

## **W. GEORGE RHODEY, P. Eng.**

### **EDUCATION**

BA Sc., MA Sc. (Chemical Engineering) University of Waterloo (1968,1970)

### **PROFESSIONAL MEMBERSHIPS**

Association of Professional Engineers, Geologists, and Geophysicists of Alberta

Strategic Leadership Forum

### **COMPANY AFFILIATIONS**

Corrillo Resources Limited

Mentor Marketing Ltd.

Cadd Office Corp.

### **EXPERIENCE**

Diverse and extensive background in oil and gas, petrochemical and chemicals industry in operations, corporate and marketing

### **WORK HISTORY**

RHODEY & ASSOCIATES INC. 1992 - Present Calgary AB and Come By Chance Nfld.

Consultant: Oil, NGL and petrochemical strategy and business development work for Koch, Ecopetrol, Canadian Occidental, Numac, PetroCanada, Pacalta (Ecuador), POCO, PetroVietnam, Novagas Clearinghouse Ltd., Summit, Suncor, Alberta Government, China South West Petroleum Institute, and others. Expert witness behalf PetroCanada for Gulf Strachan AEUB Hearing on processing Nova common stream at field plant.

Technical Director: Newfoundland Refining Ltd. Responsible for production planning, product quality laboratory, process engineering, marketing, environment and economic planning of 105,000 BPD East Coast refinery.

Business Development Advisor: Upside Engineering Ltd. Responsible for market development activities

PETRO CANADA, 1980 - 1992 Calgary AB and Empress Plant

NGL and Sulphur Marketing, Senior Development Specialist,

Supply Manager, Sales Project Manager

Empress Gas Plant, Technical Manager

Refined Oil Product Supply, Product Supply Specialist

COMBUSTION ENGINEERING OPERATING ASSOCIATES, 1978 - 1980 Monrovia, Liberia, West Africa

Manager Supply and Distribution, Production Planning Superintendent

SYNCRUDE CANADA LIMITED, 1976 - 1978 Fort McMurray, AB

Senior Process Engineer

PROVINCIAL REFINING COMPANY, 1973 - 1976 Come by Chance, Nfld.

Production Planning and Economics Supervisor, Offsites Supervisor, Process Engineer

CANADIAN INDUSTRIES LIMITED, 1969 - 1973 Montreal, PQ and Hamilton, ON

Technical Services Supervisor, Technical Services Engineer

## **WORK ACTIVITY**

### **Business Development**

- Co-developed long term strategy for major pipeline investment (\$500 million) to transport NGL's from Alberta.
- Developed business strategy for handling South American heavy crude using Latin American technology.
- Developed business strategy for engineering company expanding revenue four times over two years and implementation of value added focus.
- Co-developed long term downstream strategy for Canadian East Coast.
- Co-developed long term strategy for MTBE investment (\$375 million) for major international oil company.
- Co-developed and implemented a long-term strategy for a major company business (70,000 BPD ethane, propane and butane) which resulted in purchasing ICG Propane (\$265 million), participation in a world scale MTBE plant (\$375 million) and a central NGL fractionation (\$176 million), and propane marketing diversification adding \$600+million NPV12.
- Developed supply alternative for the Quebec LPG market resulting in a novel joint venture arrangement among producer, transporter and consumer. Company leader for the ensuing \$250 million capital project involving pipelines, caverns and automated truck loading terminals.
- Initiated discussions with the Finnish National Oil Company (Neste Oy) and secured corporate leadership to build a joint venture MTBE plant. Developed offshore delivery terminal in the Pacific North West utilizing existing infrastructure and saving \$10 million in capital.
- Co-developed strategy for petrochemical development of Canadian east coast oil and gas production.

### **Management**

- Managed technical, production planning and economics (825+ million/year) product quality and environmental aspects of 105,000 BPD refinery.
- Managed head office market development activities for a large marketing group culminating in various projects including automated propane truck loading terminals (\$1.5 million), LPG pipeline expansion (\$2.5 million) and tie-in of proprietary pipeline to a common carrier (\$1.0 million) thereby adding \$10+million NPV12.
- Managed marketing group acquiring 60,000 BPD C2 + (\$900 million/yr.) from straddle (gas supply portfolio of 200 MMSCFD) and field plants in Western Canada including an additional 10,000 BPD innovative joint supply arrangement with a strategic producer.
- Managed 35 people in the technical and LPG pipeline operation divisions for a world scale gas plant (2.4 billion SCFD) and distributing complex (16,00 BPD, 1 million Bbl storage, 7 sales terminals) having an annual controllable budget of \$22.5 million.
- Managed a lubricating oil warehousing operation with annual budget of \$1.5 million.
- Managed and provided direction to offshore refinery (18,000 BPD) operational group (31 people) responsible for truck loading, offsites, storage, marine vessel terminal, pipelines, yield accounting, production planning and product specification and quality testing.
- Directed group responsible for refinery (105,000 BPD) production planning, economic optimization, (\$825+ million/yr.) yield accounting and product quality control.

**Corporate Development**

- Administered a NGL Supply and sales forecasting system evolving the process into an analytical Linear Programming model for the North American LPG system with a company specific optimizer.
- Developed computerized yield accounting and overall balance model for refinery oil movements for a personal computer.
- Developed, co-ordinated and implemented a computerized production scheduling oil movements and reporting system for a tar sands mining/refinery complex (120,000 BPD).
- Established a computerized linear program optimizer to provide guidance to utility operations promoting saving up to \$5 million/year.
- Established yield account oil movements and product quality control procedures for a new refinery (105,000 BPD) operation.
- Co-developed air and water emission control programs and engineered pollution abatement projects (\$15 million) to maintain compliance with regulations (Mercury, water effluent, sulphuric acid plant emissions) for two large complexes (800 people) producing industrial chemicals, pesticides, fertilizers and explosives.
- Co-developed, designed and engineered a continuous production process for zinc chloride marketed world-wide.

**Marketing**

- Co-negotiated refined oil and LPG products sales contracts for 105,000 BPD refinery.
- Co-negotiated the purchase of 49% of a mid-size West Coast refinery (\$95 million) and a 15,000 BPD crude processing agreement (\$500 million/yr.).
- Co-negotiated supply of western Canadian 25,000 BPD refined oil and lubricating products business (\$750+ million/yr.).
- Directed the Liberian nation's overall supply and distribution (18,000 BPD, \$620+ million/yr.) of refined oil products to optimize and meet the nation's energy requirements while satisfying the national government objectives.

**Operations**

- Co-administered a world scale (2.4 BSCFD) gas plant's re-focusing on environmental and regulatory operational aspects; implemented measures involving capital expenditures (\$3 million) and revised operational procedures.
- Commissioned and provided start-up process unit advice to successfully bring major refinery (105,000 BPD) on-stream prior to critical decision date.

**Training**

- Co-developed and instructed management, technical and operational training programs for large and professionally diverse groups resulting in placing Liberian nationals in 60% of the management positions.
- Co-developed and delivered operational and technical training programs to train locally hired personnel to commission, start-up and operate a major refinery (105,000 BPD).