



EDWARD G. DETWILER, ASA
RESUME OF PROFESSIONAL EXPERIENCE

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

Incorporated in 1995 following the company's growth from a single professional appraiser to a firm employing experts in a variety of fields to serve the many needs of our clients in the medical and other high-technology areas.

- 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 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 the following areas:

- Management of day-to-day operations of foreign and domestic equipment sales, engineering and product management activities.
- Technical and financial appraisals of high-value, high-technology products.
- Arbitration of disputes between parties, including those too closely related to achieve fair value conclusions in product liability, financial reorganizations and other cases.

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

Uniform Standards of Professional Appraisal Practice course, May 1994

American Society of Appraisers "Business Valuation, Appraisals of Small Businesses and Professional Practices" course, BV-205, October 1995



American Society of Appraisers "Introduction to Business Valuation" course, BV-201, consisting of intensive four-day session with exam, March 1996.

Many additional courses of a technical nature, including those offered and required by the organizations listed above.

Recertification as Accredited Senior Appraiser, American Society of Appraisers, January 2001.

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
- Panel of Commercial Arbitrators, American Arbitration Association, Member
- American Bar Association, Associate Member
- American Society of Appraisers, Region Governor, July 2004 through present

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, Fourth Edition, 2003.

SPEAKING ENGAGEMENTS:

- American Society of Appraisers, International Conference, Speaker, 1991, 1994, 2000
- Medical Imaging Exposition, Speaker, 1995 & 1996
- Illinois Academy of Family Physicians, Speaker, 1996
- HealthTech '98, Speaker, 1998
- Equipment Leasing Association, Speaker, 2003
- ASA Chicago Chapter, Speaker, 2003

EXPERT TESTIMONY (last five years):

TRAVELERS CASUALTY AND SURETY COMPANY f/k/a THE AETNA CASUALTY AND SURETY COMPANY vs. WATERTOWER SURGICENTER CORPORATION, et. al., Case Number 97 L 51309, Cook County Circuit Court, IL. Trial testimony, February 16, 1999, for Plaintiff.

WILLIAM ZBELLA vs. LAURA ZBELLA, Case Number 45D05-9807-DR-1503, Lake Superior Court, Indiana. Trial testimony, October 6, 2000, for Petitioner.

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.