

John W. Rocheleau

POB 29, Portsmouth, NH 03802 603-545-1282 john@protechvac.com www.protechvac.com

HVACR CAREER HIGHLIGHTS:

Residential & Commercial HVAC Systems Designer /Estimator/Sales Engineer • Business Development/Marketing & Sales • 25-Year HVAC Contractor • Legal Consultant & Expert Witness • Senior Service/Installation Technician • Problem-Solver/Creative-Thinker/Mechanical Products-Inventor/Developer/Business Systems Pioneer • Advanced Microsoft Office/Spreadsheet Designer

PROFESSIONAL EMPLOYMENT (*self-employed)

HVAC Contractor & Consultant –

***Protech HVAC, LLC - Portsmouth, NH 2004 – Present**

***Best Heating Corp. - Concord, NH 1988 – 2002**

Design, sales, installation, maintenance and emergency service of innumerable indoor climate control system types and brands; HR; technician supervision & training; project management; Bus.Dev./Ops.; customer service & communications; public presentations; office management; filing & book-keeping; A/R & A/P; collections including Small Claims & District Courts; legal consultant to attorneys and expert witness in Superior Court; consultant to building owners/contractors, and Energy Auditors.

Sales Engineer –

Thayer Corporation - Pembroke, NH 2008 – 2009

Dowling Corporation - Portsmouth, NH 2002 – 2003

Evaluated building-owner-customers' needs and designed, estimated cost, and sold a broad range of HVACR systems; composed all proposals, cover letters, change orders and presentations, and delivered same; developed new business via cold-calling and follow-up on prospects, leads and customer requests; supervised and trained service & installation technicians.

Service/Installation Technician & Fuel Delivery –

Bill Trombly Plumbing & Heating - Concord, NH 1987 – 1988

Desmarais Refrigeration - Concord, NH 1987

Ferns Energy Centers - Concord, NH 1984 – 1987

Tenney Fuels, Inc. - Concord, NH 1980 – 1984

Serviced & installed simple to complex residential & commercial, gas and oil-fired heating and DX air conditioning and refrigeration systems; System Types included: GHA, GHW, FHA, FHW, atmospheric & low pressure steam, coal-to-oil conversions, fuel/gas tanks and lines; performed routine maintenance and emergency service/repair; plumbed whole residential and commercial buildings and installed and serviced dug/artesian wells/pump systems; installed/maintained gas station tanks, pumps, lines and signage; Heavy Commercial-licensed fuel oil delivery driver/straight-truck, dump-body and tractor-trailer transport experience; performed basic heavy truck maintenance.

Inventor, Product Development and Sales, Public Speaking & Product Training –

***Innovative Trades Solutions, LLC - Portsmouth, NH 2009 – Present**

***RadPak Corporation and Becca Tools, Inc. - Concord, NH 1996 – 2008**

Created/developed/ produced/ sold and licensed numerous industry-changing product designs; filed 15 patent applications/awarded 10 patents, developed over 100 industry product designs; interviewed on numerous radio shows & speaker at MIT and other educational institutions; judge at inventor competitions; President of New Hampshire Inventors Association & Chairperson/Board Member at New Hampshire High Technology Council.

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EDUCATION

- **Associate in Science - Business Administration with Specialization in Management** with High Honors (3.92 GPA). - NHTI, Concord, NH – 2001
- **Design Graphics I & II/Manual Drafting; Auto CAD I & II (A)** - NHTI, Concord, NH – 2000
- **Technical Mathematics (A-)** - NHTI, Concord, NH - 2001
- **NH Bar Continuing Legal Education (CLE) Seminars** "Construction Law 1", "Construction Law 2" and "Attacking the Expert's Opinion" – 2011
- **Teacher/Training Certificate** - NHTI, Concord, NH – 2012
- 400 hr. **Oil Burner Technology Certificate**, NHVTC - Manchester, NH – 1980
- Continuing **New Hampshire Gas Fitter's License** Renewal Classes

COMPUTER EXPERIENCE

DOS & Windows; Microsoft Office: Excel (advanced)/Word/PowerPoint/Publisher/VBA; AutoCAD; Adobe Creative Suite (min.); Wrightsoft; Uponor/Wirsbo; Watts Radiant; Elite RHVAC; Internet and Social Media; Wordpress Website Design and Maintenance; Hardware: PC installation/troubleshooting; systems back-ups and maintenance.

INDUSTRY LICENSES & CERTIFICATIONS

- State of NH, Gas Fitter's License # GFE0803219 - STN / STP
- Geothermal Design & Installation Training - WEDI
- Biomass Boiler Training - Viessman
- Solar Domestic Hot Water and Heating Seminars and Training
- Certified Trac-Pipe Gas Piping System Installer - 2010
- Certified Wardflex Gas Piping System Installer - 2004
- EPA, CFC Refrigerant Handling, Technician Type II - 1995

AFFILIATIONS

- American Society of Heating Refrigerating Air Conditioning Engineers (ASHRAE) Associate
- National Fire Protection Association (NFPA) Member
- International Code Council (ICC) Member
- Plumbing Fuel Gas Fitters and HVAC Association of NH (PFGFHVAC) Member

OTHER

- President - New Hampshire Inventors Association (NHIA) - Concord, NH - 2000–2001
- Board Member/Chair – Independent Inventor Committee - New Hampshire High Technology Council (NHHTC) – Manchester, NH - 2001
- Federal Aviation Administration Air Traffic Controller Exam-Passing Grade of 89 - 1989
- Private Pilot License, VFR, SEL - Ferns Flying Service, Concord. NH – 1988
- Amateur Mycology – wild mushroom identification, analysis and consumption since 1977
- Guitar, 5-string Banjo, Harmonica – student, hobbyist and occasional performer- solo and with ensembles, since 1981

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CAREER HIGHLIGHTS DESCRIPTIVE

- As **service technician and installer** of 33 years, for myself and other companies, performed annual maintenance/emergency repair & installation of innumerable indoor climate control system types and brands – residential, commercial, institutional and industrial.
- In the role of **Sales Engineer**, had 2-3 times the estimate/proposal completion rate of my peers and sold more volume than any other SE in companies' history.
- As a **contractor**, managed employees on the job servicing/installing countless HVAC systems for general contractors, convenience stores, restaurants, bars and motels, residential, commercial and industrial buildings; designed and installed HVAC systems in an upscale seacoast home (utilizing many of my own products) for \$183,000; designed/ installed HVAC systems for \$300,000, in a \$12,000,000 home "remodel" for the developer of cable modem technology; designed, installed and serviced indoor climate control systems for museums/preservation societies, famous actor, and World Class animator.
- As a speaker, conducted **business training seminars** for tradesmen at trade shows/associations, supply houses, and presented to independent inventors and students at conference centers and schools, from Elementary to Tech Schools, MIT and others.
- **Consulting** – On a range of indoor climate control issues for diverse Building-Owners, Building Contractors and Energy Auditors.
- **Legal Consulting and Expert Witness** – Conducted HVAC system failure analysis and compiled reports for Plaintiffs and their attorneys, and testified in numerous Civil Cases in depositions and Small Claims, District and Superior Court Trials.
- As an **independent inventor; problem-solver; creative thinker**, developed numerous industry-related tools & mechanical products including industry-standard valves and flanges and entirely new product groups, as well as business systems including Quote-Rite Job Estimating & Costing System© and Bill-Rite Billing System©, through to manufacture, sales and/or licensure (6 industry standard designs); Learned, hands-on, sand/investment casting, machining, plating, stamping, other mfg. methods; presented/demonstrated my own products at local and regional trade shows, "counter days" and site visits to contractors. Created, in collaboration with 46+ vendors: 100s of component designs, tooling, prototypes, production runs of tools, fittings, flanges, valves, etc. as well as media-ready images and promotional materials and advertising; negotiated license agreements with market-leaders/Presidents & Executives; demonstrated products at Wholesaler "Product Acceptance Committees" and at Rep's sites and with same Salesman, door-to-door; negotiated directly with USPTO Solicitor General, U.S. Congressional Representatives and Attorneys on IP issues; and was guest, "live", with radio talk show hosts (NHPR, WKXL, WFEA - state-wide), and arranged funding/payback with Principal Investor (Great Great Great Grand Daughter of Founder of Wiss Shears Co., Newark, NJ - Circa 1848), mother of college physics professor/nuclear physicist at Portsmouth Naval Shipyard.
- Served as President of New Hampshire Inventors Association, creating training program for independent inventors before merging NHIA with New Hampshire High Technology Council (NHHTC).