

Michael Sachs
External Consultant

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Qualifications B.Sc.(Chemistry & Chemical Engineering), Member Institute of Energy

Education Edinburgh University and Heriot Watt CAT
B.Sc in Chemistry and Chemical Engineering

Date of Birth 24 January 1945

Languages Dutch, Norwegian, French and a little Swedish, German, Spanish and Russian.

Current Activities Since 2002 I have been active as an independent consultant to the downstream oil industry in which I have extensive experience in all aspects of refineries and oil terminals from engineering to general management, and specialise in planning, optimisation and operation of refinery offsites and terminals, tanks farms, blending loading and unloading installations. I offer a results based service to bring these activities to peak performance, including design bases for new installations, recommendations for rationalization and modification of existing installations, and training, advice and help with implementing improved planning, operation, maintenance, control, and custody transfer and management documentation.

Career Profile

I spent 23 years in BP, mainly in the refining function, and in refining and supply related functions within the corporate head office, before leaving to join Statoil for 3 years in similar roles. I then became General Manager of a small independent oil refining and distribution business, leaving after 10 years to join a process consulting company, from which I retired in 2002.

2002 - 2006

Consultant

I have participated in an extensive strategic study for Pemex downstream, covering refinery offsites, terminal operations and distribution facilities and optimisation. Also for Pemex I have carried out a study into the optimum location for a new Petrochemical complex, considering distribution and synergy with existing facilities. For Coastal Aruba I carried out a refinery offsites rationalisation study and for Irving reviewed their offsites structure and performance. For the International Development Bank I have advised on the potential location of a new refinery in Central America. By arrangement with KBC, I acted as client liaison for their projects in Kuwait, Kazakhstan and Russia, supervising the implementation of operational profit improvements. I have also given a number of training courses on refinery offsites operation in Kuwait, and acted as an expert witness in disputes involving the quality of shipments and business interruptions due to delays in engineering supplies.

1997 - 2002

KBC Process Consulting, UK – Vice President

I participated in a Profit Improvement Program as the production planning specialist for a Greek refinery, managed the start-up of KBC's office in the Netherlands, and coordinated a multi-refinery Profit Improvement Program in South East Europe, one in Kuwait and one in Spain. The work in SE Europe involved the valuation and assessment of the re-start of war damaged refinery, including inspecting the state of the equipment, the costs and efforts involved in refurbishing and re-commissioning, and the recruitment and training needed to make this possible. Latterly I managed KBC's Implementation service, which places engineers at client sites to assist them in realising improved profits from minor investments and operational changes. I subsequently developed KBC's capability and offerings in the refinery offsites area.

1988 - 1997

Belgian Refining Corporation - General Manager

I took over the management of BRC and its associated distribution terminal, while it was refurbishing and re-commissioning after a three year shut down for economic reasons. This involved managing both the novel and challenging technical and engineering issues which arose during such difficult exercise, as well as all the other administrative, commercial, legal, safety and environmental

problems of bringing a business back to life. I successfully turned round the company which had been running with substantial losses so that by 1992 it was a commercially successful independent oil refining and distribution operation, with some 220 employees and a turnover of about \$600M. This was achieved during a deep economic recession in the industry. I then initiated and managed the purchase, transfer and rebuilding of a second hand process plant designed to further enhance the refinery economic performance.

1986-1988

Statoil, Norway

I was responsible for downstream business development, and played a major role in the \$300M evaluation and purchase of a downstream oil company and its integration into the corporation while retaining the full commercial independence of the operating entities.

1963-1986

British Petroleum

I benefited from a progressive career development path which gave me a wide functional experience of the downstream oil industry, involving extensive assignments abroad including the Netherlands, Sweden and Singapore. This included periods spent in refinery process engineering, operations, maintenance and production planning

1980-1984

Led the coordination of the production interests of an extremely diverse group of shareholding companies in a Singapore joint venture refinery.

1976-1980

In charge of a team in London responsible for developing and marketing refinery information technology, successfully initiating major sales to third parties as well as to BP affiliates.