-system ticketing model — reducing untracked systems from approximately 250 to fewer than 30, cutting unplanned deployment escalations from ~2 per week to 1 per quarter, and achieving 100% visibility across all active deployments; results realized within two quarters of implementation.
- Managed simultaneous multi-site deployment programs across 5 Ford manufacturing facilities (Dearborn, Chicago, Kansas City Stamping, Kansas City Truck, and Kansas City Assembly plants) in a single two-month period — personally relocating on-site in Kansas City to ensure on-time delivery and customer acceptance, producing the highest-volume deployment month during company tenure.
- Conceptualized, staffed, and launched a customer training department from scratch within 30 days — certifying 39 non-Apera personnel in the first month — and established the Apera Center of Excellence in Farmington Hills, Michigan: the company's first U.S. brick-and-mortar facility, contributed to site selection and lease negotiation, leading buildout ($200K project on time and on budget), and operational launch.
- Scaled the customer success organization from 8 to 16 members — designing role architecture, regional coverage model, and technical hiring criteria aligned to delivery demand across two continents.

Patti Engineering
November 2016 – October 2024

Director of Indiana Operations
Indianapolis, Indiana

CSiA Certified Controls System Integrator; Siemens Solutions Partner; Mitsubishi Electric Authorized System Integrator; Fanuc Robotics Authorized Integrator. Offices in Michigan, Texas, and Indiana.

Held full P&L accountability for Indiana regional operations, leading end-to-end delivery of industrial automation integration projects for manufacturing customers while building the regional team, office infrastructure, and market presence from the ground up.

- Delivered 100+ industrial automation integration projects for manufacturing customers across automotive, CPG, and distribution verticals — spanning PLC controls, robotics, RFID/IIoT, OT/IT networking, and conveyor systems — consistently meeting scope, schedule, and budget expectations.
- Led controls engineering team on a ~$520K assembly station automation project at Stellantis Kokomo Engine Plant — designing and implementing 4 fully automated workstations in a unionized facility, achieving 99%+ uptime and eliminating 1 operator per station per shift across all production shifts.
- Designed and implemented a 12-panel UHF RFID control system for a large-scale Walmart dairy production and distribution facility — performing electrical design, supervising panel build and installation, resolving complex technical challenges in a refrigerated environment, and integrating the RFID PLC with Walmart's WMS.
- Developed technology selection frameworks and proposals for customer RFQs ranging from under $10K to over $10M — evaluating conveyor type, vision vs. fixturing, SCADA vs. distributed PLC, AGV vs. manual, and RFID vs. RTLS — determining optimal automation approach when solutions were left open.
- Applied IEC 62443 industrial cybersecurity principles and OT/IT convergence practices on customer engagements; conducted formal safety risk assessments including an ANSI B11.0 assessment for a servo-driven blanking press conversion from hydraulic to electric servo actuation.
- Built the Indiana regional operation from inception: identified and secured office location, managed full buildout, and scaled the engineering team from 1 to 5 members over 6 years against a $250K sustained-sales-per-hire threshold, enabling disciplined, demand-driven growth.
- Authored 6 technical blogs and whitepapers and delivered 7 industry-facing presentations and webinars on IIoT, RFID, and industrial automation topics; served as an Industry Advisor on the IUPUI Electrical & Computer Engineering Technology Industrial Advisory Board.

Fiat Chrysler Automobiles – Kokomo Casting Plant
January 2011 – November 2016

Plant Controls Engineer
Kokomo, Indiana

One of the world's largest automotive casting plants, producing powertrain castings for FCA operations at high volume in a complex UAW unionized environment.

Lead controls engineer for the MY2017 250K Eight-Speed transmission case launch — a $13.6M new model program encompassing 4 customized die cast machines and 3 new robotic production cells. Coordinated across product engineering, process engineering, tooling, maintenance, safety, quality, and OEM suppliers while

providing ongoing production support and driving continuous improvement via World Class Manufacturing (WCM) methodology.

- Served as lead plant engineer and EEM pillar lead for the MY2017 new model program — managing controls architecture decisions, commissioning die cast machine cells, leading safety risk assessments in accordance with FCA EEM framework, and coordinating cross-functional teams through program milestones to successful production launch.
- Directed the strategic introduction of Siemens TIA Portal controls architecture as the new plant standard — displacing the incumbent Rockwell platform — by influencing leadership, designing a train-the-trainer curriculum, establishing an on-site training lab, engaging union representatives, and delivering multi-week cross-shift training for approximately 90 engineers and skilled trades technicians across the plant.
- Applied WCM SMED methodology to 12 vertical trim presses (Focused Improvement pillar): performed task-level changeover analysis, redesigned internal/external task structure, specified and coordinated all design changes, secured safety approval, and supervised installation — reducing average changeover time from 36 to 9 minutes (75% reduction), directly improving press utilization and production throughput.
- Delivered quantified WCM kaizens under the Focused Improvement pillar, including: tie bar access redesign ($2.68M benefit vs. $225K cost; B:C ratio 11.9); deburr cell safety circuit upgrade to SMI-162 compliance (eliminated 150 min/day of lost production across 3 shifts); PLC core sequence reprogramming enabling new production capability on an existing machine within 10 days ($12.8K benefit).
- Directed UAW skilled trades technicians on controls-related work across troubleshooting, modifications, and commissioning; performed electrical design improvements and programming changes on Allen-Bradley/Rockwell ControlLogix and Fanuc/ABB robot systems across die cast and tool room operations.
- Completed tool room modernization project — Sinker and Wire EDMs, Ultrasonic Caustic Cleaning systems, and CNC lathes — on time and on budget, improving tooling quality and availability for production operations.

EARLIER CAREER — INDUSTRIAL AUTOMATION & ENGINEERING LEADERSHIP

Manufacturing Technology, Inc. (MTI) — Controls Engineer | South Bend, IN | 2009–2010

- Performed full electrical design and PLC/CNC/robotics programming for friction welding machines and integrated automation; led machine startup, configuration, and commissioning of Allen-Bradley/Rockwell and Fanuc Robotics based systems.

Transbotics Corporation — Products / Project Manager / Project Engineer | Charlotte, NC | 2005–2009

- Managed AGV and AGC projects end-to-end from sales handoff through service transition across manufacturing and distribution environments for customers including Graham Packaging, Avon, and RR Donnelley; implemented AGV systems in packaging, consumer goods, automotive, and magazine production environments.
- Spearheaded technical integration of a new business unit and its products with existing operations; led day-to-day controls development for a new Automatic Guided Cart product line.

Thomson Displays Mexicana — Sr. Electrical Engineer / Project Manager | Mexicali, Mexico | 2001–2003

- Led a 40+ person multinational cross-functional team in the operational startup of a CRT factory front-end; increased daily production rate from 110 to 4,200 units/day; reduced bottleneck changeover time from 40 hours to 8 hours via SMED (estimated $300K savings per changeover event).
- Managed 50+ concurrent capital projects simultaneously in a multicultural environment; negotiated equipment cost reduction from $600K to $240K through development of a new Korean vendor; trained maintenance engineers and technicians on ABB robotics programming.

Thomson Consumer Electronics — Project Leader / Member of Technical Staff | Lancaster, PA & Marion, IN | 1997–2001

- Managed a $15M automated factory module from design through commissioning — leading team selection and hiring, equipment layout design, vendor selection and negotiations, electrical and controls design, budget control, and multi-vendor dispute resolution; designed lean manufacturing equipment and employee layout generating $1M in cost savings vs. traditional factory layouts.
- Reduced conveyor modification project costs from $1.4M to $750K through vendor strategy; cut robotic modification costs from $40K to $1,500 using in-house capability; programmed two data tracking systems improving quality control 10% and reducing headcount by 5 employees.

TECHNICAL SKILLS & PLATFORMS

PLC Platforms	Allen-Bradley/Rockwell (PLC5, SLC500, ControlLogix), Siemens S7/TIA Portal, Omron, Modicon, Mitsubishi
HMI / SCADA	Rockwell FactoryTalk View, Siemens WinCC / TIA Portal, Iconics Genesis64, Inductive Automation Ignition
Networks	EtherNet/IP, Profinet, DeviceNet, ControlNet, Profibus, OT/IT convergence, IEC 62443 cybersecurity
Robotics	Fanuc (Karel/TP+), ABB, KUKA, Hirata — programming, integration, safety zoning, and commissioning
Drives	Siemens S120, Allen-Bradley, Mitsubishi, Danfoss VFDs; Delta Tau servo controllers; motion control
Vision Systems	Keyence CVX, Cognex DS900, Fanuc 3DV iR-Vision; AI-based 3D vision-guided robotics (Apera AI)
RFID / IIoT	UHF RFID systems design and integration; RTLS; IIoT architecture; WMS and ERP interface design
Safety	Safety PLCs, light curtains, interlocks, safety relays, LOTO; ANSI B11.0 and FCA EEM risk assessments
Programming	C, Visual Basic, Python, Java; ladder logic, structured text, function block, SCL
Design Tools	AutoCAD (electrical panel design); SolidWorks (familiarity)
Lean / CI	5S, Kaizen, SMED, SPC, WCM Focused Improvement, WCM Early Equipment Management, Kepner-Tregoe Analytic Troubleshooting (ATS)

EDUCATION

Master of Science, Business Administration — International Business Concentration *2003*
San Diego State University, Calexico, CA | GPA 3.97/4.00 | Graduate Honors | Beta Gamma Sigma Business Honor Society

Bachelor of Science, Electrical Engineering *1996*
Purdue University, West Lafayette, IN

CERTIFICATIONS, LICENSES & PROFESSIONAL AFFILIATIONS

- Professional Engineer (PE), Control Systems — State of Indiana (#PE11700763)
- Certified Automation Professional (CAP) — International Society of Automation (Cert. #100614)
- Certified Vision Professional – Basic (CVP-Basic) — Association for Advancing Automation (A3)
- RFID Associate, Foundational Level — The RFID Professional Institute
- Siemens Certified Application Engineer — SINAMICS S120 & SIMOTICS Motion Control Technology
- Siemens Certified Professional — Industrial Identification RFID-UHF Technology and Practice
- Industrial Cybersecurity: IEC 62443 Introduction — Siemens (via Siemens Solutions Partner Program)
- Cardin Quality Training Associates: Effective Quality Management System Auditing
- Institute of Electrical and Electronics Engineers (IEEE) — Member
- International Society of Automation (ISA) — Senior Member
- Beta Gamma Sigma — Business Honor Society | Phi Theta Kappa — Honor Society
- Industry Advisor — IUPUI Electrical & Computer Engineering Technology Industrial Advisory Board

SELECTED INDUSTRY PRESENTATIONS & PUBLICATIONS

- "4D Vision Career Fair: Join Apera AI to End Robot Blindness" — A3 Association for Advancing Automation, October 2025
- "PLCs and Other Controllers in an IIoT" — Control Engineering Webcast, November 2021
- "Integrating RFID at Assembly Stations" — Siemens Virtual Conference, October 2019
- "Asset Tracking Options: RTLS or RFID?" — Siemens Automation Summit, Aurora, CO, June 2019
- "Common Considerations Integrating Robotics in Manufacturing" — Patti Engineering Blog/eBook, February 2024