

Education: Bachelor of Engineering (Co-operative), Mechanical Engineering, Memorial University of Newfoundland, St. John's Newfoundland Canada - 1995.
Professional Engineering registration PEGNL (current).

Citizenship: USA / Canada

Work Experience:

1/08 – present **Business Development Manager, Line Pipe, Newfoundland Offshore Services Limited (NOSO)**, St. John's, NL Canada. Acting as an agent/client representative for 45 companies for the Atlantic Canada territory with primary focus in the oil and gas industry. Duties involve working for the company's best interest to promote opportunities and product sales of highly engineered products, focusing on major project sales utilizing product knowledge and expertise to gain critical advantage for our customers and clients.
- 2021 was responsible for NOSO's R&D portion of the Evaluation of Floating Wind Technology for Atlantic Canada as part of Energy Research and Innovation's greenhouse reduction fund.

- Eastern Canada representative for **Marubeni-Itochu Tubulars Canada (MITC)** for the development and support of Line Pipe technology particularly focused with unique specifications and grades of tubular products utilized in the oil and gas industry. Responsible for the development of relationships with primary clients, engineering firms and suppliers both locally and internationally that are involved in the supplying line pipe, coatings and associated services.

- **Regional Operations Manager** for **Marubeni-Itochu Tubulars America (MITI)** for the real time support of downhole tubulars and OCTG pipe (January 2017- present). Recent successful tubular contracts with ExxonMobil, Husky and Suncor of tubulars sold by MITI duties include overseeing arrival of product via vessel, delivery to area pipe yard and monitoring premium threading of OCTG. Liaison with Houston and Tokyo offices, manage inspection, insurance, delivery, local logistics and oversight with frequent advice and update to all parties.

- Inspection and Running Manager for **JFE TC (Japan)**. JFE TC (Technical Center Houston) is the division responsible for the development and maintenance of premium threaded connection utilized in the Oil and Gas market. I am the trained representative, providing oversight and authority for tubular products from JFE's pipe mills here in NFLD for the offshore operators.

- Successfully developed and maintained existing forecasting models; organized and conducted frequent technical presentations, regular sales calls with client and suppliers/manufacturers in Atlantic Canada, Calgary, Houston, UK, Norway and Europe for the purpose of internationally promoting business models.

- Company internal quality auditor. Responsible to conduct and coordinate internal quality auditing procedures for NOSO and sister company Beattie Industrial Limited.

- 9/01 – 10/07 Mechanical Engineer to **Construction Forms Inc.** Port Washington, WI. USA.
Lead Engineer responsible for the Conforms pipe and concrete pumping products division. Primary duties include overseeing all design, implementation and completion of engineering requirements, delegation of tasks and monitoring progress. Other duties in charge of include:
- Support for the Conforms welding shop, pipe and product paint lines, press and machine shops. Maintaining and developing mechanical fixtures and to expedite job flow.
 - All returned goods, Return Material Assessments (RMA). Evaluation, testing, assessment, feedback and education to the customer.
 - Hose department. Destructive testing to qualify hose, hose end design, machine settings also direct liaison for foreign suppliers in France and Italy.
 - Legal patents. Product investigation and protection for USA, Canada, and EU.
 - Safety Committee Member and advisor.
 - Company representative on the ACPA (America Concrete Pumpers Association) and the keynote member of the CPMA (Concrete Pumping Manufacturers Association). Active membership includes a seat on the Compliance Committee creating new standards for the ASME (B30.27 published 09/06) and the Decal committee (CPMA).
 - Advisor for the Canadian Standards Association (CSA) for the development of a Material Placement System set of standards for concrete pumping devices.
 - Responsible for Conforms successful CPMA certification, audit and re-audit processes. Assisted with other member's audits and standards development.
 - Long term design projects include the complete design and fabrication of a 26"Ø induction pipe bender for our **Ultra Tech** division, company product catalog, product displays for our annual trade show and industry surveillance.
 - Frequent field visits; conducting presentations to our customers, system monitoring, problem solving, OEM product development and extended business relationships.
 - Engineering representation at Construction and Manufacturing trade shows.
 - In charge of all product selection and pipeline design for High Rise construction quotations. Current awarded contracts to date include 5 of the tallest buildings currently being built in the USA (Trump Tower, Chicago; Bank of America Building, Manhattan; Comcast Center, Philadelphia; City Center Project, Las Vegas).
- 8/98 - 9/01 Design Engineer to **Lucas Milhaupt Inc.** Cudahy, Wisconsin an ISO9003 OSHA VPP certified facility. Responsible for maintaining and developing mechanical systems for both the wire fabrication and formulated products plant divisions. Other duties included ergonomic modifications for workstations, value engineering and production control. Designed a waste treatment system to decrease the hazardous waste volume in compliance with national and state standards.
Duties: - Ergonomics Committee Leader, Kiazen and Safety Team Member
- 1/97 - 8/98 Mechanical Field Engineer assigned to **PT. Kiewit Holt Indonesia** 60 MW Geothermal Project Dieng, Indonesia. Responsible for creating and issuing all pipe fabrication packages to the field, all mechanical materials receiving, and vendor and construction pipe installation. Other duties included **mechanical field supervisor** during final completion and start-up phases of construction, tracking time sheets, quantities, costs billing and equipment utilization.
- 6/95 - 6/96 Engineer – Estimator assigned to **Kiewit Industrial Co. Ltd.** Home Office, Omaha, Nebraska. Responsible for estimating industrial projects, including waste-to-energy plants, cogeneration work, chemical process, and petroleum projects. Performed quantity takeoffs, solicited, evaluated, and incorporated vendor/manufacturer material and subcontract pricing. Prepared recaps, pricing sheets, bid forms and other proposal documents for in-house review and bid submittal.

Company Ownership

9/03 – present **President of DCSmith Professional Services LLC.** A USA federally and state registered company where I conduct quality and safety audits in accordance with ASME B30.27 Material Placement Systems, to members of the Concrete Pump Manufacturers Association (CPMA) North America. CPMA members are OEM's that build boom mounted concrete pumping trucks and high-pressure trailer pumps. Additional items include expert witnessing and report writing for legal cases dealing with Material Placement Systems and for hire applications. Committee involvement listed below since 2022.

Committee Involvement:

6/25 – present ASME B30 Committee, B30.27 Material Placement Systems Subcommittee Consultant.

12/22 – present Executive Director, Concrete Pump Manufacturers Association (CPMA). Maintain and operate the CPMA for the membership as an independent 3rd party representative. The CPMA is a not-for-profit association, self-governed, as Executive Director I manage each members compliance requirements, the oversee the Association's operational function.

1/20 – present Memorial University Mentorship Program. MUN Ten Thousand Coffees. Virtual monthly discussions with engineering students and graduates providing career-based mentorship.

9/08 – 12/12 Member of the Professional Engineers and Geoscientist of Newfoundland and Labrador Eastern Chapter PEGNL-EC. Committee Chair in 2011. Committee duties included overseeing and organizing PEGNL events both professional and recreational for PEGNL members.

1/00 – 8/07 Concrete Pump Manufacturers Association (CPMA). Was a member of the standards committee in charge of developing a set of standards for the ASME and as an advisor for the Canadian Standards Association CSA.

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