

## Arthur S. McGraw, II P.E.

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### Summary

Dedicated sales professional with extensive utility and industrial power plant background. Experience includes sales and marketing, contracting and startup of all major systems in the power plant environment.

### Experience

*Arthur McGraw and Associates* *1989-Present*  
*Db a Spectrum Engineering, Inc.*  
*Richmond, VA*

Manufacturer's Representative, first for Spectrum Engineering in Charlotte, NC and then on my own since 1999. Representing a wide range of technologies as indicated on the enclosed list of principals. Territory originally confined to southern Virginia, now includes northern Virginia, Washington DC and Maryland.

Offering aggressive and timely sales and marketing expertise in the industrial and utility powerplant and VOC markets in this region. Have frequently generated overall sales over \$20 million per year. Actively involved in both new OEM construction and existing equipment repair/rebuild/upgrade opportunities. Concentration on various cost-saving technologies and payback analyses consistent with today's marketplace.

*Waco, Inc.* *1987-89*  
*Richmond, VA*

Project Manager for a mid-sized mechanical and asbestos removal contractor. Projects included boiler and burner installations, piping, combustion controls and utility coal pulverizer maintenance. State of Virginia, Virginia Power and Burlington Industries were key clients.

*McGraw Energy Associates* *1984-87*  
*Richmond, VA*

Project Manager for a small power plant contractor specializing in industrial boiler repair/replacement in the mid-Atlantic region. Projects included dowtherm vaporizer burner and controls retrofit, piping upgrades and boiler room expansions. Key clients included, E.I. DuPont, Virginia Chemicals and Merillat Industries.

*Combustion Engineering, Inc.*  
*Windsor, CT*

1979-84

Startup and Service Engineer for a large industrial and utility boiler manufacturer. After 6 months of training with experienced personnel, I traveled widely in the United States starting up new installations and improving the performance of existing systems. Extensive experience with pressure part systems, coal pulverizers, oil ignitors, air heaters, forced circulation pumps, unit performance testing, dry lime scrubbing, flame safeguard systems, fans, bottom ash discharge and burners. Upgrade activities ranged from boiler tube failure analysis to performance enhancement, balanced draft conversions and controls retrofits. Startup activities would begin at the 90% construction complete point and continue through final client acceptance. Important clients and locations included:

Philip Morris USA	Richmond, VA
Pennsylvania Power and Light	Montour, PA
Pacific Power and Light	Point of Rocks, WY
Tennessee Valley Authority	Huntsville, AL
Alabama Power	Gadsden, AL
Mississippi Power	Moss Point, MS
Georgia Power	Macon, GA
Philip Morris USA	Concord, NC
Container Corp. Of America	Fernandina Beach, FL
West Virginia Power	Mount Storm, WV

**Education**

*BSME North Carolina State University-Raleigh, NC*

1979

**Professional Accreditation**

*Professional Engineer-Mechanical*  
*State of Virginia*

1987