

## **Philip S Fullam**

I have been active in lure coursing since 1977. I gained my ASFA judging license in 1982, and was grandfathered in as an AKC judge. Several years ago, I started open field judging in New Mexico. I have held several AFA judges seminars, and have also trained lure operators in several states.

I was elected First VP of ASFA in 2016, and then moved over to the CFO position in 2018, I was elected President of Albuquerque Whippet Fanciers Association six years ago, and still hold that position.

Professionally I am a licensed Professional Engineer (active licenses in Ohio and New Mexico). My day job, newly started after being recalled from retirement, is General Manager of a manufacturing facility in Albuquerque. Additionally, I continue to do engineering consulting, and just recently formed a new business to design and manufacture trophies. (See our work from the BOB and Gillette Stake trophies from the 2017 & 2018 IIs)

My management philosophy is to listen first, understand, define the problem, and then seek a solution. As a design engineer I try to avoid the pitfall of a solution in search of a problem. If I assume a solution before I define the problem, I will likely exclude consideration of potentially better approaches. Many times, when I am working with a client, I have to refocus them on defining what the real problem is, not what they want the solution to be. This is a delicate task, as you don't want to offend the customer (who pays the bills) but at the same time I will not sell them a solution that won't work.

ASFA is facing some serious problems over the next several years. We need to clearly state what the core problems are, and seek extraordinary solutions so that this very valuable organization can succeed for the long term. We have the talent, we have the desire, and we need the leadership to make hard and good decisions.

### **Education**

- 1971 Stevens Institute of Technology, Hoboken, N.J.  
Bachelor of Engineering, Mechanical Engineering Machine Design
- 1979 University of New Mexico, Robert O. Anderson School of  
Management, MBA Program 3.2 GPA