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– JOHN D. CROSBY –

PROFESSIONAL EXPERIENCE

Entrepreneur started own company in 2001. Meteorologist with strong engineering background and an MBA degree for well rounded knowledge base. Hands on experience with sensors & systems for meteorology, aerospace, industrial, and hydrology applications. Nationally recognized expert in the measurement of atmospheric visibility with several papers published and development of the Sentry™ Visibility Sensor sold around the world.

EDUCATION AND DEGREES

MBA, Masters of Business Administration, Loyola College, Baltimore, MD, 1983
B.S., Atmospheric Science, State University of New York, Albany, NY, 1978
Electronics Technician "A" and "C" Schools, U.S. Coast Guard, 1971

EMPLOYMENT HISTORY

Vice President, EnviroTech Sensors, Inc – Clarksville, MD, 2001-present

Founded EnviroTech Sensors, Inc. in March 2001 with more than 30 years in electronics, instrumentation, and meteorological sensors & systems. Key focus areas of the company include the manufacture of the Sentry™ Visibility Sensor and consulting to government & industry on meteorological sensors & systems for aviation, road weather, aerospace, environmental, and related applications.

Vice President of Operations, Optical Scientific, Inc. - Gaithersburg, MD, 1993-2001

Responsible for day-to-day operation of company including management of new product development, production, sales & marketing, customer service, and financial performance of company's opto-electronic products. Piloted the ISO-9001 quality certification program. Guided company into environmental sensing market with scintillometer-based optical airflow sensor for EPA mandated stack flow monitoring. Wrote marketing plan, managed outside advertising agency, developed North American sales rep network, organized beta testing program, and conducted sales training.

Senior Staff Meteorologist, AAI Systems Management, Inc. - Hunt Valley, MD, 1989-2003

As Senior Meteorologist, managed sensor development and test for the FAA/NWS Automated Surface Observing System (ASOS) program. Prepared sensor specifications, test procedures, and managed environmental chamber & field-testing effort. Traveled to key sites to solve performance problems. Awarded more than \$40M in contracts to sensor manufacturers. Project lead for certification of airport weather system for FAA program. Supported marketing department with technical and cost proposals to meet the specialized needs of international airports.

Engineering Manager, Belfort Instrument Co. - Baltimore, MD, 1986 to 1989, 1978 to 1981

Managed technical staff of eight engineers for the design and development of microprocessor-based wind and visibility sensors for the FAA/NWS Automated Surface Observing System. Also at Belfort Instrument, was sales engineer providing sales support and field installations in U.S., Europe, and the Middle East. Launched new product in agricultural meteorology, wrote proposals, attended trade shows, designed marketing materials, and provided customer support.

Test Manager, Martin Marietta, Inc. – Middle River, MD, 1984 to 1986

Provided schedule, cost control, and supervision of 8 engineers and technicians. Designed test tools, wrote test procedures, and provided technical assistance to manufacturing.

Instrumentation Engineer, Northrop, Services Inc. – NASA Goddard Space Flight Center, 1981 to 1984

Selected flight instrumentation, performed qualification and calibration tests, wrote procedures, and integrated instrumentation hardware with Delta Rocket and Space Shuttle payloads. Provided support at NASA launch facilities and contractors across the country.

PUBLISHED PAPERS

Visibility Sensor Accuracy: What's Realistic?, 12th Symposium on Meteorological Observations and Instrumentation 2003 American Meteorological Society Annual Meeting, Long Beach, CA, February 2003

Optical Flow Sensing – A New Approach to an Old Problem, Presented at PNWIS Air & Waste Management Association Meeting, November 2000.

Optical Communication System Techniques, Internal publication for Wireless, Inc, Sept 1997.

Visibility Techniques Improve RWIS, Better Roads Magazine, May 1997.

Optical Scintillometer to Measure Atmospheric Turbulence and Runway Cross Wind,
FAA Wind Shear Conference Proceedings, November 1996. (co-author)

Good User Documents Are Good Business, The Columbia Business Monthly, March 1996.

Taking Rain Gauges to Sea, Sea Technology Magazine, January 1994. (co-author)

ASOS Sensor Performance - An Update in the Eighth AMS Symposium Proceedings,
January 1993.

Sensor Qualification in the ASOS Environment in the Seventh AMS Symposium Proceedings,
January 1991.

Visibility Measurement: An Assessment of Two Techniques, Sensors Magazine, October 1988.

PROFESSIONAL AFFILIATIONS

- American Meteorological Society <http://www.ametsoc.org/>
- National Weather Association <http://www.nwas.org/>
- International Association for Urban Climate <http://www.indiana.edu/~iauc/>