



Dale Gort is an engineering-trained manufacturing leader with more than 30 years of experience leading complex products from concept through full-scale production.

He specializes in one thing: **eliminating execution risk before scale makes change expensive.**

Dale operates at the most fragile point in a product's lifecycle — the transition from product definition to factory reality — where assumptions harden, capital is deployed, suppliers are locked, and margin exposure becomes permanent. He brings structural discipline to that transition, aligning market intent, engineering, operations, and supply chain before scale commitments are irreversible.

His work spans automotive, building products, medical devices, and federally funded commercialization programs. He has led greenfield launches, regulatory validation strategies, plant-level execution, and national-scale commercialization initiatives under extreme timeline pressure.

He is trusted when the stakes are high, the investment is significant, and failure is not an option.

SELECTED IMPACTS

\$80M Greenfield Manufacturing Facility

Led opportunity assessment and execution strategy for a new facility targeting 600,000 units annually — ensuring structural readiness before capital deployment.

COVID Diagnostic Commercialization (NIH RADx Initiative)

Accelerated scale-up and commercialization of 30M+ diagnostic tests under national urgency, balancing regulatory, operational, and supply chain constraints.

Greenfield Automotive Plant Leadership

Plant Manager for startup facility; led 150 team members to exceed first-year quality benchmarks by 10%.

Hurricane Certification Strategy

Directed \$2M validation program enabling expansion into new coastal markets, protecting margin and regulatory compliance.

DALE GORT

ENGINEERING & MANUFACTURING LEADER

De-Risking Commercialization. Hardening Execution. Protecting Margin at Scale.

HOW HE ENGAGES

Dale partners with executive and operational leadership teams when:

- Capital investment decisions are imminent
- Product complexity is increasing faster than manufacturing maturity
- Variant growth threatens scalable economics
- Tooling authorization feels premature
- Scale timelines are driving decisions faster than readiness supports

He identifies hidden risk, challenges untested assumptions, and ensures progression reflects verified structural readiness — not optimism or timeline pressure.

QUESTIONS TO ASK ME

Concept & Commercial Alignment

- Is our product definition fully locked or still absorbing market expansion?
- Are we designing toward production reality from the start?

Product Definition & Structural Readiness

- Are late-stage feature additions increasing cost structure or footprint risk?
- Have downstream manufacturing implications been fully reconciled before commitments accelerate?

Manufacturing & Supplier Readiness

- If we authorized tooling tomorrow, what assumptions would still concern us?
- Are supplier and capacity assumptions stress-tested under real scale conditions?

Launch & Scale Pressure

- Is progression currently driven by verified readiness or by timeline pressure?
- What breaks first if we scale faster than our alignment supports?

PROFESSIONAL ENDORSEMENT

"I've worked with over 500 engineers in my 45-year career and Dale is in my top 3 engineers. Very knowledgeable across product development, program management, and facility start-ups. A great teammate, relentless work ethic, mentally tough, and always anticipating roadblocks. I highly recommend Dale."

— Jim A, Engineering Manager, Regulatory & Certification Compliance Leader

CONNECT



www.linkedin.com/in/dalegort



dale@shorefrontstrategies.com

