

**Peter Bylone**  
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**Objective:** To work in a premier organization which gives me ample opportunities to apply my skills, to grow and to contribute in the most effective manner by being a key and an effective team player.

**Experience:** Vineland Cooperative Produce Auction, Vineland, N.J.

***General Manager*** 2001 to 2010

- Oversaw operations resulting in over \$60 million in sales annually.
- Managed over 20 workers, assigning each to specific duties.
- Ensured adequate inventory of packing supplies in warehouses were maintained
- Predicted demand for ice, a critical asset in agricultural work, and ensured it was always in supply.
- Oversaw daily operations of the business office as well as daily electronic sales.
- Generated monthly financial reports and presented to the Board of Directors.
- Analyzed the auction's financial status, developed financial plans based on analysis of data and discussed financial options with the Board of Directors.
- Assessed estimated budget, profit goals and average rate of inventory turnover and determined mark-up and mark-down percentages necessary to ensure profit.
- Inspected physical condition of equipment and ordered repairs and/or replacement of equipment as needed.
- Conferred with board members to ensure coordination of departments with such activities as production, sales, records control and purchasing.

Vineland Cooperative Produce Auction, Vineland, N.J.

***Assistant Manager*** 1992 to 2001

- Supervised and coordinated activities of over five workers engaged in loading and unloading of product at the cooler area and cold storage.
- Coached and guided workers engaged in handling and storing produce in coolers.
- Conducted daily inspection of stored produce to ensure quality and temperatures was maintained.
- Planned and adjusted work procedures to meet ever-changing production schedules, drawing on the knowledge of equipment and cooler capability.
- Suggested changes to management and Board of Directors in working conditions and allocation of equipment and personnel to increase efficiency of departments, and work crews.

Bylone Brothers Farms , Vineland, N.J.

***Farm General Manager/ Owner/Partner 1973 to 1992***

- Managed over 120 acres of farmland focused on growing, harvesting, packing and marketing produce for corporations, cooperatives and other outlets.
- Allocated acreage assets based on analysis of expected market conditions.
- Acquired operating funds through negotiations with bank officials annually.
- Procured necessary farm machinery, equipment and supplies, such as tractors, seed, fertilizer and chemicals.
- Hired and discharged personnel.

**Education:** Atlantic Cape Community College, Mays Landing, NJ

**License:** 2004 State of New Jersey, Engineer's Refrigeration Blue Seal License

**Training:** 1998 14th PA Cooperative Director Institute Training  
1980 to 1992 Farm Credit Bank Directors Training

**Community:**

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| 1988 to present | <ul style="list-style-type: none"><li>• Buena Vista Township Committee Elected Official since 1988</li><li>• Deputy Mayor</li><li>• Finance Committee</li><li>• Public Works Committee</li><li>• Union Negotiation Committee</li><li>• Recreation Committee</li><li>• Martin Luther King Jr. Building Committee</li><li>• Public Safety Committee</li></ul> |
| 2009 to Present | <ul style="list-style-type: none"><li>• Vineland Chamber of Commerce, Board of Directors</li></ul>  |
| 2006 to 2008    | <ul style="list-style-type: none"><li>• State Agriculture Development Committee (Governor's Appointment)</li><li>• Pesticide Control Council</li><li>• Advisory Board Federal Reserve Bank</li></ul>  |
| 1980 to 1992    | <ul style="list-style-type: none"><li>• Director - First Pioneer Farm Credit Bank- Bridgeton</li></ul>  |
| 1973 to 1989    | <ul style="list-style-type: none"><li>• President, Vice President, Secretary and Member - Atlantic County Board of Agriculture, Executive Committee</li><li>• Representative to New Jersey State Agricultural Committee</li></ul>   |

**References:**

Available upon request