

LORY GALLOWAY, PH.D.

11111 Saathoff Dr, Apt 419, Cypress, TX 77429
(Mobile) 832-409-8649
lory.galloway@gmail.com

Professional Overview

Successful executive, manager, researcher and college-level instructor/professor with experience in R&D management, product development, general business management, new business development, international business management, strategic business planning, and college teaching (chemistry and mathematics).

Core Qualifications

- Teacher of undergraduate college chemistry and mathematics courses (in classroom and online).
- Experienced chemistry researcher with extensive experience with chemical instrumentation and currently relevant research topics.
- Builder and leader of results-driven technical and business teams for growing new and established businesses in the coatings industry.
- Developer of innovative new products for solar window film, architectural/engineering/construction, electronic display, outside durable graphics, digital imaging, automotive, aerospace, optical data recording, graphic arts, and printing industries.
- Hands-on product development scientist that balances product performance with market needs and deadlines.
- Negotiator of joint venture and licensing contracts with international companies including those in China, Japan, and Europe.
- E-commerce web site builder and e-commerce business owner/operator.
- Experienced educational online educator and online class builder/developer.

Education

PH.D., Purdue University, West Lafayette, IN
Major: Physical Chemistry; Minor: Biochemistry

BS, Lamar University, Beaumont, TX
Major: Chemistry; Minor: Mathematics

Thesis/Dissertation

PH.D. Thesis: The Water-Splitting Light Reaction of Chlorophyll a Dihydrate; Visible Light Solar Energy Conversion after the Primary Reaction in Plant Photosynthesis. Thirteen peer-reviewed publications and one patent resulted from this thesis research.

Undergraduate research: Synthesis of novel organometallic compounds.

Experience

Chemistry Instructor, Adjunct Faculty

Jan 2016 – Present

Lone Star College – CyFair, Cypress, TX

- Have taught lecture and lab for general chemistry I and II, and introductory chemistry since the spring, 2016 semester.
- Highest rated instructor based on student reviews.
- Rewriting all general chemistry II labs.
- Certified by Lone Star to teach fully online courses.

Aug 2016 – Present

Houston Community College – Central Campus, Houston, TX

- Have taught general chemistry I and/or II sections, including summer terms, since the fall, 2016 semester (both face-to-face and online).
- Certified by HCC to teach fully online courses.

Freelance Chemistry Journal Editor

2015-2016

Cactus Communications, Mumbai, India

- Edited chemistry papers for ESL professors and scientists prior to submission to academic journals.
- Edited ~30-50 papers per month.

Interim Chemistry Teacher

Fall 2014

Brownsboro High School, Brownsboro, TX

- Reported to the principal, Mr. Brandon Jones.
- Full-time chemistry teacher for fall 2014.
- Taught 3 sections of chemistry, 3 sections of pre-AP chemistry and 1 section of AP chemistry.
- Prepared and submitted an AP chemistry course syllabus to the College Board in August.

Chemistry Lecturer

2013 – 2014

University of Wisconsin at Fond du Lac and Manitowoc

- 70-80% load at the two campuses combined teaching organic chemistry laboratory (CHE 352), a full-year lab course scheduled in one semester, general/introductory chemistry for health science majors and an introductory biochemistry course designed for nursing majors

and other health-related career students. Very high student approval ratings for all courses taught. (Ratings available for review.)

- Taught 4-week intensive course in organic chemistry to group of exchange students from Oman in summer 2013.
- Taught online biochemistry course in summer 2013 with some experience optimizing and tuning the online course content.
- Establishing an independent study/undergraduate research program in green synthetic reactions, which will focus on comparing green synthetic pathways to older “non-green” pathways and the economics of both.
- Full-time one-year appointment at UW-Manitowoc for 2013-2014 year.

Associate Professor of Chemistry

2010 – 2012

Northeast Texas Community College – Mt pleasant, TX

- Full-time teacher of introductory and general chemistry courses for nursing and science/engineering majors including lecture and lab courses.
- Also taught developmental math courses including an exclusively online course.
- Secretary of Faculty Senate, 2011 school year.
- Chairman of Curriculum Review Committee.
- Service on school's reaccreditation committee (for SACS).
- Integrated on-line learning with traditional classroom teaching and learning experiences.
- Conducted highly interactive classroom in which students excelled in learning.
- 97% approval rating from students -- highest in science departments and school.

Founder and Owner

2008 – Present

Galloway Books Etc. – San Diego, CA and Winnsboro, TX

- Founded and still operate large used and new book online retail business.
- Currently employs three individuals.
- Books obtained from community, church, and college libraries (and other sources) as these institutions discard overstock and older books.
- 25,000 titles currently in stock.
- Sell on amazon.com, alibris.com and abebooks.com, which all have agreements with other “brand name” booksellers (e.g., barnesandnoble.com).
- Established effective inventory control system within warehouse.
- Have sold to almost every country in the world, many university libraries, many prisons, businesses and, of course, individuals.
- Highly rated customer service performance – one of best in industry.
- Also, in 2012, cofounded gallowaywoodworks.com, an online retail site for fine hand-turned hardwood products.
- Website for above new business created from scratch by me.

Vice President – Technology

2003 – 2008

Bekaert Specialty Films, LLC – San Diego, CA

- Responsible for R&D, product development technical marketing & services and intellectual property for this \$100MM+ business unit that manufactures and sells solar window film on a global basis.
- Report to the President, Bekaert Specialty Films (BSF). BSF is a highly profitable and the fastest growing business unit within Bekaert Corporation – a Belgium-based €4 billion corporation.
- Partnered with the BSF President to rebuild the leadership team and business practices of this business unit to achieve the above status.
- Responsible for a rapidly growing team of twenty professionals, most of whom are Ph.D.s – ½ based in San Diego, ½ based at the Corporate Technology Center in Belgium.
- Built the international BSF technology team to be a crack team of product development professionals that are now industry leaders in window film innovation, new products and fundamental science.
- Established an aggressive fast-track new product development process, which has resulted in several new window film and electronic display products accounting for 5-7% of sales in 2005.
- Co-authored a strategic plan to substantially grow the window film market and BSF's share in this growing market over 3 – 5 years (double digit in both cases).
- Rebuilt the process engineering team and quality departments, in partnership with the new VP – Operations so that overall manufacturing yield improved from 82.5% to 87.5% in 2005.
- Substantially improved the quality of the BSF window film product portfolio that resulted in a reduction of customer complaints / claims by 25% over 2004 – 2005
- Created feet-on-the-street technical services organization that services our customers worldwide.

Worldwide Technical Director & Director New Business Development

1999 – 2003

Avery Dennison Corporation, Graphics Division – Painesville, OH

- Responsibility for R&D, product development, technical marketing services and new business development for a \$350MM global outdoor durable graphics media business.
- Reported to the Group VP, Graphics and Reflective Divisions.
- Led a European and North American product development organization specializing in designing and commercializing vinyl film products with a pressure sensitive adhesive for outdoor durable graphics, including signage, tractor trailer marking, billboards and other exterior applications.
- Growth sponsor for North American business unit – a \$125MM business.
- New Products developed in 2002 totally \$10MM.
- Growth projects exceeded 4.0% of sales plan in 2003.
- Led a series of global technology teams, which included an emphasis on digital printing media for both solvent and aqueous-based ink jet printers.
- Led / mentored a global pressure sensitive adhesive consolidation project.
- Member of a leadership team that grew the business via cross-functional business teams. Business team member for the Corporate Graphics and Digital Business Teams.
- Six-sigma champion trained. Mentored two black belts in the R&D organization that contributed to reengineering the division's adhesive coating process that produced savings

of \$250MM annually. "Design for Six Sigma" used in all new product development activities starting this year. In greenbelt training now.

- Built leaders that are accountable for delivering profitable new products for our graphics business.

Vice President – International / Business Development & Officer of the Company

1994 – 1999

Dietzgen Corporation – Palatine, IL

- Responsible for new business development, international business development, international sales and marketing, R&D, product development, statistical process control, quality, and environmental affairs for this \$60 million manufacturer of imaging papers and films for the wide-format architectural, engineering, and construction markets.
- Reported to the President of the Company.
- Key member of management team that produced a 7% market share gain in 1996 and 1997 in a declining industry.
- Negotiated joint venture contract with Shanghai-based Company to manufacture and sell blueprint paper and digital color output media products in China. Was Chairman of the Board of this new company with full operational and P&L responsibility.
- China JV on track to meet financial targets for its first full year of operation in 1998.
- Established strategic partnerships with Fortune Fifty corporation and leading European graphic arts media manufacturing companies to develop, produce, market and sell new ink jet coated media products.
- Created and prepared for launch a new business division to distribute digital color output media and related consumables for graphic arts end-users via an e-commerce site.

Director - New Product Engineering

1993 – 1994

Dietzgen Corporation – Des Plaines, IL

- Reported to the President of the Company.
- Totally renovated and upgraded company's blueprint paper and ink jet media product lines.
- Introduced and managed statistical process control for all company coating operations.
- Restructured Environmental Affairs Department and brought into compliance company's coating plants in seven states.

Consultant, Imaging Materials Technology

1991 – 1992

Self-Employed - Louisville, KY

- Guided corporate clients in development of new high-technology products in graphic arts, holography, stereo lithography, and laser-imaging markets.
- Participated in development of photopolymer products for the electronics, telecommunications, automotive, aerospace, and graphic arts markets.
- Served as expert witness for stereo lithography civil suit.
- Prepared business plans for start-up companies focused on holographic imaging for graphic arts applications.

Vice President and Co-Owner

1990 -- 1991

Technicom, Inc. -- Norwalk, CT

- Commercial printing and graphic design company serving large commercial accounts in Connecticut and New York.
- Managed all company operations (Xerox Docutech® high-speed photocopier, three printing presses, design and pre-press operations, staff of fifteen).
- Full profit and loss responsibility.
- Implemented Total Quality Management procedures and incentive compensation plan that reduced production costs 15% and increased sales 50% to \$1.2 million in 1991.

Business Manager, Laser Imaging Systems

1989 -- 1990

E. I. Du Pont de Nemours & Company -- Wilmington, DE

- Responsible for development, manufacturing, sales and marketing of new resins, software and laser-imaging hardware for rapid-prototyping of industrial parts via laser imaging of liquid photopolymers.
- Reported to Vice President of New Business Development, Imaging Systems Department.
- Managed international organization of thirty with hiring, budgeting and capital expenditure responsibilities.
- Developed product portfolio that reduced production times from weeks to days for high-tolerance parts made by injection molding and investment casting for automotive, medical and CAD markets.
- Filed fifteen patent applications in manufacturing processes and resin compositions.
- Negotiated laser-imaging manufacturing license agreement with major U.S. equipment maker.
- Established technical service and engineering facilities in Geneva, Detroit and Wilmington.

Venture Manager, Holographic Imaging Products

1987-1989

E. I. Du Pont de Nemours & Company -- Wilmington, DE

- Responsible for development, sales, marketing and production of high-technology holograms for optical fiber networks, head-up displays for automobiles, specialized military optics and three-dimensional color graphics.
- Reported to Vice President of New Business Development, Imaging Systems Department.
- Staffed and managed chemical and engineering teams that filed 30 patent applications in holographic photopolymer materials, holographic imaging methods, and hologram production.
- Sought, obtained and managed \$14 million budget to support this program.
- Managed development of clean room coating process for thin photopolymer films.
- Managed development of web-based hologram replicator for Holographic Optical Element (HOE) and 3D print production.
- Negotiated development and license agreements with U.S., European, and Japanese automotive, electronics, and aerospace companies. Worked extensively in Japan and Europe.

Research & Development Manager, Compact Disc Products

1986 -- 1987

E. I. Du Pont de Nemours & Company -- Wilmington, DE

- Engineering responsibility for the Philips-Du Pont Joint Venture's program to develop a low-cost process for manufacturing compact discs.
- Reported to Experimental Station Laboratory Director, Imaging Systems Department.
- Managed task force of engineers from manufacturing sites in U.S. and Europe.
- Reduced cost-of-manufacture 20% by developing a process using low-temperature molding technology and photopolymers. 3 patent applications filed.
- Coordinated activities for plant expansion based on this technology.

Research Supervisor, Electronic and Photographic Materials

1985 – 1986

E. I. Du Pont de Nemours & Company -- Wilmington, DE

- Reported to Experimental Station Laboratory Director, Imaging Systems Department.
- Managed program to develop new aqueous-processable Cyrel® printing plate products.
- Managed ten Ph.D.s who developed new X-ray films, photopolymer proofing films for 4-color process printing and microencapsulation technologies for photoresist products.
- Filed Pre-Manufacturing Notifications (PMNs) with the EPA under TSCA for new materials as Occupational Safety and Health Manager. Supervised scale-up of products.
- Managed analytical chemistry group that supported development and manufacturing of AgX and photopolymer products for all U.S. plant sites.

Senior Research Chemist, Optical Disk Materials

1981 -- 1984

E. I. Du Pont de Nemours & Company -- Wilmington, DE

- Reported to Research Supervisor, Experimental Station Laboratory.
- Developed proprietary high-density polymeric dye-based high-density optical data storage disk and production method. Implemented into major government optical disk drive product.
- Developed, patented and scaled-up to production a photopolymer protective layer material and process for the Du Pont-Storage Technology Joint Venture's optical disk product.
- Planned and coordinated construction of Class 10 clean room pilot facility for optical disk manufacturing.

Research Chemist, Photopolymer Materials for Printed Circuit Boards

1979 -- 1981

E. I. Du Pont de Nemours & Company -- Wilmington, DE

- Reported to Research Supervisor, Experimental Station Laboratory.
- Developed class of aqueous-developable photopolymer films that improved the performance of Du Pont's photoresist products used in printed circuit board fabrication.
- Developed theory for how photopolymer dry films work on a microstructural level that led to re-engineering DuPont's photoresist films and introduction of new product.
- Developed differential scanning calorimetric techniques for measuring the rate of photopolymer film polymerization that led to new manufacturing quality control procedures.

Personal Interests

- Reading classical and modern literature (Balzac, Bellow, Dickens, Dostoevsky, Faulkner, Fielding, Joyce, Proust, Rushdie, Twain, many others).
- Model ship, car, and train building (plastic, resin, and wood).
- Bicycling.
- Cooking, particularly pie-baking.
- Puzzle working (jigsaw, crossword, sudoku, sumoku)
- Lifelong baseball fan (Padres, Cubs, Indians, Giants, Phillies, Dodgers, Astros). Avid MLB scorekeeper.
- Woodworking / woodturning / cabinet making.
- Cats (Ernesto, Sugar, Little Girl, Frisbee, Katelyn, Holly, and Midnight).
- Dogs (Stinker).
- Online bookstore (25,000 books for sale – temporarily in storage now).