

## RALPH W. (Chip) EMERSON, III

## *A Solution In Search Of Business Challenges*

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Accomplished business leader, recognized for exemplary financial performance, leadership style, analytical insight and solution provider to key business challenges. Deep experience and repeated success cultivating businesses and leading teams through successful start-ups, turnarounds, acquisitions and growth initiatives in highly engineered and complex products. Industries include automotive, aerospace, defense, electronics and medical markets. Managed in excess of \$150M P&L responsibility, in manufacturing and distribution businesses. Key operating successes attained as a result of hands-on emphasis in Lean/Six Sigma, ISO 9100, AS 9100 QMS, Customer Satisfaction.

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### Leadership Qualities Delivering Company and Stakeholder Value

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Strategic Planning | P&L Accountability | Six Sigma, Lean, Continuous Improvement | Target Performance Metrics (KPI)  
Business Development | M&A, Divestitures, Carve-Outs | Turnarounds, Restructuring, Revitalization | Multi-Site Management  
Capital Asset Management | Financial Analysis | Quality Management System Compliance | ISO, AS QMS Management

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### Business Acumen & Technical Expertise

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GEORGE & COMPANY – Worcester, MA Business Brokerage/Appraisal & Valuations, Mergers, Acquisitions <b>Managing Director Worcester - Consulting</b> Engagement - Trade Winds Group, Inc.	2014-Present
TRADE WINDS GROUP, Inc. - Worcester, MA Business Consulting, Business Development, Manufacturer's Representation, QMS, ISO 9001:2015, AS 9100:2015 Certification <b>President &amp; CEO</b>	2002-Present
SOUTHGATE AT SHREWSBURY - SHREWSBURY NURSING, Shrewsbury, MA Senior living, assisted living community, skilled nursing facility: P&L responsibility \$29M, 285 Employees <b>President &amp; CEO - Consulting</b> Engagement - Trade Winds Group, Inc.	2011 – 2013
STERLING ENGINEERING CORPORATION, Winsted, CT Manufacturer of aerospace, medical and ground energy, CNC machined components: P&L responsibility \$16M, 75 employees <b>Vice President &amp; General Manager</b> – Consulting Engagement - Trade Winds Group, Inc.	2005 - 2011
TELEFLEX, INC., Suffield, CT Manufacturer of stainless steel and fiber covered hose, assemblies, serving automotive, aerospace & medical markets. P&L responsibility \$150M, 750 employees across 6 manufacturing locations. <b>General Manager</b>	1996 – 2002
AMERICAN OPTICAL CORPORATION. Southbridge, MA Manufacturer of plastic molded products serving automotive, military, and medical: P&L responsibility \$35M, 145 employees <b>Director of Operations &amp; Quality</b>	1991 - 1996
<b>Previous Employment</b> MAL Consolidated Industries -Rockford, IL - Minority Share Owner-Plastic Injection Molding Parker Hannifin Corp - Middletown, CT - Quality Director - Automotive Brake Systems, CNC Machining	1989-1991 1985-1989

### Education

B.S. Business Administration - University of Florida