

# DOUGLAS S. PRAIRIE, P.E.

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## PROFESSIONAL ENGINEER

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Registered under number 13315 in the State of Idaho

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## MISSION STATEMENT

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Provide innovative business and product development solutions

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## SKILLS SUMMARY

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<ul style="list-style-type: none"><li>• Sales Management</li><li>• Contract Negotiations</li><li>• Precision Agriculture</li><li>• Project Management</li><li>• Product Development</li><li>• Machine Design</li><li>• Lean Manufacturing</li><li>• Supplier Relationships</li></ul>	<ul style="list-style-type: none"><li>• Product Management</li><li>• Business Development</li><li>• P&amp;ID Development</li><li>• Intellectual Property Development</li><li>• Bio-fuels Experience</li><li>• Industrial Equipment</li><li>• Agricultural Equipment</li></ul>	<ul style="list-style-type: none"><li>• Engineering Management</li><li>• Design for Manufacturing</li><li>• Fluid Power Systems</li><li>• Stress &amp; Failure Analysis</li><li>• Feasibility Cost Studies</li><li>• GD&amp;T</li><li>• Engine Emission Regs</li><li>• Off-Highway Equipment</li></ul>
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## EXPERIENCE

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**POET Research**, Sioux Falls, SD [www.poet.com](http://www.poet.com); June 2015 to June 2016

Mechanical Research Manager for POET's Research and Innovation Group

- POET Research was responsible for the development and support of novel technologies related to corn ethanol, cellulosic ethanol, and corn derived industrial products and processes.

**Raven Industries**, Sioux Falls, SD [www.ravenprecision.com](http://www.ravenprecision.com); November 2014 to March 2015

North American Sales Manager of Precision Agriculture Technology

- Sales Leadership for a team of 15 account managers spread across the United States and Canada
- Sales Forecasting and Analysis for hundreds of accounts totaling over \$60 million in annual sales
- Contract Negotiations with OEM and after-market distribution partners
- Certified with Carew International Dimensions of Professional Selling® Program

**Raven Industries**, Sioux Falls, SD [www.ravenprecision.com](http://www.ravenprecision.com); March 2010 to November 2014

Product Manager of Planting, Seeding and Harvest Control Product Lines

- Led development and launch of OmniRow Planter Controls, OmniSeed Air Seeder Controls, UHarvest Grain Cart Monitoring System, and SmartYield Pro Yield Monitoring System
- Business Development of an industry leading Multi-Hybrid planter control system
- Team Lead for Raven SmartQuote Guided Sales and Quotation Tool
- Grew product line sales from a few thousand \$ into multi-million \$ per year business segments
- Recipient of four ASABE AE 50 Product Innovation Awards
- Member of Raven Leadership Council

**Prairie West LLC**, Sioux Falls, SD; March 2010 to present; Boise, ID; Dec 2007 to March 2010

Freelance Agriculture, Mechanical and Industrial Design Engineer

- Mechanical and Process Design of a micro corn to ethanol production facility
- Structural design and stress analysis of a mobile hydraulic car crushing system
- Industrial design and product development for a consumer products company

**Bratney Companies**, Boise, ID [www.bratney.com](http://www.bratney.com); February 2003 to September 2005

Construction/Mechanical Project Engineer of Industrial Processes

- Developed and Executed proposals for multiple design-build construction projects
- Project Managed the construction and startup of a green field alfalfa cleaning and bagging facility

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## EXPERIENCE CONTINUED

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**Multiquip**, Boise, ID [www.multiquip.com](http://www.multiquip.com); Dec 2000 to Feb 2003; Sept 2005 to Dec 2007

Engineering Department Manager for Light Construction Equipment Manufacturer

- Manage a team of 15 engineers, designers, drafters, and technicians tasked with supporting the safety and technical demands of 200+ plus finished goods.
- Manage a \$1.3 million annual budget for engineering product support and product development.
- Coordinate with product managers, manufacturing, quality, purchasing, marketing, and suppliers
- Responsible for designing equipment to latest global safety and homologation standards
- Coordinate intellectual property development with patent attorneys

**Case Corporation**, Fargo, ND [www.cnh.com](http://www.cnh.com); October 1996 to July 2000

New Product Development Engineer for Planting and Seeding Division

- Developed SDX 30 and SDX 40 single disc planter programs from conception to production
- Solved design problems with the aid of failure mode effect analysis (FMEA), finite element analysis (FEA), robust design principles, and design for manufacturing and assembly (DFMA)

**Ag-Chem Equipment Co.**, Jackson, MN [www.agcocorp.com](http://www.agcocorp.com); May 1996 to September 1996

- Performed and analyzed engine dynamometer tests, hydraulic tests, and other product tests utilizing data acquisition systems

## PATENTS

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- Inventor on U.S. Patent # 5,915,312 & 6,047,652: *Pneumatic Seed Delivery System*
- Inventor on U.S. Patent # 6,116,172: *Shank Mounted Row Crop Opener*
- Inventor on U.S. Patent # 6,386,127 6,640,732 & 6,644,223: *Disc Opener for a Seed Planter*
- Inventor on U.S. Patent # 6,454,019: *Ag Implement Down Pressure System*
- Inventor on U.S. Patent # 7,497,522: *Concrete Saw Stay Level Handlebars*,
- Patent Pending: *Multi-Hybrid Planter Controls and Combine Yield Monitor Systems*.

## SOFTWARE

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SST Summit, SMS, SolidWorks CAD and Simulation, MathCAD, Visio, PDM Works, Pro Engineer, AutoCAD, SAP R/3, AS400, Visual Basic, Working Model, Microsoft Office and Microsoft Project

## EDUCATION

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BOISE STATE UNIVERSITY (BSU) Boise, ID [www.boisestate.edu](http://www.boisestate.edu)

Masters of Mechanical Engineering with Business Emphasis

Graduation Date: December 2004

GPA: 3.5/4.0

Project Paper: *Design of a Conceptual Biodiesel Production Facility*

Applicable Courses: Mechatronics, Advanced Dynamics, Advanced Fluid & Thermal Systems, Vibrations, Advanced Entrepreneurship, Business Law

SOUTH DAKOTA STATE UNIVERSITY (SDSU), Brookings, SD [www.sdstate.edu](http://www.sdstate.edu)

BS Agricultural Engineering with Power and Machinery Focus

Graduation Date: May 1997

GPA: 3.6/4.0

## ASSOCIATIONS

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- Member of FarmHouse Fraternity [www.farmhouse.org](http://www.farmhouse.org)
- Member of Society of Automotive Engineers [www.sae.org](http://www.sae.org)
- Member of American Society of Mechanical Engineers [www.asme.org](http://www.asme.org)
- Member of American Society of Agricultural and Biological Engineers [www.asabe.org](http://www.asabe.org)
- SolidWorks User Group