

# Richard, (Rick) Mayo

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## Objective

Resume submitted to State of Utah CEU application.

## Qualifications

38+ years' experience in the plumbing and heating industry:

- 3.5 months as Taco's Western Regional Trainer
- 5.5 years as Western Regional Sales and Training Manager with Triangle Tube.
- 6.5 years as Western Regional Field Tech and Trainer for Uponor Wirsbo.
- 20 years in wholesale distribution concluding as a Regional Hydronic Sales Mgr.
- 2 years as a Project Mgr and Purchasing Mgr for a Mechanical Contractor.
- 4 years as a plumbing and heating installer.

Most recently working as the Western Regional Trainer for Taco Comfort Solutions out of Rhode Island. Prior to that as Sales Manager & Product and Applications Instructor for Triangle Tube, Blackwood, NJ. (a wholly owned subsidiary of ACV Belgium). With Taco and Triangle my territory includes all the western United States and the 6 western territories of Canada. In the 5.5 years with Triangle Tube I have successfully trained over 3,500 people in various classes in the West and Midwest. I have also taught various aspects of the plumbing and heating business for an additional 19 years through Uponor Wirsbo and Familian Northwest.

Having been raised and career established in the state of Alaska, the remoteness of that region also brought me the role of Manufactures Rep. for many of the products I sold. I've been involved in thousands of hydronic projects from conception to completion, including consultation, design, system start-up and troubleshooting with mechanical engineers, mechanical and plumbing contractors and wholesale distributors.

In the past I've worked with various software programs for load calcs, shop drawings, equipment details for both mechanical and electrical: AutoCAD, Visio, Avenir, Wrightsoft, etc. I also have a background in IAQ, formally designing and selling HRV and ERV systems from Venmar.

Prime training objectives: Make sure the participant leaves the class with a sound, conceptual understanding of the feature, benefit, functions and application of the product & systems presented and to do this in an enthusiastic and warm- hearted manner.

## Work History

**05/04/15- Present      Taco Comfort Solutions Inc.**

**Western Regional Trainer – Residential Division**

- Product and applications training for all the residential equipment.

**08/03/09- 04/30/15      Triangle Tube / ACV**

**Western Regional Sales Manager / Product and Applications Instructor**

- Sales and training for all the equipment offering from Triangle Tube including Condensing Boilers and Water Heaters, Indirect Water Heaters, Brazed Plate and Plate & Frame Heat Exchangers and associated controls.

**02/25/03- 08/01/09 Uponor Wirsbo Apple Valley, MN  
Field Technical Representative**

- Promotion of all aspects of our 4 branding efforts; Plumbing, Heating, Controls and Fire Sprinkler systems.
- Technical customer training in 13 states with Uponor-Wirsbo.
- Assisting factory trainings in Apple Valley, MN.
- Supporting states: (13 Western States) from Alaska, Hawaii to San Diego and back through Colorado.
- Centrally based in Salt Lake City.

**11/1/89 – 01/31/03 Familian Northwest-, Anchorage, AK. & Salt Lake City, UT  
Regional Hydronic Heating Manager**

- Coordination, promotion of all aspects of Hydronic heating.
- Continual staff and customer training in accordance with Hydronic industry practices and standards.
- Supporting states: Utah, Alaska, Wyoming and Idaho.

**4/10/88 – 8/25/89 Beeson P & H, Inc., Anchorage, AK  
Project Manager**

- Purchasing and coordinating all material and equipment
- Procurement, preparation and review of equipment submittals and O&M manuals
- Corresponding with government agencies, Corp of Engineers and base contracting
- Coordination and scheduling of sub-contractors
- Equipment take off and bid preparation and expediting of materials and some installation when required

**1/1/87 – 4/5/88 Tom's P & H Supply, Anchorage AK  
Inside Sales**

- Job quotations, purchasing, plan take offs and military sales

**3/1/84 – 11/17/86 Denali/Keller Supply Co., Anchorage, AK  
Assistant Manager**

- Employee management, work coordination, job quotation specification, take offs and purchasing

**6/31/81 – 3/1/84 American Plumb & Steam, Anchorage, AK  
Counter Sales**

- Inside sales, warehouse management, shipping and receiving

**4/18/80 – 6/2/81 Tom's P & H Supply Anchorage, AK  
Counter Sales**

- Counter sales, general warehousing, shipping and receiving

**12/1/78 – 3/3/80      Wilder P & H      Anchorage, AK**

**Plumber**

- Plumbing and heating rough-in and boiler trim lay out and installation

**4/15/77 – 11/30/78      L & H Plumbing      Anchorage, AK**

**Plumber**

- Plumbing and heating, gas piping, boiler trim work

**Education**

West Anchorage High School  
Central Junior High School, Anchorage  
Chester Valley Elementary, Anchorage

**Other**

**Qualifications**

- If requested I can send a PDF file of all my sales & training certificates over that last 3 decades with various Manufacturers and employers.
- 38 Years of various boiler, pump and equipment schools; Triangle Tube, Weil McLain, Buderus, Viessmann, RayPak, Grundfos, Taco, RPA schools
- Formerly a factory authorized tekmar controls trainer
- Since 2001, my wife and I own and operate; Advanced Thermal Systems LLC, a consultation, design and drafting service specializing in system documentation. We did provide turn-key hydronic design services for mechanical engineers, manufacturers' reps, wholesale distributors and mechanical/plumbing contractors.

**Business**

**References**

Steve Montgomery, Sabol & Rice	(801) 266-5103
Joe Kennard, Intermountain Sales	(801) 936-0228
Frank Sterzinar, Osborne Co.	(775) 720-9702
Jason O'Neill, McCoy Sales	(303) 762-8012
Jason Patterson, Proctor Sales	(503) 804-4591

**Personal**

**References**

Mitch Mayo, (Son)	(907) 631-3755
Rocky Mayo, (brother)	(907) 715-7767
Doug Dodds, (friend and former employer)	(856) 296-9512