

My Career 1962 -- 2002 begins at Aircraft Radio Corporation below

EATON Corporation, Clemmons, NC
Trucking industry Satellite data communication systems with GPS
National Sales Manager, Trucking Information Services

HIGHWAYMASTER CORPORATION, Dallas, TX
Trucking industry Cellular voice and data communication systems with GPS
Vice President Sales

NATIONALEASE, Dallas, TX
Full service truck leasing, rental and for-hire truckload carriage
Senior Vice President Marketing and Sales

GRAY LINE WORLDWIDE, Dallas, TX
Transportation marketing services for the National and International tour and travel industry
President and Chief Executive Officer

VEREX CORPORATION, SUBSIDIARY OF THE DIAL CORPORATION, Madison, WI
Insurance and financial services for the mortgage banking and thrift industry
Senior Vice President, Executive Director Marketing, Sales and the Capital Markets Group

AMERICAN RETIREMENT CORPORATION, Nashville, TN
Commercial real estate development and health care delivery for the long-term care industry
Senior Vice President Marketing and Sales

TRUCKSTOPS OF AMERICA (TA), SUBSIDIARY OF RYDER SYSTEM, Nashville, TN
Full service auto/truck plazas and transportation financial services
Senior Vice President & General Manager
Vice President- Marketing

AMF HARLEY-DAVIDSON, Milwaukee, WI
Motorcycles and associated parts and accessories
Vice President Marketing and Sales
General Manager/Motorcycle Sales
Western Region Sales Manager

N. W. AYER AND KETCHUM COMMUNICATIONS, Los Angeles, CA
Advertising agency account management for Yamaha Motor Corporation
Account Executive

RCA AVIATION SYSTEMS DIVISION, Los Angeles, CA
Avionics systems including weather radar, DME, Transponder and NAV/Comm
Manager General Aviation SECANT Marketing
Western Region Sales Manager
Manager Advertising, Sales Promotion and Public Relations

AIRCRAFT RADIO CORPORATION, DIVISION OF CESSNA AIRCRAFT COMPANY, Boonton, NJ
Avionics systems for both military and commercial applications, later principally for Cessna

Manager Advertising, Sales Promotion and Public Relations

Production Planner

Drawing Control Coordinator

Production control Expeditor

CONSULTING

After my corporate career, and just prior to retiring, I was a marketing and sales consultant for several companies in the Winston-Salem area.

MILITARY SERVICE

Prior to my civilian career, I served six years (October 15, 1956 - October 15, 1962) in the United States Marine Corps and Marine Corps Reserve. My service included more than four years of active duty, and I was Honorably Discharged as a Corporal (E-4). The bulk of my duty was in line infantry companies as a weapons platoon machine gunner (0331); and 3.5-rocket anti-tank assault weapon gunner (0351). My last billet was Training and Education NCO (0141) with Service Company, Headquarters Battalion, 1st Marine Division.

DD 214 MILITARY SCHOOLS

Atomic, Biological and Chemical Warfare School, Camp Mercey, Okinawa, 1959

Range Coaches School for M-1 Garand and .45 ACP, Camp Hansen, Okinawa, 1959

High School General Education Development (GED), Kadena Air Base, Okinawa, 1959

Personnel Administration Course, Schools Battalion, Camp Pendleton, CA, 1961

DD 295 - Off DUTY EDUCATION DURING MILITARY SERVICE

UNITED STATES ARMED FORCES INSTITUTE (USAFI) CORRESPONDENCE COURSES

English Book 1 H.S./Sr&L 1-A-4

English Book 2 H.S./Sr&L 1-A-4

English Book 1 College/CEN2A

Business Arithmetic/SBuAr 1-A-4

Psychology Elem 45/CELP1

General Science/SGSc 1-A-4

Senior Science/SSrS 1-A-4

High School Biology/SGB-A-4

College Biology 74/CBG1A

Modern European History/SEuH 1-A-5

Problems in Democracy/SPrD 1-A-4

American History/SAmH 1-A-3

Civics/SCv 1-A-4

OCEANSIDE CARLSBAD JUNIOR COLLEGE, OCEANSIDE CALIFORNIA (1961)

Semester 1 High School English Grade A

Semester 1 General Mathematics Grade B

Semester 2 High School English Grade A

Semester 2 High School Algebra Grade C

CIVILIAN EDUCATION AND TRAINING

University of Southern California: Bachelor of Science, Business Administration,
Major in Marketing

Harvard University Graduate School of Business Administration: Strategic Marketing
Management Program

Licensed private pilot: SEL/commercial rating

Two Rivers Technologies: Mastering Telecommunications Fundamentals

Hogan Center for Performance Excellence: Leadership Skills for Executives

National Tour Foundation: Certified Tour Professional (CTP)

American Advertising Federation: Advanced Seminar in Marketing Management
and Advertising

Ryder System: Senior Management Program

Burger King University: Associate in Restaurant Operations Management

American Management Association: Advertising Management; Advanced Advertising
Management; Corporate Public Relations Management; Field Management of Salesmen; The
Executive Course in Sales Management; The Executive Course in Marketing Management

AVOCATIONS

After my aviation and flying years, and as advertising Account Executive for Yamaha motorcycles and Western Region Manager for Harley Davidson, I engaged in what I consider the greatest sports avocation of my life -- ***Motorcycle Racing!***

In the 1970's, I was very active in the Southern California motocross circuit, and additionally competed in all SoCal Grand Prix events. As an amateur expert, I also twice finished the famed 180-mile *Barstow to Vegas* desert race; and took 1st Place Amateur Expert in the 100 mile, AC Delco World Championship at Riverside International Raceway. Legendary racer and record holder Mickey Thompson conceived this major Delco sponsored event, with the objective of bringing long distance Baja and desert racing to a ten mile, closed course, spectator event.

I later became an avid street rider eventually covering thousands of miles. In 1978, I rode across the United States to commemorate the Seventy-Fifth Anniversary of Harley Davidson. I was then General Manager, Motorcycle Sales. Sixteen executives started from different locations around the nation, with my ride beginning in San Francisco, CA, and ending back in Milwaukee, WI. Part of the trip was a rendezvous of all participants at Louisville Downs, where we circled the track and had a wonderful banquet. Every year when I see the famous Kentucky Derby, I recall my pass around that track on my 1340 cc Harley Davidson Wide Glide!

My longest interest has been the Velikovskian interdisciplinary synthesis of physical science and mind. Immanuel Velikovsky, MD was a psychiatrist who had studied under Freud, and later collaborated with Einstein. On July 25, 1977, I had the opportunity to spend an afternoon with this great polymath at his home in New Jersey.

Philosophy, Psychoanalysis and Depth Psychology then became my primary focus, with in-depth study of the entire collected works of Friedrich Nietzsche, Sigmund Freud, and Carl Jung. In the 1980s, this included a broader study of psychology and philosophy with a retained tutor from Vanderbilt University. In 1990, while temporarily living in Chicago, I attended the C. G. Jung Institute as a night student and received a *Certificate of Achievement* in Jungian psychology.