

Curriculum Vitae

K. Miles Kennedy

Profile

Miles Kennedy's strong work ethic and well-balanced approach provide the basis for success. Throughout his work history, studies and extra curricular activities, Miles' leadership abilities, commitment to teamwork, strong interpersonal skills as well as his capacity for hard work have consistently made him a top performer. His broad experience in the field of high technology along with his in-depth understanding of business, marketing and management principles make him an excellent candidate for many positions of responsibility.

Work Experience

HousAll Systems Corporation

March 2007 to present: As Founder, Chairman and Chief Technical Officer, I am responsible for helping to set the company's path and goals as well as that of the HousAll Shelter System technology.

Look North Products Inc.

March 2005 to August 2008: As Founder and President, I lead the development of the CanaTube Shelter System (now called the HousAll); a low cost, long life form of temporary housing for people, animals and goods. The Company is currently in the process of commercialization and has entered into a Licensing Agreement with HousAll Systems Corporation to market the Company's technology worldwide on an exclusive basis.

UltraLight Floating Objects Inc.

June 2002 to present: As Chairman and Founder I successfully lead the Company in the development and sale of an Award Winning Design for underwater lighting. In 2004 the GlowBuoy and BeaconBuoy won a Silver Medal in the National Post Design Exchange Awards



NATIONAL POST
DESIGN EXCHANGE AWARDS
2004 SILVER MEDAL WINNER

In 2005 they won a Silver Medal in the prestigious Business Week Magazine Industrial Design Excellence Awards



competing against 1,400 consumer products from around the world. The GlowBuoy and the BeaconBuoy were sold to Ameriform Products Inc. on a Royalty Program in 2005 with annual production commitments in excess of 50,000 units per year and a long term contract.

Due North Inc.

September 1997 to June 2002: As Founder I concentrated on developing the Company's concept and business plan and securing the required investment capital, as well as Strategic and Joint Venture Partnerships to bring the concept to market.

Be Your Own Brewmaster (BYOB) Ltd. and Be Your Own Vintner (BYOV) Ltd.

October 1993 to 2000: Co-Founder of Ottawa's finest "Brew on Premise" establishments (four stores). I was responsible for all marketing activities of the business as well as all business planning and was nominated for the Entrepreneur of the Year (National Awards) in 1995 and 1996 by the Bank of Montreal.

CTMG Canadian Technology Marketing Group Ltd.

February 1993 to October 1993: Director of International Sales and VAR Marketing. Responsible for signing SoftQuad Inc., Avalanche Development and Westinghouse Information Systems as Vars for CTMG's SGML Text Database Management System. I left CTMG to concentrate on BYOB and BYOV.

Royal LePage Commercial Real Estate Ltd.

August 1991 to November 1992: Commercial Sales and Leasing Representative. Left Royal LePage to re-enter the High Tech sector and concentrate on completing the business planning for the establishment of BYOB Ltd.

Delrina Corporation, Carolian Systems Division

June 1986 to August 1991: Vice President of Sales and Marketing. Responsible for territory sales and marketing plans as well as goal achievement. While at Delrina I was personally responsible for many of the company's major sales of system software including: PerForm, PerForm Pro, systems performance monitors, resource and capacity planning systems, network control systems, print spooling software, etc.

Wang Canada Limited

May 1979 to June 1986: Senior National Account Executive. I was responsible for sales of the full Wang product line including all hardware and software. During my 7 years with Wang I attained Achievers Club status 5 years in a row and 2 years in the President's Club; limited to the top 80 performers in the World.

Algonquin College
(School of Business)

1984 and 1985: Teacher; 'Professional Selling Skills' in the Continuing Education Program.

Pitney Bowes of Canada Limited

September 1977 to May 1979: Promoted from Sales Representative to Assistant Branch Manager after 11 months with the company. I was responsible for the sales of the full line of mailing equipment as well as photocopiers and paper handling equipment to commercial accounts.

K&K Swimming Pools

April 1973 to September 1977: Co-Founder/Operator of the company installing swimming pools for other companies in the Ottawa area including: Aqua-Scene, Sears Canada, Mermaid and Poolarama. Employed 5 crews of 3 workers each summer (4 years) and sold the business to my partner one year after completing my schooling.

Education

Post Graduation: 1000's of hours of training provided by Wang Canada Limited, Delrina/Carolian Systems as well as CTMG in various aspects of the high technology field including but not limited to:

- Computer Architecture
- Systems and Application Software
- Network Architecture and Applications
- Database Systems
- Communications Technology
- Professional Selling Skills
- Marketing and Management
- SGML Applications
- Database Publishing

Algonquin College

(School of Business): Three Year Marketing and Management Double Major.

Carleton University: One year Faculty of Arts studying Psychology.

Personal Data

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References:

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