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Work Experience

Sutton Stromart ♦ *Ontario Sales Rep*

2004 – 2015

- Sale and manufacture of custom engineered industrial heat exchangers to the manufacturing and process community
- Products included shell and tube heat exchangers, plate and frame heat exchangers, oil coolers, large industrial radiators etc.

Some Customers:

- Air Canada– Heat exchanger service used to heat engine bleed air to pressurize the cabin during flight.
- Pratt & Whitney Canada – Heat exchangers used to test aircraft engines in the lab test stand.
- Goodrich Landing Gear, Koss Aerospace, Vac Aero and LHM Aerospace. Tier 1 aerospace component suppliers.
- Gate Gourmet (airline meals) – Manufacture and installation of large custom rooftop air handling units.
- Campbells Soup – Steam coils for incubation room.
- Maple Leaf Food – Stainless steel high pressure steam coils for water tanks.
- Caterpillar – Sale and manufacture of custom radiators for remote power generation and marine applications worldwide.
- Bombardier, CN Rail, Via Rail – Servicing locomotive diesel engine radiators and their associated heat exchangers.

Auto Kool ♦ *Ontario Sales Rep*

1998 – 2004

- Sale of automotive radiators and air conditioning components to automotive parts retailers and radiator repair shops.
- Selling to automotive parts buying groups (Bestbuy, Uniselect, autosense, RPD, Cooling Depot etc.).
- Instrumental in getting the Napa account from the competition and most of the Carquest accounts in the province.
- Gaining customers from Thunder Bay to Windsor to Kingston.

Lockheed Air Terminal of Canada Ltd ♦ *Apron Coordinator*

1991 – 1998

- Managing the privately funded and operated Terminal 3 at Pearson Intl. Airport.
- Planning gates for airline tenants: Lufthansa, British Airways, Air France, KLM, Canadian, United and American Airlines
- Working with the airlines to ensure needs are met on a daily basis to prevent flight delays.
- Conversing with pilot in command regarding gate assignments, taxi instructions and gate pushback approval.
- Managing de-icing operations, fuel spills, aircraft accidents and apron incidents.

Swissair ♦ *Cargo Agent* (part time job during post-secondary education)

1987 – 1991

- Providing prompt service for AOG parts to other airline customers within the Swissair route network. Airbus in Toulouse and deHavilland in Toronto were the location cities of the exporter.
- Handling Air Jamaica engine cores and thrust reverses originating in Kingston to Air Canada technical maintenance in Toronto.
- Handling dangerous goods, valuable goods, perishable goods, live animals and human remains.
- Documenting aircraft load control for the safe operation of daily Swissair DC-10 flight from Toronto to Zurich.