



ROBERT D. GIVEY

SUMMARY

Extensive experience in Project Management and Project Engineering, that led to technical and commercial success of U.S. and foreign projects in the following industries: petroleum-refining, chemical engineering, natural gas, utility, and steel. Active in designing desulphurization facilities, and arranging contracts for coker units, heaters and drum-bottom unloading systems. Many were first-of-a-kind projects involving engineering, procurement, construction, and start-up, using proprietary and licensed techniques. The success of these projects was further complimented by exceptional proposal and negotiating techniques. Presented and negotiated with numerous U.S. and foreign agencies, which is evidenced by bids and negotiations of contracts valued at more than \$2 billion.

PROFESSIONAL EXPERIENCE

LXDE Corporation
Monroe Township, New Jersey

2005 - Present

Consultant

Consultant to engineering and construction industry.

Foster Wheeler USA Corporation
Clinton, NJ

1980 - 1999

Project Manager, Proposal Manager

- Directed the overall sales support for Foster Wheeler's Moscow office in identifying, bidding and negotiating contracts for projects in Russia valued at more than \$ 20 million, over the course of five years. Managed all home office activities, with special emphasis on acting as a client liaison to the Russian petroleum refining industry.
- Managed the basic design and subsequent detailed engineering phase of revamped delayed coker unit for refinery in Russia. Negotiated contracts for state-of-the-art coker heater and coke drum bottom-unloading system.
- Developed departmental procedures leading to FWUSA ISO 9001 certification.
- Prepared the winning technical and commercial proposal for the first major FW Korean refinery project in nearly ten years, while evaluating local engineering contractors.
- Organized the proposal and negotiations with US EPA for the operation of the Environmental Emergency Response Unit in Edison, NJ. This effort led to the award of a \$120 million contract for FW's new environmental business unit, Enviresponce.
- Prepared a lump sum bid for a sulfur plant in Holland through the FW Madrid office. Coordinated work among six FW affiliates, including site visit, vendor prequalification, modular design alternate and financing aspects. Organized client bid review team presentations to meet owner's technical and commercial requirements.
- Prepared prequalification, technical, and commercial proposals for a state-of-the-art petrochemical complex in Nigeria. Conducted negotiations that led to a contract for the FW U. K. office.

Chemical Construction Corporation

Project Manager

1976 - 1980

- Assigned to an affiliate office to design a power station flue gas desulphurization facility. Instituted procedures and organizational changes, which drastically improved project team performance. Coordinated work among seven U.S. locations. Achieved a successful operation through utilizing specialists in civil design, estimating, training, and start-up to augment existing staff.
- Managed the engineering and procurement of a lump sum turnkey coke oven gas desulphurization project for a U.S. steel company. Coordinated work with client and third party contractor targeting congested plant areas. Initiated field-staffing effort, which resulted in successful start-up and profitable contract.

Proposal Manager

1970 - 1975

- Assigned in Brussels, Belgium to a multi-national consortium bidding for a \$ 1 billion LNG facility in Algeria. Provided continuous liaison between New York, Brussels, and Algiers during two years of client negotiations, which eventually lead to contract signing.

Project Engineer

1961 - 1970

- Coordinated engineering, procurement, and construction of a high-pressure acetic acid plant based on foreign licensor technology. Pioneered the use of a scale model as a design tool. Prepared operating instructions and directed a successful start-up.
- Translated TVA technology into a basic engineering design package for a mixed fertilizer plant in Japan. Led start-up team and resolved field problems so that plant met its specifications, and was accepted by client.

EDUCATION

M.S. (ChE) Cornell University
B.S.E (ChE with Honors), Princeton University

PROFESSIONAL AFFILIATIONS

American Institute of Chemical Engineers (Member since 1967)
International Who's Who of Professionals (1997)
Registered Professional Engineer in New Jersey and New York

PROFESSIONAL TRAINING

- Variety of Foster Wheeler in-house programs, AMA and Adult Education courses, including: Total Quality Management- Action Team and Quality Circle: Management and the Law; Effective Oral Presentation; Karrass Seminar-Effective Negotiating; Depart Procedures and Practices for ISO 9001 Certification; Project Execution Finance; Computer Courses; Windows, Word, Excel.
- Experience in the preparation of proposals for domestic and international clients. These clients included DOE, US AID, USTDA, DOD, and the EPA.
- Familiar with lump sum and reimbursable bidding, including prequalification.



LXDE

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