

**Patrick Medlin**, Executive General Manager of Amada America, Inc. is a sales and manufacturing manager skilled at assisting manufacturing and machine tool companies with attaining world class performance. With over 20 years of manufacturing, finance and management experience, he understands the relationship of each process element to the performance of the organization as a whole. In his current role at Amada he is responsible for the Mid-Atlantic sales region, as well as overseeing the start-up and implementation of Amada's East Coast manufacturing facilities and new Technical Center.



Previously, Patrick co-founded Advanced Technology Sales & Service, Inc., a machine tool sales and service organization in 2001 and was President and CEO until its successful merger with Amada America, Inc. at the beginning of 2018. In that role he helped build one of the strongest and most successful machine tool distributorships in the Southeastern United States. He has also helped customers achieve greater throughput and ultimately greater profitability by providing manufacturing advice and consultation on process and operation improvements and sales strategies. His clients include recognizable names of companies such as ABB, Mitsubishi, Daimler, Krispy Kreme, Bauer Compressors, Thomas Built Buses, Preformed Line Products, Kloeckner Metals, Reliance Steel and numerous Tier I and Tier II manufacturers.

Patrick began his career in metal fabrication with a privately held metal fabrication company, Five Star Metals in 1992. Through his 9 year tenure there he rose up through the ranks to become Vice-President of the Metals USA-Contract Manufacturing Group after that entities acquisition of Five Star. He then led and coordinated the successful implementation of Lean Manufacturing, Kaizen and a new multi-site manufacturing software system. At the Metals USA-Contract Manufacturing-High Point location he was successful in consolidating two plants, reducing manpower by 31% and more than doubling that locations profitability. He has also been responsible for the planning and start-up of several manufacturing companies throughout the Carolinas and Virginias.