



# EDWARD G DETWILER & ASSOCIATES LTD

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## **EDWARD G. DETWILER, ASA** **RESUME OF PROFESSIONAL EXPERIENCE** **December, 2012**

### **EDWARD G. DETWILER & ASSOCIATES, LTD., President, 1991-Present**

- General management of Edward G. Detwiler & Associates, specializing in Appraisals, Conflict Resolution and Consulting, extensive experience with a variety of research projects in the area of high-technology and high-value products.
- Overall management of appraisal assignments with valuations of practices and businesses including the use of expert subcontractors.
- Consulting in valuations and programs which require an expert having extensive knowledge in marketing, financing and engineering of high-technology, high-value products.
- Performing as an independent appraiser and commercial arbitrator for cases involving a variety of high-value and high-technology products. Experience also includes serving as an expert witness.

### ***PREVIOUS WORK EXPERIENCE:***

#### **THE DETWILER GROUP, LTD., President and Treasurer, 1980-1991**

The Detwiler Group was formed to participate in the growing domestic diagnostic x-ray equipment market. Founded and directed the activities of this company from its inception, including overseeing all activities involved in foreign and domestic equipment sales, engineering and product management activities. Also performed technical and financial appraisals of high-value, high-technology products.

#### **MEDX X-RAY SYSTEMS, INC., President, 1982-1984**

Concurrent to managing The Detwiler Group, formed and managed this joint venture with Medx, Inc. in order to offer remanufacturing of x-ray equipment in addition to the remanufacturing of nuclear medicine in which Medx was then involved.

#### **RADIOGRAPHIC DEVELOPMENT CORP., Vice President, 1977-1980**

Formed and managed a highly successful technical sales and engineering team. Provided engineering, product planning, marketing, sales support and organizational direction.



**SEARLE RADIOGRAPHICS, INC., Product Manager, Nuclear Cardiology and Digital Image Systems, 1973-1977**

Directed development and promotional activities for three successful worldwide new product introductions in high-technology computerized digital image processing fields for use in detection and evaluation of heart disease.

**GENERAL ELECTRIC MEDICAL SYSTEMS, Sales Engineer, X-Ray and Cobalt Therapy Products, 1970-1973**

Responsible for sales of sophisticated medical imaging products. Turned a vacant territory into one of the best and most profitable in the U.S. in two years.

**MARQUETTE ELECTRONICS, INC., National Service Engineering Manager, 1968-1970**

Duties with this electrocardiograph instruments company included product and interface design, field service management, and training.

***MILITARY EXPERIENCE:***

**UNITED STATES ARMY SECURITY AGENCY, 1964-1968**

Received Honorable Discharge after four years of service, achieving rank of Staff Sergeant (E-6), Non-Commissioned Officer in Charge of U.S. Crypto-Security Installation at Chitose, Japan. Also received Viet Nam Service Medal.

***EDUCATION:***

California State Polytechnic University, Pomona, California, 1971-1975, Studies toward B.S. in Business Administration

University of Wisconsin, 1968-1970, Studies toward B.S. in Electrical Engineering

***PROFESSIONAL EDUCATION:***

American Society of Appraisers "Principles of Valuation, Machinery and Equipment" courses, ME-201, 202, 203 & 204, each consisting of intensive four-day sessions with exams, 1989-90; American Society of Appraisers "Litigation Support" course, October 1990; ME-216 "Modeling" December, 2011.

Uniform Standards of Professional Appraisal Practice course, May 1994, Updated January 2011

American Society of Appraisers "Business Valuation, Appraisals of Small Businesses and Professional Practices" course, BV-205, October 1995; "Introduction to Business Valuation" course, BV-201, March 1996.

American Society of Appraisers "Appraisal Review and Management" course, ARM-203, Review of Business Valuations, February 2011; ARM-201, Review of Machinery & Equipment, Personal Property, Gems & Jewelry, April, 2011.

Recertification as Accredited Senior Appraiser, American Society of Appraisers, January 2011.



***PROFESSIONAL ACHIEVEMENTS:***

American Society of Appraisers, State Director, Illinois, July 1997 through June 1998

American Society of Appraisers, President, Chicago Chapter, March 1996 through June 1997

American Society of Appraisers, Accredited Senior Appraiser, 1991 through present

Panel of Commercial Arbitrators, American Arbitration Association, Member

American Bar Association, Associate Member

American Society of Appraisers, Region Governor, July 2004 through July 2009

***PERSONAL DATA:***

Born January 19, 1946, 6'1", 190 lbs., excellent health.

***PUBLICATIONS:***

"A Guide to the Non-New Market--How to Successfully Buy and Sell Second-Market Imaging Equipment," RNM Images, September 1983.

"For What It's Worth," Medical Imaging, June 1994.

"Diagnosis of Fair Market Value: Appraisals of Medical Equipment Under Health Care Reform," Advance for Administrators in Radiology and Radiation Oncology, August 1994.

"The ABCs of Leasing Medical Equipment," Advance for Administrators in Radiology and Radiation Oncology, January 1995.

"Physician Practice Acquisitions and Mergers: Medical Practice Valuation," with Tom Bennett, Missouri Medicine, February 1995.

"You Need Help Sorting Through Equipment Contract Mumbo-Jumbo: Who You Gonna Call?" Advance for Administrators in Radiology and Radiation Oncology, February 1995.

"Here's Help with Financing Decisions," Advance for Laboratory Managers, March 1995.

"Beware the Wrath of Soft Costs When Financing Equipment Acquisitions," Advance for Administrators in Radiology, August 1995.

"Leasing Medical Equipment: The Rules of the Leasing Game," Advance for Managers of Respiratory Care, February 1996.

"Medical Equipment Leasing, Part 2," Advance for Managers of Respiratory Care, March 1996.



“Not as difficult as it sounds: Obtaining fair value for your practice,” Family Physician, Illinois Academy of Family Physicians, July/August 1996.

"The Role of the Professional Equipment Appraiser in Professional Practice Valuations in Divorce Cases," Valuing Professional Practices and Licenses, A Guide for the Matrimonial Practitioner, Aspen Publishing, Fourth Edition, 2003.

***SPEAKING ENGAGEMENTS:***

American Society of Appraisers, International Conference, 1991, 1994, 2000, 2010, 2012

Medical Imaging Exposition, Speaker, 1995 & 1996

Illinois Academy of Family Physicians, Speaker, 1996

HealthTech '98, Speaker, 1998

Equipment Leasing Association, Speaker, 2003, 2007 (2)

ASA Chicago Chapter, Speaker, 2003, 2005, 2007, 2009

***EXPERT TESTIMONY (last five years):***

BOARD OF REGENTS OF THE UNIVERSITY OF WISCONSIN SYSTEM v. DR. VICTOR A. SKRINSKA, Case Number 03-CV-4334, Dane County Circuit Court, Madison, Wisconsin. Trial testimony, Milwaukee County Circuit Court, Milwaukee, Wisconsin, May 25, 2004, for Plaintiff.

ST. PAUL FIRE AND MARINE INSURANCE CO. AND BECKMAN COULTER, INC. vs. PAW-PAW'S CAMPER CITY, INC., Cause Number 1:01cv365BrR, U.S. District Court for the Southern District of Mississippi. Deposition, November 18, 2004

Long Island Health Associates Corp. v. Travelers Property Casualty Co., Adversary Action No. 05-0843 (Bankr. S.D.N.Y.). Deposition November 2, 2006

Bankruptcy of Golf Diagnostic Imaging Center L.P., US bankruptcy Court, Northern District of Illinois, Case No. 08BK12908, for First Bank, Mount Prospect, Illinois, Creditor, Deposition, July 7, 2008

Diagnostic Leasing, Inc. v. Blocker Transfer & Storage Company, Thirteenth Judicial Circuit Court, Hillsborough County, Tampa, Florida, for Fireman's Fund Insurance Company, Deposition December 1, 2008