

Michael A. Fritz

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Personal

Married with 2 children and 5 grandchildren

Education

1998 | EMBA Program | Mercer University
1995 | MBA Program | University of Southern Indiana
1991 | B.A. Marketing & Business Administration | University of Evansville
1978 | Associates Degree – Business Administration | University of Evansville

Military

1968-1969 | **United States Marine Corps**

- 3rd Battalion 26th Regiment 1st Marine Division Vietnam 1969
- Awarded Combat Action Ribbon
- Vietnam Service Ribbon with Bronze Star

Work Experience

Jun 2009 – Present **Fritz Consulting** | President

- Provide consulting to the explosives industry internationally and North America.
- Created startup company Ammonium Nitrate Additives LLC using Oil Shale.

Oct 2007 – Jun 2009 **Carbo Prill Inc.** | Sales & Marketing Manager

- Provided the marketing direction for the new startup company. Carbo Prill manufactured additives for Ammonium Nitrate Fuel Oil in the explosive industry.
- Created the sales leads and supervise the field demonstrations. Responsible for marketing budget and period expenses.
- Managed the field representatives on a daily basis. Insuring the safety of employees and customers throughout the process.
- Maintained relationships with major associations to the industry.



Jun 2004 – Sep 2007 **Controlled Blasting, Inc. / Rock Drills USA** | Sales & Marketing Manager

- Provided blasting technical support for CBI.
- Managed the sales and support of the Soosan drill line of rock drills. Traveled internationally to Korea in order to negotiate terms, supply of Soosan drills and parts.
- Managed North and South America parts and service support to the drilling industry.
- Provided MSHA annual retraining with field safety training with emphasis on proper drilling and preventive maintenance.
- Created displays and logistics for international trade shows.

Jun 2003 – May 2004 **Dyno Nobel Inc.** | Manager – Construction Industry

- Provided the company with marketing information for the North American Construction market.
- Conducted calls on the CEO / Presidents of Multi- National Construction Companies.
- Provided Surface and Underground MSHA annual retraining with emphasis on proper handling of explosives.
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April 1997 – May 2003 **Blast Design International** | Vice President

- Blast Design International was a startup company using proprietary software and hardware to design blasting for the mining industry, volumetric quantification of bulk materials, and remote seismic monitoring.
- Managed the field engineers on a daily basis.
- Created and provided the sales/marketing effort for the company.
- Responsible for the budget and period expenses.
- Purchased and maintained new equipment i.e., digital cameras, laser profilers, laser levels and various computers.
- Member of the development team creating “Energy Scrooge” a C++ patented engineering software.

Oct 1995 – Apr 1997 **The Ensign Bickford Company** | North American Accounts Manager

- Responsible for communications with the national corporate accounts.
- Developing sales strategy and presentations for major national and international mining companies.
- Provided market information to the sales group and attended all major mining conventions, making contact and socializing with the executive level decision makers.
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Mar 1984 – Oct 1995 **The Ensign Bickford Company** | Regional Manager

- Managed the sales force in the Midwest. Recruited and hired technical representatives for the company.
- Responsible for the staffing and budget of the central region.
- Managed distributor relations, price discounts, product incentives, return goods issues, and collections.
- Increased revenue for ten straight years.
- Created the first electronic expense report using IF & And commands.
- Obtained MSHA instructor’s certificate to better train employees.
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Jun 1980 – May 1984 **The Ensign Bickford Company** | Technical Sales Representative

- Provided technical support to the local mines and quarries.
- Set up demonstrations and provided oversight of the blasters on the job.
- Trained new technical representatives and assisted distributor personnel in the safe use of our products.
- Developed a Nonel timing guide for field blasters that is still used today.

Aug 1977 – Jun 1980 **Amax Coal Company** | Senior Drilling & Blasting Supervisor

- Managed the entire drilling and blasting department at the Wright mine in Boonville, Indiana.
- Supervised four foremen, 48 union personnel.

- Responsible for regulatory compliance with MSHA, ATF, OSHA, Indiana Fire Marshall, DNR Indiana.
- Created first drilling and blasting reports

Apr 1970 – Aug 1977 **Peabody Coal Company** | Drilling & Blasting Foreman

- Managed the second shift drilling and blasting department at the Lynnville mine. Four drilling sites and 24 UMWA miners under my supervision.
- Responsible for the supervising and safety of the workers.
- Developed lateral support infrastructure to create a safer and more efficient way of delivering explosives to the drilling bench.

Affiliations

July 1999 **National Stone, Sand and Gravel Association** | Board Member

Feb 1990 – Feb 1998 **International Society of Explosives Engineers** | Executive Board Member

Certification Programs

MSHA

- Trained Instructor

Xerox Corporation

- Personal Selling Skills
- Professional Selling Skills Coaching

American Management Association

- Improving Your Managerial Effectiveness
- Field Management of Sales People

Kepner – Tregoe

- Problem Solving and Decision Making

Juan

- Making Quality Happen

Technical Papers & Seminars

- Created the Drilling and Blasting Seminar for the NSSGA 1996
- Published in the Eighth High-Tech Seminar, State of the Art, Blasting Technology Instrumentation and Explosives Applications, BAI Blasting Analysis International Inc. (Engineering Field Controls and Hole Deviation, M Fritz) 1998
- Published in the ISEE Journal, (Shaking the Bugs at the CDC) 2007. Paper given at the New Orleans ISEE 2007
- Paper at the San Diego, ISEE (Close Proximity Blasting at the University of Georgia), 2011.
- Papers at:
 - The Kentucky Blasting Conference
 - Indiana Reclamation Conference
 - Pennsylvania Blasting Conference
 - Mid-America Blasting Conference
 - National Stone Sand & Gravel Association Drilling and Blasting Conference

Unique Projects

- 60' Dia. Subway Equipment Delivery Shaft Subway System Washington, DC
- Demolition Jack Run Bridge Pittsburgh, Pa.
- Underground Sewage System Interceptor Milwaukee, Wis.
- Magnet Delivery Shaft Collider Waco, TX.
- Bridge Footers Mississippi River Flat Iron/ Emery Gray Cape Giraudoux, Mo.
- Shot Designs CDC (twice) Atlanta, Ga.
- UGA Stadium University of Georgia Athens Ga.
- Lake Tap Konya Hydroelectric Plant Konya, India