

## PEOPLE ON THE MOVE

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### Spotlight

One doesn’t automatically associate Silicon Valley with huge tankers crossing the world’s oceans, but the new CEO of a Sunnyvale-based company says his company — a market leader in that very arena — is a “well-kept secret.”

Vincent “Skip” Vaccarello, the new president and CEO of Applied Weather Technology (AWT) said he was attracted to his new post by the intriguing nature of the business and the caliber of the company’s employees.

He said AWT helps promote worldwide commerce and route big ships around the globe but has done very little marketing of the company up until now. “We’re in touch with the captain every few hours,” Vaccarello said. “Our software tracks the weather and simulates the wave size, and we constantly monitor ships all over the world.”

He estimates a ship burning 200 metric tons per day can save between 4 percent and 8 percent of fuel on its journey. Fuel costs \$500 per metric ton, so the savings is huge. “In one year, it’s the equivalent of getting 150,000 automobiles off the road in terms of carbon emissions savings,” he said.

After growing up in Boston and graduating from Harvard University with a degree in economics, Vaccarello came to Silicon Valley in 1979 with VisiCorp Inc., which developed the first spreadsheet.

In addition to his time at VisiCorp, Vaccarello has nearly 30 years of executive-level management experience in Silicon Valley with companies such as Communications Solutions Inc., 3Com Corp. and The Saratoga Group, a company he co-founded.

“AWT has been in business since 1996, and the entrepreneurs did a great job taking advantage of the marketplace opportunities,” he said. “At this stage, the company really needed someone who could help in the planning process and who knows from an operational point of view what’s needed to run a company.”

He lives in Los Altos with his wife of 30 years. They have two adult daughters. Vaccarello is deeply involved in his church and helps lead the Silicon Valley prayer breakfast once a year. His other passions are tennis and basketball.