

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

Executive Summary

Results-driven business leader skilled in initiating and delivering creative solutions to complex business challenges. Time-tested and laser focused skills with restructuring business operations resulting in increased and sustainable bottom line results. Possess extensive domestic and international executive leadership experience with highly engineered, complex and safety critical products within the automotive, aerospace, defense, medical device, electronics and service industries.

Professional Expertise

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

Professional Experience

GEORGE & COMPANY – Worcester, MA - 2015-Present

Business Brokerage, Mergers & Acquisitions, Exit Strategy & Valuation Firm

Sr. Transaction & Value Enhancement Advisor ~ Sr. Valuation Analyst - Consulting Engagement - Trade Winds Group, Inc

TRADE WINDS GROUP, Inc. - Worcester, MA - 2002 -Present

Business Transaction & Value Building Advisors ~ Business Valuations

President & CEO

SOUTHGATE AT SHREWSBURY - SHREWSBURY NURSING, Shrewsbury, MA - 2011-2014

Senior living, assisted living community, skilled nursing facility: P&L responsibility \$29M, 285 Employees President & CEO

President & CEO - Consulting Engagement - Trade Winds Group, Inc

STERLING ENGINEERING CORPORATION, Winsted, CT - 2005-2011

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

TELEFLEX, INC., Suffield, CT - 1996-2002

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

AMERICAN OPTICAL CORPORATION, Southbridge, MA – 1991-1996

Manufacturer of plastic molded products serving automotive, military, and medical industries

P&L responsibility \$35M, 145 employees Director of Operations & Quality

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

Riverside Military Academy & New York Military Academy

University of Florida

Executive Strategic Marketing & Operations Coursework: Penn State, Frank P. Smeal College of Business Administration Global

Finance Coursework: University of New Hampshire, Whittemore 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

CT Real Estate License #0813353