

Resume

Rick Merante

Industrial Business Development Consultant

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www.armerante.com

Objective

I am Rick Merante, an Industrial Business Development Consultant with 50 years of hands-on experience helping Industrial Contractors and Equipment Manufacturers unlock new opportunities across the West Coast industrial market. I specialize in opening doors, building key relationships, and providing strategic Business Development and Consulting services that accelerate market access and drive measurable results in the U.S. and Canada.

Summary Background

Over 50 years of industrial construction experience in; power generation, landfill / gas, oil & gas, refinery, petro-chemical, water, wastewater, aerospace, food & beverage, cement, mining, pulp, & paper, and have the skills to help your company's efforts in the industrial market in California and throughout the U.S.

I have contacts with key leaders and decision makers in the following industries:

Power Generation
Renewable Energy
Geothermal
Solar/ CSP
Biomass & Bio Fuels
Landfill Gas
Hydro Power
Petro-Chemical
Refineries
Cement & Mining

Food & Beverage
Pulp & paper
Water & Waste Water
Steel
Pharmaceutical
Automotive
Institutional / Colleges
Healthcare / Hospitals
Federal / Government
Aerospace

Education

Alemany High School : Mission Hills Ca

LA Trade Tech – General/Metallurgy & Welding

Southern California Pipetrades Trades Training Center ; Compton Ca

Management Action Program (MAP)

Various Safety Classes/Seminars

Various Management Seminars

50 Years as President of A. R. Merante Corporation

Certifications

California State Lic. Board : Registration / Certification (www.cslb.ca.gov)

Contractor's License No. (A) General Engineering : C -4 Boiler Hot Water Heating & Steamfitting :
C-36 Plumbing

Personal Lic.: 369040 – Inactive & in Good Standing

A.R. Merante Corporation: Lic.#: 839827 – Inactive & in Good Standing

Professional Experience

- 1972 – 1976: Various Companies in the Industrial Sector
- 1976 – 2025 - A.R. Merante Corporation - President (www.armerante.com)

A.R. Merante Corporation

President /CEO

Santa Clarita, CA 1976 - 2026

- General industrial contractor specializing in projects ranging from \$50,000 to over \$20M.
- Recognized as an expert in facilitating process change and implementation through training, mentoring, and motivation of operating staff and management teams.
- Challenged to introduce the systems, processes, and operations to support expansion and improve financial performance.
- Demonstrated success with a fast-paced, entrepreneurial, and customer-driven organization. Strong planning, organizational, and estimating skills while keeping a sharp eye on the bottom line.
- Proven ability to identify, repair, analyze, and solve problems quickly, ensuring project is always within budget and on schedule. Interpret blueprints, manuals, and specification requirements.
- Scope of responsibility was diverse and includes job walks, pre - job meetings, preparation of prime bid packages, as well as the complete project management cycle from initial design and estimating through planning, scheduling, change orders, and site supervision.
- Handle materials planning, purchasing, vendor contract negotiations, and inventory control. Coordinate project scheduling to minimize impact upon daily business and operations.
- Thorough knowledge of bidding process and building codes. Estimate projects for public and private work in the Industrial, HVAC, plumbing, and pipe trades.
- Work with commercial, industrial (water and sewage treatment plans), power plants, refineries, aerospace, institutional, hospitals, schools, military, state, federal, and private projects.
- Drive forward new business development through direct sales, marketing presentations, and proposal development.
- Created, implemented, and managed productive marketing programs for tangibles and intangibles. Customer-driven focus: built strong business partnerships, maximized account retention, and improved customer loyalty.
- Team oriented: recruit, motivate, and manage productive sales/project teams. Good communication and interpersonal skills.

Safety

TWIC Card – Homeland Security Clearance

RSO Card – Refinery Safety

IS Net World , PIC's, Browz Training

DMV – Read Out – upon request – Clean Record

Professional Societies/ Affiliations:

Associated General Contractors (AGC)
(WSPA) Western States Petroleum
Association
Geothermal Energy Association (GEA)
American Petroleum Institute (API)
(AWMA) Air & Waste Management
Association
(LMOP) Landfill Methane Outreach
Program
American Welding Society & ASME
MCAA Mechanical Contractors
Association

Power Association of Northern California
United States Tennis Association (USTA)
United States Golf Association
(SCGA) So - California Golf Association
Sand Canyon Country Club Member
GHIN # 10640602 5.4 Handicap Index
Harley Owners Group (HOG)
Oak Tree Gun Club
National Rifle Association (NRA) Knight's
of Columbus
Local 250 (Retired) Steamfitter, Los
Angeles, Ca