



**Ed Pawlowski, Mayor**  
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**To:** The Honorable Roger MacLean, City Council President  
And Members of City Council

**From:** Mayor Ed Pawlowski *E.P.*

**Re:** Nomination of Tom Muller for the position of Managing Director

**Date:** January 16, 2018

It is with great enthusiasm that I am submitting the name of former Lehigh County Executive Tom Muller for the position of Managing Director.

Tom Muller comes to the position with extensive business management experience. This includes the position of President and Chief Operating Officer of Binney & Smith. Prior to coming to Lehigh County, Tom served as Senior Vice President at Victaulic and CEO of NVent LLC, a Joint Venture of Victaulic and NIBCO.

Tom holds Bachelor of Science degrees from both the journalism and Business schools at Syracuse University and an MBA in Marketing from Fairleigh Dickinson University.

The purpose of the Managing Director is to encourage collaboration, cooperation and coordination among city departments to ensure that the policy directives of the mayor and City Council are properly communicated and reflected in the day-to-day operations of the city.

The managing director works directly with the mayor to oversee the functioning of city services by the city's numerous departments. Tom's management background makes him a perfect candidate for the position. I am confident that he will be an outstanding leader and help to improve operations throughout city government.

I am honored to submit his name for this position and have attached his resume for your review.

Please contact me if you have any questions regarding Tom or his nomination.

Thank you for your consideration and I look forward to a date for city council to consider his confirmation.

## **Tom Muller**

### **Employment History**

#### **County of Lehigh**

##### **County Executive**

**2014 - Present**

Elected position responsible for all aspects of the County's business.

#### **County of Lehigh**

##### **Director of Administration (Cabinet Position)**

**2006 - 2013**

Responsible for Fiscal, IT, Human Resources and Purchasing for a \$365 million home rule charter county encompassing 350,000 residents

#### **NVent LLC (Joint Venture of Victaulic and NIBCO)**

##### **President & CEO**

**2003 – 2005**

Responsible for all aspects of a 50-50 JV organized to introduce a breakthrough new product to the small diameter copper piping market

#### **Victaulic**

##### **Executive Vice President & Board Member**

**2000-2002**

Responsible for all customer-focused activities for the worldwide leader in mechanical piping products, including Sales, Marketing, Customer Care and Distribution, and for management of newly acquired companies

##### **Vice President Planning & Distribution**

**1998-2001**

Responsible for trouble shooting and improving performance in a wide variety of areas, including new product development, new business lines, recent acquisitions and the company's supply chain

#### **Binney & Smith, Inc. (subsidiary of Hallmark Cards)**

**1990-1997**

##### **President & Chief Operating Officer**

**1994-1997**

##### **Group Vice President**

**1993-1994**

##### **V.P. & General Manager, Consumer Products**

**1991-1992**

##### **V.P. & General Manager, Crayola Products U.S.**

**1990-1991**

Managed all aspects of a \$750 million Children's Art & Stationery, Craft & Activities, Model Kit and Fine Art business across multiple trade channels (mass consumer, office products, education, hobby, arts and crafts)

**RJR Nabisco, Inc.** 1987-1989  
**V.P. Marketing—Planters Lifesavers Company**

Managed all marketing functions for a \$1.5 billion confections and snacks business

**Sandoz Corporation** 1986-1987  
**President & CEO, Consumer Health Care Group**

Consolidated and relocated two acquired companies to create a \$150 million business

**Warner-Lambert Company** 1967-1986  
**Group V.P.—International Consumer Products** 1983-1986  
Managed strategic planning, new product development, licensing, acquisitions and sales training for a \$1.5 billion international consumer products business

**V.P. Marketing & Sales—Consumer Health Products** 1980-1983  
Responsible for all marketing and sales activities for a \$500 million business unit

**V.P. Marketing & Sales—American Chicle** 1979-1980  
Responsible for all marketing and sales activities for a \$600 million confections business

**Chronology of Earlier Warner-Lambert Experience**

V.P. Marketing & Sales—Personal Products Division	1978-1979
V.P. Business Development—Consumer Products Group	1978
Regional Sales Manager--Midwest	1977-1978
V.P. Product Management—Personal Products Division	1976-1977
Product Group Director—Schick Razors & Blades	1975-1976
Director New Products—Personal Products Division	1973-1975
Senior Product Manager New Products—Personal Products Division	1972-1973
Product Manager (various brands)	1970-1972
Field Sales Training	1969
Assistant Product Manager—Listerine Antiseptic	1968-1969
Promotion Analyst	1967-1968

**Allied Chemical Corporation** 1966-1967  
**Expediter**

### **Education**

**M.B.A. (Cum Laude), Fairleigh Dickinson University (evenings)**

**B.S. Business & Newhouse Journalism Schools, Syracuse University**

## **Board Experience**

### **Trade Associations**

- **National Art Materials—5 years; 2 years as President**
- **Grocery Manufacturers of America—4 years**
- **Food Marketing Institute—3 years**

### **Corporate**

- **North American Soccer League—3 years**
- **Selvic Foods—3 years**
- **Boone International—5 years**
- **Victaulic—3 years**

### **Non-Profit**

- **United Way of NJ—2 years**
- **Valley Health Foundation—2 years**
- **Brookside Country Club—2 years**
- **DeSales University—2 years as Chairman of the President's Council**
- **Easton Hospital—27 years; Chairman of the Board for the past 12 years**
- **Lehigh County Authority—10 years**

## **Other**

- **Member, Board of Governors for PASSHE (Pennsylvania State System of Higher Education).**
- **Adjunct Professor in the School Business Management and Economics at Cedar Crest College since 2006**
- **Owner of two small businesses**
  - **Bar-B-Q Barn restaurant—Clemmons, NC (1989-1990)**
  - **American Check Cashers—Winston-Salem, NC (1989-1996)**