

**John W. Rocheleau**

POB 183, Sandwich, NH 03227 603-573-1982 john@protechhvac.com www.protechhvac.com

**Career-Long Resume**

(1980 - 2021)

**HEATING, VENTILATING, AIR CONDITIONING & REFRIGERATION**

HVACR Systems Designer, Estimator, Sales Engineer • Business Development, Management, Marketing & Sales • HVAC Contractor Since 1988 • Legal Consultant & Expert Witness • Consultant to Building Owners • Senior Service & Installation Technician • Creative Problem-Solver

**BUILDING TRADES JOB ESTIMATING, COSTING & BILLING SYSTEMS PIONEER**

***Design, Development, Prototyping, Perfecting, Sales –***

**Rite-Forms, LLC – Center Sandwich, NH – 1988 - Present**

*First, designed a Lotus 123 spreadsheet for job estimating calculations, then, perfected it in Excel over the course of use for 32 years. Had 2-3X job estimate production with this system as a Sales Engineer for a large HVAC company which led to spinning-off the system features into a Proposal/Change Order model and, then, a Billing System to capture and invoice all associated costs for HVACR jobs, with a convincing, honest and transparent system that won over more customers and generated higher profits for my HVAC company.*

**HVAC CONTRACTOR & CONSULTANT**

***Design, Installation, Service, Legal Consultant/Expert –***

**\*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.*

**HVAC PROFESSIONAL EMPLOYMENT**

***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.*

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### ***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 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 and dump-body experience; performed basic heavy truck maintenance.*

## **HVAC-RELATED PRODUCT DEVELOPMENT**

### **HVAC PRODUCTS CREATOR**

**\*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 17 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.*

### **BEEKEEPING EQUIPMENT INVENTOR**

**\*Bee Fortress USA, Inc** – Rye/Sandwich, NH **2017 – Present**

*As a hands-on keeper of Honey Bees, discovered the flaws in the Langstroth beehive, circa 1852, and created the Bee Fortress Bee Hive that solves virtually all of these flaws that, ultimately, can kill honey bee colonies. Obtained investment capital and equity investors to design and develop +- \$200K of prototypes of bee hives and hive shelters. Worked on numerous patent drafts for dozens of designs. Arranged for manufacturing sources, domestic and foreign. Performed business development with beekeeping manufacturers, distributors and beekeeping associations. Hired webmaster and copywriter, and created copy. Led drafting, foundry, plating, metal fabrication and numerous other vendor companies to achieve profession grade prototypes. Worked with attorneys, accountants and funding providers.*

## **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

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- 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; AutoCAD R14 & Mechanical Desktop; Wrightsoft; Uponor/Wirsbo; Watts Radiant; Elite RHVAC; Internet and Social Media; Wordpress Website Design and Maintenance; Visual Basic for Applications; Hardware: PC installation/troubleshooting; systems back-ups and maintenance.

### **INDUSTRY LICENSES & CERTIFICATIONS**

- State of NH, Gas Fitter's License # GFE0803219 - STN / STP
- State of Maine Master Oil Burner Technician License - 2001
- 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
- Honey Bee Keeper, since 2017

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### CAREER HIGHLIGHTS DESCRIPTIVE

- As a **Bee Keeper**, installed bee colonies in hives by others and of my own invention. Maintained indoor climate inside beehives with cutting edge equipment designs to maintain safe temperature, oxygen and CO2 levels, while preventing hive invaders, including black bears, from accessing the hive.
- As **Independent Inventor of Equipment and Components for Bee Keeping**, created the highest quality, most technologically advanced and most beautiful bee hives in the world.  
[www.beefortressusa.com](http://www.beefortressusa.com)
- As a **Systems Designer, Service & Installation Technician** 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.
- As a **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. [www.protechhvac.com](http://www.protechhvac.com)
- As a **Public 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.
- As an **HVAC Consultant** – On a range of indoor climate control issues for diverse Building-Owners, Building Contractors and Energy Auditors.
- As a **Legal Consultant 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 new product designs including honey bee shelters, hives and devices, and HVAC 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 (Continued...)

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... Committees” and at Rep’s sites and with 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 Grand Daughter of Founder of Wiss Shears Co., Newark, NJ - Circa 1848), mother of college physics professor/nuclear physicist at Portsmouth Naval Shipyard. [www.innovativetradessolutions.com](http://www.innovativetradessolutions.com)

- As ***President of New Hampshire Inventors Association***, managed organization and created training program and year-long syllabus for independent inventors before merging NHIA with New Hampshire High Technology Council (NHHTC).