

Ralph W. "Chip" Emerson  
65 James Street Worcester, MA 01603

### Executive Summary

Collaborative business leader skilled in developing and initiating creative solutions to complex business challenges. Exemplary skills with restructuring business operations resulting with strengthening bottom line results while creating competitive advantage. Extensive domestic and international executive leadership experience with highly engineered and complex products within the automotive, aerospace, defense, medical device and electronics markets.

### Professional Expertise

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Strategic Planning | Business Development | Six Sigma, Lean, Continuous Improvement | Target Performance Metrics (KPI)  
Main Street Business Sales | Mergers & Acquisitions | Exit Strategy | Succession Planning  
Capital Asset Management | Financial Analysis | Business Appraisal & Valuations |

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### Professional Experience

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GEORGE & COMPANY – Worcester, MA Business Brokerage/Appraisal & Valuations, Mergers, Acquisitions Firm Senior M&A Advisor ~ Valuation Analyst - Consulting Engagement - Trade Winds Group, Inc.	2014-Present
TRADE WINDS GROUP, Inc. - Worcester, MA Business Consulting, Exit Strategy & Succession Planning, M&A Advisor ~ Business Valuation Analyst President & CEO	2002-Present
SOUTHGATE AT SHREWSBURY - SHREWSBURY NURSING, Shrewsbury, MA Senior living, assisted living community, skilled nursing facility: P&L responsibility \$29M, 285 Employees President & CEO - Consulting 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 Vice President & General Manager – 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. General Manager	1996 – 2002
AMERICAN OPTICAL CORPORATION. Southbridge, MA Manufacturer of plastic molded products serving automotive, military, and medical: P&L responsibility \$35M, 145 employees Director of Operations & Quality	1991 - 1996
Previous Employment	
MAL Consolidated Industries -Rockford, IL - Minority Share Owner-Plastic Injection Molding	1989-1991
Parker Hannifin Corp - Middletown, CT - Quality Director - Automotive Brake Systems, CNC Machining	1985-1989

### ACADEMIC CREDENTIALS

University of Florida  
Executive Strategic Marketing & Operations Coursework: Penn State, Frank P. Smeal College of Business Administration  
Global Finance Coursework: University of New Hampshire, Whittmore School of Business & Economics  
International Marketing & Finance Coursework: Thunderbird Executive Global Management  
Teleflex & GE TPS, Lean & Six Sigma Certification  
National Association of Certified Valuation Analysts (NACVA)  
Continuing appraisal educational curriculums and certifications  
MA Real Estate License #9536503