



CAREER SUMMARY

Marine: Total experience 30 years handling power and sailing vessels up to 57 meters. Strong team building and communication skills. Experience with training programs, engineering specifications, marketing, and project management. Well rounded skill set for marine operating environment, with combination of technical and people skills.

Credentials - Working knowledge of Yachting Industry including managing major refit projects. BS in Engineering, 100T Masters License, Radar Unlimited, MROP, STCW, Z Card, Towing, Sail, Ham Radio, ASA Instructor, and Padi Diver. Sea School Instructor; USCG Captains licensing course.

Operations Experience – Sample Vessels: 187' (57m) 500 Passenger Dinner/Casino, Chief Mate; Training & Delivery Yacht Captain, East Coast US & Islands; 100 ft Charter Fishing, Hatteras Motoryachts 70-90 ft., Vantare 70 MY, Newton Dive Vessel 47 ft. (30 Passenger), Grand Alaska Trawler 55, Antares 44 Catamaran; numerous small vessels, power & sail.

Business Development – 25 years of progressive responsibilities. Industry and technology experience include commercial marine, materials handling and logistics, and process systems. Consistent leadership providing guidance in key areas of team building.

PROFESSIONAL EXPERIENCE

SEA SCHOOL **2006-Pres**
Charleston Region

Trainer - Instructor for OUPV, Masters, Towing and Sail USCG Licensing

COASTAL PASSAGE, LLC **2006-Pres**
Principal

Marine consulting, training, and yacht management. Providing industry and engineering knowledge. Established and hosted 'Boat Talk' Radio featuring guests and industry experts.

BERRY BOGER YACHT SALES **2002-06**
Yacht Broker, Charter Captain

Established and maintained a North Carolina brokerage office for company. Generated listings and closing sales on private vessels 25-60 ft. class. Various charters and training contracts.

YALE MATERIALS HANDLING**1998 - 02****Manager of National Accounts****Greenville, NC; Americas HQ Operation**

Market leader in material handling industry; design, manufacture and distribute full line of materials handling products. Revenues of \$500M - 47 dealers with 184 location. Manage the sales and marketing operations of national accounts. Eight Account Manager direct reports, thirty people on department staff. Responsible for profit, loss, revenue growth, and operating expenses.

BRUNER CORPORATION, Director of Sales and Marketing**DIV. US FILTER/CULLIGAN INTERNATIONAL, Milwaukee, WI****1997 - 98**

A major manufacturer of water treatment equipment for the industrial, commercial, and HVAC markets. Division sales \$15 million, corporate sales \$600 million. Reported to division president/general manager. Management responsibility for overall sales, marketing, and applications engineering of commercial and industrial water treatment products and systems. Reported to the Division President, company was acquired and dissolved.

AQUA-CHEM, INC., Regional Sales Manager, Boston, MA**WATER TECHNOLOGIES DIVISION****1992 - 96**

A leading manufacturer of evaporative process systems for the utility and power and process industries. Reported to VP Sales & Marketing. Corporate sales of \$200 million. Established new regional sales office, resulting in 13% growth over first 2 years. Developed and closed annual sales of \$6 million, average contract value of \$1.5 million.

W.F. GRANT & ASSOCIATES, INC., Field Engineer Windham, NH**1988 - 92**

Independent manufacturers representatives specializing in process and mechanical capital equipment and services. Company annual sales \$7 million.

THE FALK CORPORATION, Field Engineer, Boston, MA**SUBSIDIARY OF UTC-SUNDSTRAND CORPORATION****1981 - 88**

A leading manufacturer of power transmission products for commercial marine, and heavy process industries. Division sales \$200 million; corporate sales \$1 billion.

EATON CORPORATION, Project / Applications Engineer**1978 -81**

A diversified manufacturing firm producing electrical drives and control systems. Division sales \$40 million; corporate sales \$3+ billion. Product applications of VFD systems.

EDUCATION/TRAINING

B.S. Mechanical Engineering, Western Michigan University, Kalamazoo, MI, 1978

East Carolina University, Adult Education Graduate Study Work, 2002-2004

Jack Carew - Strategic/Advanced Positional Selling-Trainer, 1999

Business Management; University of Wisconsin - Madison, 1994-1995 4 -CEU's

Independent Studies – Project Management, Strategic Partnering/Outsourcing

Computer Skills - Microsoft Office Suite

Sailing Career Highlights:

1974-80 Started recreational boating power and sail; waterfront director at YMCA summer camp; Organized boat racing teams; National Championship – Multihulls 1980.

1983-95 Owner, skipper Columbia 30' Sailing Sloop, Sailing US East Coast. Crewing on numerous vessels, power, fish, sail to 60 feet, New England Waters.

- 1988 Mate, Tartan 41' Newport-Bermuda Race, 1400nm.
- 1984-90 US Power Squadron courses, through AP, JN level.
- 1989 United States Coast Guard OUPV License - Near Coastal
- 2001 United States Coast Guard License - Master 100 Ton, Sail, Towing
ASA – Instructor Certification – 4 levels
Instructor & Charter Captain
- 2006 Training Instructor, Sea School. USCG Certified OUPV, Masters, Towing and Sail.
- 2006-07 Founded - Coastal Passage Yacht Management, Training, and Delivery.
Host & Founder of Boat Talk Radio, SeaComm Media, 93.7 FM.
- 2008 STCW 95 Standards of Training, Certification, and Watchkeeping, Radar Ocean

Related Training:

Amateur Radio Operator – N9CWX
FCC Marine Radio Operators Permit, 2007
Open Water Diver, PADI System, Current Certification
Various Training Related Certifications