

***Michael L. Brady***  
**Professional Experience**

*July 1996 to Present*

**INvironmental TECHnologies L.L.C.**

Evansville, IN

***Executive Vice President***, Audit disposal facilities for compliance and permitting prior to shipment of customer's wastes. Advises the President on matters of policy with regard to regulatory compliance. Establishes Policies and Procedures for the Company. Negotiates contracts and services on behalf of the Company with Waste Management Vendors and potential clients. Develop new services in waste management disposal and coordinate sales efforts. Develops additional Route Sales Services, i.e. Dry Cleaner Services, Printing Waste Services, Hospital Services, Lab Pack Services, Automobile Dealership Services, Oil & Antifreeze Disposal Services, Parts Cleaner Services, Oil Filter Disposal. Develops on-site waste management strategies/plans as a long term business goal. Supervises the day-to-day activities of the Route Supervisor. Train employees to provide services efficiently and in compliance with all local, state, and federal regulations. Dispatches, as needed, equipment and personnel necessary to accomplish a contracted service. Monitors sales and work performance and takes specific actions to rectify any performance related issue. Joins, attends and makes presentations at trade and business association meetings. Make formal sales presentations (in conjunction with Marketing Director) to potential industrial clients with regard to their waste disposal needs. Assist Project Managers in disposing of wastes generated as a result of different companies remediation services. Assists Estimators with disposal options and costs associated with waste disposal. Estimates and bids on disposal related jobs. Coordinate with other Department Heads on disposal options, pricing, and analytical requirements. Conducts compliance walk-through with regard to waste storage and disposal practices. Advises on compliance of waste management practices. Interpretation and working knowledge of the applicable government regulations concerning waste management projects. Preliminary site assessment and investigation to help determine the types of waste, handling procedures and ultimate disposal options. Conducts waste sampling using proper and approved techniques to assure reliable and usable results. Interpretation of sample results and explanation to clients. Based on sample results, assign proper DOT / E.P.A. shipping name for all related paperwork. Arranges for handling and disposal of liquid and solid wastes. Completion of manifests and waste permits for transportation and disposal. Serves as Project Manager on waste disposal jobs not otherwise assigned or for continuing service to regular customers. Accountable for job from the time it is awarded to the time it is billed. Interacts with clients on job specifics as required and answer any questions. Schedule job with Operations Manager to ensure workers and equipment will be available. Provide support to the Environmental Scientist (if any) assigned. Responsible for purchase order requests for goods and services from subcontractors and vendors. Responsible for Company owned/leased properties and equipment with specific regard to waste handling and storage.

April 22nd, 1993 to July 1996

**SUB-TECH, INC.**

Evansville, IN

**Director, Waste Management Division,** Audit disposal facilities for compliance and permitting prior to shipment of customer's wastes. Advises the President and Executive Vice President on matters of policy with regard to regulatory compliance. Establishes Policies and Procedures for the Waste Management Division. Negotiates contracts and services on behalf of the Company with Waste Management Vendors and potential clients. With assistance from the Director of Marketing, develop new services in waste management disposal and coordinate sales efforts. Develops additional Route Sales Services, i.e. Dry Cleaner Services, Printing Waste Services, Hospital Services, Medical Waste Services, Lab Pack Services, Automobile Dealership Services, Oil & Antifreeze Disposal Services, Parts Cleaner Services, Oil Filter Disposal. Develops on-site waste management strategies/plans as a long term business goal. Supervises the day-to-day activities of the Route Sales Representative and Waste Management Sales Coordinator with the assistance of the Director of Marketing. Train both to provide services efficiently and in compliance with all local, state, and federal regulations. Dispatches, as needed, equipment and personnel necessary to accomplish a contracted service. Monitors sales and work performance and makes specific recommendations to rectify any performance related issue. Joins, attends and makes presentations at trade and business association meetings. Make formal sales presentations (in conjunction with Marketing Director) to potential industrial clients with regard to their waste disposal needs. Assist Project Managers in disposing of wastes generated as a result of the company's remediation services. Assists Estimators with disposal options and costs associated with waste disposal. Estimates and bids on disposal related jobs. Coordinate with other Department Heads on disposal options, pricing waste disposal for their jobs. Assists VP, Compliance Consulting Division on walk-through with regard to waste storage and disposal practices. Advises on compliance of waste management practices. Interpretation and working knowledge of the applicable government regulations concerning waste management projects. Preliminary site assessment and investigation to help determine the types of waste, handling procedures and ultimate disposal options. Conducts waste sampling using proper and approved techniques to assure reliable and usable results. Interpretation of sample results and explanation to clients. Based on sample results, assign proper DOT / E.P.A. shipping name for all related paperwork. Arranges for handling and disposal of liquid and solid wastes. Completion of manifests and waste permits for transportation and disposal. Serves as Project Manager on waste disposal jobs not otherwise assigned or for continuing service to regular customers. Accountable for job from the time it is awarded to the time it is billed. Interacts with clients on job specifics as required and answer any questions. Schedule job with Operations Manager to ensure workers and equipment will be available. Provide support to the Environmental Scientist (if any) assigned. Responsible for purchase order requests for goods and services from subcontractors and vendors. Responsible for Company owned/leased properties and equipment with specific regard to waste handling and storage.

October 13, 1992 to March 3, 1993

**Republic Environmental Systems, Inc.**

Dayton, OH

**Technical Sales Representative,** Call on and establish new accounts for full service environmental service company which operated a TSDF in Dayton, OH. Developed Route Sales Services, i.e., Lab Pack Services, Automobile Dealership Services, Oil & Antifreeze Disposal Services, Oil Filter Disposal. Develops on-site waste management strategies/plans as a long-term business goal. Supervises the day-to-day activities of the Route Sales Representatives Make formal sales presentations to potential clients with regard to their waste disposal needs. Provided existing client base with on going service.

*April 22, 1991 to October 12, 1992*

**Safety Kleen Corp.**

Evansville , IN

**Branch Manager**, Directly responsible for the operation of Part B permitted Treatment, Storage, Disposal Facility in Evansville, IN. Responsible for day to day operations, Sales Force Management, Instructed and Trained Employees in HAZWOPER and HAZMAT Certifications on behalf of the Company, Inventory Control, Process Quality Assurance, Quality Control, Customer Service. Make formal sales presentations to potential industrial clients with regard to their waste disposal needs. Developed additional Route Sales Services, i.e. Dry Cleaner Services, Printing Waste Services, Hospital Services, Automobile Dealership Services, Oil & Antifreeze Disposal Services, Parts Cleaner Services, Oil Filter Disposal. Developed on-site waste management strategies/plans as a long term business goal. Supervises the day-to-day activities of the Route Sales Representatives and Branch Automotive Manager and Branch Industrial Manager.

*April 21, 1988 to April 21, 1991*

**Safety Kleen Corp.**

Indianapolis, IN

**Branch Industrial Manager**, Directly responsible for Industrial Waste Services offered to customers in the Indianapolis Market Area. Preparation of shipping paperwork and dispatching crews to accomplish pick up of wastes. Sales Force Management, Inventory Control, Process Quality Assurance, Quality Control, Customer Service. Advised and consulted clients on waste minimization techniques. Conducted Hazard Communication / "Right-To-Know" Training for Industrial Clients. Implemented comprehensive waste management / minimization plans for the company's facilities and for customers.

**United States Army, Chemical Corp**

**Assigned to United States Corps of Engineers**

Louisville District detached to 972nd Engineer Battalion (C)(C), Fort Benjamin Harrison, Indianapolis, IN

**Chemical Staff NCO**, Directly responsible for War Time mission including preparation, training, and survival of over 600 soldiers exposed to various Nuclear, Biological, and Chemical warfare agents, Advise the Battalion commander regarding contamination projections, survivability ratios, and decontamination practices required.

**Education**

*1984 to 1986*

**Vincennes University**

Vincennes, IN

*Associate of Science, Business Management*

Elgin Community College

Elgin, IL

*Hazardous Materials Management Training Program*

## **Continuing Education and Specialty Courses**

Nuclear, Biological, and Chemical Warfare Specialist Course U.S. Army Chemical Corps School	8 Weeks June & July 1985
Hazardous Waste Management Environmental Resource Center,	- January 1996 16 Hours
Hazardous Wastes/Materials Compliance Seminar Safety-Kleen Corp	- July 1988 40 Hours
Hazard Communication Compliance "Train-The Trainer" Course Safety-Kleen Corp	- March 1990 24 hours
"How to Comply with Hazardous Waste Laws" Safety-Kleen Corp	- March 1990 8 Hours
Chemical Training Seminar Safety-Kleen Corp	- July 1989 8 Hours
Hazardous Materials Management Environmental Resource Center	- January 1996 8 Hours
HAZWOPER 8 Hour Refresher Course (most recent) Koester Environmental Services	- January 1997 8 Hours
Hazardous Materials Management "Train-The Trainer" Training Elgin Community College	- 1991 40 Hours

## **Organizations & Affiliations**

*International Order of Odd Fellows, Canal Lodge, Past Grand Master & Trustee*

*Newburgh Youth Sports Association, Treasurer*

*Fraternal Order of Moose, Member*

*Newburgh Kiwanis, Fund Raising Chairman*

*American Legion: Offices held; Second Vice Commander, Adjutant, Executive Board*

*Council Executive Board, Buffalo Trace Council  
Boy Scouts of America*

*National Eagle Scout Association  
Boy Scouts of America, Eagle Scout*

*Precinct Chairman, Ohio 22, Warrick County*