

ROD HYATT

NATIONAL MANUFACTURER'S REPRESENTATIVE – APPLICATION
ENGINEER – TECHNICAL SUPPORT – SYSTEM DESIGNER –
TRAINER

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EXECUTIVE SUMMARY

CONSISTENT SALES GROWTH – Translated market opportunities into profitable growth strategies and tactics training plumbers to be qualified hydronic heating contractors. Known for integrity and candor with emotional intelligence and executive presence. Award winning design and application engineer for water heating systems, hydronics heating systems, and solar supplemented heat systems. Expert trainer and high-level support throughout the supply chain from the manufacturers, through distribution, to the wholesalers and contractors, having traveled, taught, and sold in all 50 states. Specialist in heating design and technology related to variable modulation, energy production, delivery, and varying automation communication protocols. Advanced understanding of solar thermal radiant heat/cooling design and products. A persuasive presenter, panelist, and storyteller. High level customer and supplier relations.

- ModCom (Modulating condensing)
- Ultra low NoX platform and technology to meet new state mandates.
- Controller | Datalogger | Monitoring.
- Set specifics for Campbell Scientific and Resol monitors in projects worldwide.
- Boiler | A2W Heat pumps | Water Heater | Pump | Tank | Tankless | Manifold | Solar
- Excel | PowerPoint | Outlook
- Business Development | Major Accounts | Key Accounts
- Board Presentations | Public Speaking | Panelist | Trainer | Technical Support | Application Engineer
- Distribution | Commercial | Direct Sales | Wholesaler | Contractor | Supply Chain
- Mechanical | Electrical | Heating | Automation | Hydronic | HVAC | Plumbing

EXPERIENCE

Technical Sales, Peterson Plumbing Supply

May 2020 – current

Logan, Odgen, Salt Lake City, Orem, Richfield, Cedar City

- Expanding the company's reach into hydronic heating by teaching and assisting key contractors. Training advanced heating/cooling techniques related to heat pumps, gas condensing heaters, solar energy etc. Present focus is educating contractors on new Utah regulations around ultra-low NoX equipment requirements foreign to most plumbing contractors.
- Presently I find joy in teaching and helping plumbing contractors get bids and perfecting installations. I create complete technical drawings with engineered load calculations for each home or building. I lend technical support through installation and commissioning. I offer personal factory startup and equipment programming for each project to ensure the end customer gets the best possible outcome to enjoy for years to come.

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Trainer, Tech support, Field Commissioning, HT Products

April 2008 – to May 2021

All 50 States, Canada and south America (HTP is now the umbrella of Ariston Thermal USA)

- Established the company's first solar department and developed their product line of solar and hydronic thermal systems.
- Assisted with the merger and integration of a solar flat plate manufacturer (Solar Skies) into HTP's operation. Enhanced the overall customer value proposition and diversified HTP's product portfolio.
- Designed hundreds of systems for engineers and clients over North America and government agencies around the world; this included large installations in U.S. military bases, universities, federal prisons, and large commercial businesses such as Ikea. Experience includes work with many monitored controller data loggers by Campbell Scientific, Resol, and others.
- Organized, wrote and taught classes on a multitude of subjects, primarily to audiences of engineers, reps, wholesalers and contractors. Over the years, I have taught in every state in the nation.
- Expanded HTP's sales by supporting the technical needs of the installer and or client to as one of the go-to individuals in boilers and solar systems.
- Commissioned and inspected larger boiler and water heater applications. Technical support and diagnoses of existing or improper installations
- Created a large network of engineers, salespeople, and other experts. Traveled extensively, providing onsite training and field support in all 50 states and Canada.

Founder and CEO, In Hot Water Heat and Power

April 1994 – to April 2008

Ogden and Eden, UT

- Founded a renewable energy business at a time before grid-tied solar was available, building IHW into the largest such company in the state at the time. It specialized in both off-grid solar and advanced hydronic heating with solar assist.
- Expanded In Hot Water into a company providing expert education and sales in all types of renewable energy in addition to solar electric and thermal, as well as micro hydro and wind power.
- Developed hydronic heating kits with or without solar that were sold all over the United States with full technical support and installation instructions.

Freeway Olds, Cad and Mazda dealership

1990 to 1994

Riverdale, UT

New and used car sale, enjoyed being one of the top sale persons for Dan and Skyler Cutrubus. I gained a higher level of education in ethical sales standards that are not always found in this industry.

Mobile Commercial services

1985 to 1990

SLC, UT

Founder of this fleet repair and maintenance business eventually purchasing the shop building on Warm springs road in SLC, UT. We services, maintained and repaired truck fleets with 4 Technicians. Such fleets as lumber companies, Nicholas food and other transport fleets. A

year in, Wayne Gardener joined me as co-owner. In 1990 I sold the company to Wayne as my new wife and I moved to Weber County for new adventures.

Goodyear/Purcel

1980 to 1985

SLC UT

Area commercial sales in mining and commercial truck fleets through UT, Wyoming and Idaho.

A C H I E V E M E N T S

- Designed, assembled and sold a new concept of a solar thermal 'kit' for DIY individuals. This product, Solar Spectrum, was named the "best new product" by the International Sanitation and Heating (ISH) show in 2008. ISH is the largest trade show in the world.
- Continue www.Askrod.com, where I share the hundreds of solar-related systems I have designed over the years, free of charge and available to all individuals and contractors. This is a rare collection of diagrams and instruction that includes small to large thermal hydronic systems for pools, residences and all sorts of commercial applications.
- Askrod.com is under redevelopment, stay tuned for the finished product.

Rod's spare time is spent with family, including five granddaughters. I enjoy visiting the farm I grew up on, driving long distances, reading science fiction, world history, inspirational reading and other books with innovative ideas. I surround myself with dogs, cats and chickens along with all other creatures great and small that live with us. I enjoy my garden, my late wife and I have developed a small orchard of fruit trees where we love the end results, especially tomatoes.

I love to build, my shop is equipped with complete wood working projects, including welders and mechanical tools.

I grew up in a small central Utah town where my father taught me to work hard on our farm with all the beef, sheep pigs and chicken we could grow food for. My father taught me integrity and how to trade and treat others by watching his example. When he borrowed a piece of machinery, it was always returned cleaner and in better condition than when he received it. Later graduating from HS, Spent 2 years in the mission field for the LDS church in Illinois and Missouri.