

**Vocational History of Powell Gill Trotman**  
**From 1969 to the present**

[www.aircompressorpartsonline.com](http://www.aircompressorpartsonline.com), [www.masteroolrepair.com](http://www.masteroolrepair.com),  
[www.aircompressorpumps.com](http://www.aircompressorpumps.com), [www.needanownersmanual.com](http://www.needanownersmanual.com),

I am the CEO. We sell repair parts and pumps for all types of air compressors. We are one of the top companies in the nation when it comes to air compressor repair parts. We have over \$2.5 million dollars per year in sales. We have created our online store from scratch, utilizing OsCommerce as a boilerplate only. We have created tools that will scan pdf schematics and automatically load these into our database. Over time, we have had to keep ahead of the technology curve to allow customers to browse our online diagrams with their mouse highlighting the individual parts in the diagram using a method called Image Mapping. I now handle marketing, new product development and look for opportunities overseas to find factories that can create products for us at lower costs. We also provide digital downloads of owners manuals and parts diagrams for power tools for a small fee.

**Master Tool Repair**                    My business began as a power tool repair company. I love taking things apart to see what makes them tick. My troubleshooting skills helped me to pretty much fix anything that customers brought in the door. I assisted local builders and tradesmen with repairing their power tools including drills, grinders, saws, air compressors, generators, pressure washers, nailers and gas powered equipment. I saw the need for an online company that could sell repair parts for power tools. I turned this into an online repair parts company.

**Nordstrom Pianist**                    I played the piano at Nordstrom for 6 years. I played everything from pop, standards to classical music. I did this a couple of evenings per week after work to keep my skills as a pianist fresh.

**A Man Around the House**    I owned a business that pretty much did anything that homeowners needed to be done regarding repairs, restoration and remodeling. I had very faithful customers that considered me a part of their family. I was able to utilize all of the skills that I had acquired flipping houses, yet now for other customers.

**NBD Mortgage,**  
**Investors S&L**  
**American Home Funding**  
**Mutual Federal S&L**

**Norwest Mortgage**                    I was a loan officer. I established relationships with residential real estate agents to provide funding for their clients. I would meet with their clients to qualify them for first mortgages for residential real estate utilizing VA, FHA and Conventional lending.

**MSC Computers**                    I met with different trucking companies, trying to get them onboard to begin using our software system to handle their logistic business. This was in the very early days of computing.

**Giltro Contracting** This was my first official business. I purchased, restored and remodeled homes. I performed all of the labor including HVAC, electrical, plumbing, framing, trim, hardwood flooring refinishing, tile installation, roofing, siding, windows, foundation repairs, concrete installation, interior and exterior painting, cabinet building and installation as well, but not limited to repairs of historic architectural details within the home. After remodeling the home, I listed them for sale. My first home that I purchased required all of the trades that I had to learn on my own. I read books, asked other contractor friends for tips and applied everything that I learned.

**Military Newspapers of VA** I was an Account executive, helping local businesses create newspaper advertising campaigns to increase sales for their business. I created the basic ad copy, put together contracts and arranged for the space in the military newspapers of our area. I met with the owners of the business to determine the results of their advertising each month. This job also required making many cold calls to local businesses.

**Commercial Testing Laboratory** I was a fossil fuel analyst in the lab, testing coal for it's sulfur content, plasticity as well as other qualities to determine the value of the coal. I came up with an automated machine that ground the coal, cutting the labor involved in this very laborious process. I also invented a way to check the titrant level of the sulfur analysis machine. I really enjoyed finding out how to make processes run smoother and quicker.

**Crockin Levy Furniture** I was a furniture salesman, learning about how furniture was made as well as the different styles. I assisted customers with choosing the furniture that they were looking to buy as well as make recommendations based on their tastes. I arranged delivery as well as arranged store financing.

**Suffolk Trophies & T's** This was my first creative job. I created silk screen designs for T shirts. I then made the films necessary for the silk screens, printed the shirts, dried and boxed the finished product for customers. I also created trophies for local little league teams.

**CSC Carpets** This was a business that specialized in carpet and vinyl sales. After waiting on customers who came to the store, I arranged to go to each customer's home and measure their homes for carpet or vinyl flooring. I then worked up estimates and created contracts for purchase. I also learned how to install carpet and vinyl and would help when needed.

**WXRI Radio - CBN** This was my first "real" job out of college. I made cold calls to local businesses to sell them radio advertising to help increase sales and exposure for their business. I came up with the ad copy as well as negotiated contracts with the business. I learned the meaning of rejection as I had to make 20 or more cold calls per day. This was during the day when you physically drove around and walked into businesses, learning how to get around the main desk and get to the decision maker.

**Hampton Roads Transit** I travelled on city busses marking the number of people that got on and got off at each stop to earn money during the holiday season.

**Piano Teacher** I had my own business teaching piano lessons, either teaching them in my home or travelling to their home to teach them while I was in college.

**Rowe & Long Music** Since I had been playing the piano since the age of 6, as well as majoring in piano, I was able to teach piano lessons at the store during college.

**Harbor Enterprises** I learned how to install aftermarket air conditioning systems in Volkswagen Beetles. I installed all components including the compressor, all electrical and freon lines, fan unit in the vehicle as well as all vents in the dash.. I had the fastest installation time in the building.

**Radio Shack** I worked my way up to being Assistant manager. I learned about electronic equipment, stereos, electrical components and car audio systems. I sold products as well as stocked the store each week. After hours, I installed CB radios in customer's cars to earn a little extra money.

**York Steak House** I was a cook. I cooked breakfast, lunch and dinner. I quickly learned to not over cook an expensive steak. This was a job where you had to be able to keep an eye on many orders and get each order to the table so that everyone in their party received their order at the same time.

**Bradford House** This was a restaurant. I cooked breakfast, lunch and dinner. Was very quick and was able to deliver orders faster and more accurately than anyone had in years. I had to wake up at 5 AM and ride my bike 7 miles to work each summer morning.

**The Hub** This was a Men's clothing store. I learned how to assist customers with purchasing men's clothing. We specialized in suits. I learned about different fabrics, styles and proper fit. I had a very demanding boss who I felt was too stern, but looking back, I realized that even though she was tough, it was the best thing for me. When I asked my first customer, "May I help you." she quickly took me aside and told me to never open with that line. She said, "You give them a chance to look around for a few moments, then ask them how they are doing. Never ask them if you can help them." I thought this strange yet quickly realized that when I go to a store as a customer, I prefer this non-pushy method as well.

**Coleman Shoes** I assisted customers with trying on and purchasing shoes. I learned a lot about how shoes were made and patience when it came to customers wanting to try on every shoe in the store before they made a purchase.

**Churchland Veterinary** I was a veterinary assistant. I wanted to become a veterinarian like almost every other kid. I assisted in surgery primarily using a hyfrecator as needed. I autoclaved the instruments, bathed and groomed dogs. Cleaned the cages and runs as needed as well as fed the dogs and administered their antibiotics. After realizing that dogs and cats

can't tell you what ails them, and seeing the mortality rate, I abandoned this dream.

**Amoco** I was hired to pump gas at this service station, yet due to my mechanical abilities, I was able to work on the vehicles as well. They had a ¼ mile race car that I wanted to learn to work on. This was my real reason for working here.

**Union 76** I was hired to pump gas as this was a service station, but I quickly learned how to work on vehicles. The service station was pretty dirty, but I made the place spic and span very quickly. The owner said he had never seen his service station that clean in his life.

**Suffolk Greenhouses** Afternoon shop manager. I answered customers questions regarding plants they desired to purchase. I rang up sales, watered plants and closed the store at the end of the day. This was a lot of responsibility for a 17 year old.

**Adams Construction** I was a laborer. I spread sand underneath new homes, leveled the ground with a shovel. I learned the meaning of hard work.

**Value Fair Grocery** I was a bag boy. I bagged groceries and stocked shelves after school and on weekends. This was my first job in air conditioning.

**Lancaster Farms** I trimmed and moved shrubs from different locations in the fields as needed during the summer.

**Matthew's Chicken Farm 1969** This was my very first job at the age of 14. I worked summers and then weekends during school. I worked on the sorting and boxing line to package eggs. I collected eggs from the conveyor system in the hen houses. There were approximately 4,000 hens in each hen house in cages that fed to a conveyor belt. I cleaned the concrete aisles of each hen house as needed in the summer heat. This was a very smelly job. When my kids complained about their jobs at their local retail establishment, I simply shared the details of this job and all complaining stopped.

### **Volunteer Work**

St. Andrew's Lutheran	Church Organist
1st Presbyterian	Pianist/keyboard on the worship team.
New Life Church	Pianist/keyboard on the worship team.
Harvest Assby Church	Pianist/keyboard on the worship team.
Messiah Episcopal	Vocalist on the worship team.

New Community Church	Pianist/keyboard on the worship team.
Great Bridge Presbyterian	Pianist/keyboard on the worship team.
Great Hope Baptist	Choir director
Tidewater Figure Skating	Kept the website up to date.
Arc Ice Sports	Checked in skaters during the learn to skate sessions.
Rocky Mountain Church	Pianist/keyboard on the worship team.
Chesapeake General	Pianist in the lobby of the hospital.
Longmont General	Pianist in the lobby of the hospital.
Nick's Steak House	Lounge pianist

### **Interests**

Inventing new mechanical devices  
Figure skating including freestyle, dance and pairs.  
Piano and keyboard  
Cello  
Blogging  
Creative writing