

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. Domestic and international executive leadership experience with highly engineered and complex products within the automotive, aerospace, defense, medical device and electronics markets.

**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 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 <i>Manufacturer of stainless steel and fiber covered hose, assemblies, serving automotive, aerospace medical markets. P&amp;L responsibility \$150M, 750 employees across 6 manufacturing locations. General Manager</i>	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 Parker Hannifin Corp - Middletown, CT - Quality Director - Automotive Brake Systems, CNC Machining	1989-1991 1985-1989

**ACADEMIC CREDENTIALS**

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 # RES.0813353