

An experienced coating specialist, with over 40 years' experience in the specification of coatings and conformance to specification for the Protective Coatings Industry. An excellent communicator at all levels specialising in Failure Analysis and Expert Witness work.

Summary

Years of Experience

44 years' experience in coating specification

Industries

- Oil and Gas – Upstream
- Oil and Gas – Downstream
- Petrochemical
- Renewables and Nuclear
- Water and Waste Water
- Infrastructure & Civil Build

Types of Facilities

- Upstream assets
- Refineries and Petrochemical Facilities
- Offshore Wind and Nuclear
- Water Treatment plants
- Rail, Bridges and Stadia

Areas of Expertise

- Pipeline internal and external coatings
- Tanks, vessels and secondary containment linings
- High heat pipe and vessel coating systems
- Fire protection
- A fundamental understanding of how to build practical, cost effective solutions for project build
- Quality assurance and conformance to specification to ensure asset is protected for the design life
- A practical understanding and evaluation of failure analysis

Qualifications

Education

Aston University, Birmingham - BSc Civil Engineering
1976 to 1980

Worcester Tech College - OND Engineering Technology
1974 to 1976

Old Swinford School for Boys - 4 O'Level's
1967 to 1974

Registrations / Certifications

Chartered Engineer Registration Number 646622
Professional Member of The Institute of Corrosion

AMPP Senior Corrosion Technologist

Member of the Expert Witness Institute

IRMII L2 Subsea Insulation Inspector

NACE - Level 1 Coating Inspector June 2013

PMI – "Project Manager" February 2009

Cranfield University - Key Account Management July 2006

Cranfield University - Finance for Non-Financial Managers
September 2003

Cranfield University - Market Planning for Global
Organisations May 2002

Publications / Presentations

High Temperature Pipeline Coatings - Pipeline
Conference, Barcelona 2001

Long Performance Tank Linings – NACE India 2004

Various Institute of Corrosion from 2001

Languages

English

Experience

I have been working on coating specifications and conformance to specification since 1980, having worked on projects in all sectors for Sigma Coatings, International Paint, Wood Group and now as an independent Consultant. My experience is widespread, from building effective Specifications to Failure Investigations and acting as Expert Witness should the claim be elevated.

In the last 10 years I have worked on a number of high-profile projects where a failure of the coating system has resulted in a dispute between the Client and the Engineering House or Applicator. Projects in Indonesia, NW Australia, Kuwait, Qatar, Iraq, Chile and across the UK. This is a particular skillset which requires a high degree of focus and an investigative mind to establish the root cause of failure and to be able to explain that failure in practical language that a Tribunal will understand.

Having been coached by professionals in the field of Expert Witness is a great bonus if the dispute escalates to the legal system.

I am also involved in developing practical solutions for Oil & Gas, Petrochemical, Mining and Infrastructure assets that will meet the design life requirements without using standard "gold plated" solutions, the use of lined CS to replace CRA for example.

Employment History

Corrosion Integrity Management Ltd
Coatings Consultant
January 2017 to present



CIM is formed to deliver meaningful corrosion protection services to the industry. It's the practical knowledge of coatings, linings and fire protection that assists CIM in delivering systems that work in today's modern project build. An in-depth knowledge of corrosion, materials and system selection, application and inspection to offer practical corrosion control services. An understanding of Materials Selection is essential as projects often include application to a CRA or replacement of CRA with CS that is lined for aggressive service, as a more cost effective option.

An understanding of how yards and mills operate and the fabrication/construction process which is all important in designing systems that will meet the requirements and the cost constraints put upon the industry.

The vast majority of the work being carried out at CIM uses that expertise and knowledge in the field of Failure Analysis and Expert Witness work. Please see the CIM website for further details www.c-i-m.co.uk

CIM are active on a number of networking platforms focusing on The Institute of Corrosion. Specifically driving the development of the ICorr Young Engineers Programme, The Route to Chartered Status and the further development of the ICorr training programmes.

AkzoNobel (International Paint)
Key Account Manager (2016 to December 2017)



AkzoNobel (International Paint) part of the Global Upstream project specification team developing solutions for Atmospheric Protection, High Heat, Fire Protection, Linings and Underwater systems on global projects.

International Paint had 2 areas of weakness which required an experienced, technically recognised person to engineer cost effective specifications through understanding the requirements of the Oil & Gas Industry;

- London;
 - Working on technical specifications with majors such as BP, Eni, Premier and Engineering Houses such as; AmecFW, Bechtel, KBR, Technip, Worley Parsons
- Asia Pacific;
 - Development of a technical team that can assist with technical specifications within the Oil & gas industry across SEA and Australia

The process was a training and mentoring program in order to develop skills to assist Engineers in building robust, cost effective solutions.

Wood Group Integrity Management
BD Manager (Jul 2013 to 2016)



Wood Group Kenny had a requirement to diversify the markets they served and required an experienced BD Manager with a technical background to meet the company's objectives. In addition to supporting the BD function DM worked on specific projects where detailed coating and lining knowledge was required.

- Identified and exploited new commercial opportunities giving the company distinctive competence in a new market sector. Identified technology partners, planned and implemented an effective approach to the market
- Developed business through collaboration with sister companies
- Use specialist coatings knowledge in pipeline and offshore related projects where appropriate and specific to projects
- Developed business with associated business partners which provide on-going continuity of work
- Marketed the training portfolio with a view to it becoming a business stream meeting the objective to repay 50% of the investment in the 1st year

International Paint, Newcastle
Global Linings Manager (Nov 2010 to Jun 2013)



International Paint acquired 2 companies and required someone with the required technical experience with knowledge of internal and external lining and secondary containment to integrate the companies and drive the technology across its business and specifically to assist the local teams technically in the Oil & Gas market.

- The development of the Global Linings portfolio
- Identification of technical requirements and test programs to meet the market requirements
- Develop an internal sales and technical service training program and implement
- Set up and run external training and seminar programs globally
- Development of the lining's tools for the sales organisation
- Key Account management support to the regional business's
- Key project coordination and specification development support to the regions
- Monthly global meetings to coordinate, monitor and drive the development of the global business

International Paint, Newcastle

Market Manager Oil, Gas & Chemical (Nov 2007 to Nov 2010)

International Paint had the technology platform but a poor focus on the downstream market across its global business. I was employed as an experienced technical advisor to identify global distinctive competence.

- Development and implementation of global strategy for the OG&C market
- Formation and management of a Focus Work Group to develop a global approach
- Development of PR materials to assist the initiative
- Key project coordination support to the regional effort
- Management of the InterPlan M&R software tool and introduction to the market
- Key stakeholder on the integration of Enviroline an acquired company
- Project lead on the development of the Linings Offer as a distinctive competence into the downstream market

SigmaKalon Group, London

Global Projects Manager (2006 to Nov 2007)

Following the Strategic Alliance with Leigh's Paints to jointly manufacture and market hydrocarbon PFP it was decided to re-organise the Marketing, Global Projects and PFP teams to create a combined management effort. Global Projects Manager in London a key focus and required an understands the specification market.

- Ensure Sigma are pre-qualified with all the owner and engineering institutions in UK
- Project scouting, negotiation and tracking of new construction facilities
- Project co-ordination between owner, engineer, fabricator to ensure the company provides a globally consistent offer
- Completion of the foundation KAM plan for BP

SigmaKalon Group (Amsterdam)

Marketing Manager – Protective Coatings (Jun 2002 to Sept 2006)

The core responsibility of the Marketing Manager involved; identification of key areas for market development, market analysis, planning and control of initiatives, development of marketing tools and communication at all levels. The management and reporting of these projects at board level was a key role in the function.

- Management and direction of the PC Marketing team within the budget provided
- Management of specific projects; Introduction of cellulosic and hydrocarbon PFP, Re-branding MPC, Global HD PC Project, Introduction of new ranges Highly Durables and Fast Cure product lines,
- Specifically the development of the Pipeline Business with expert knowledge and experience
- Development and implementation of a market plan at a local level to produce marketing initiatives on a global level
- Market and Competitor analysis resulting in the development of an appropriate database covering market size, shares and developments
- Commercial evaluation of the systems ensuring they are competitive and structured for sales force and customers
- Sales and field support including presentations to clients and conferences.
- Creation of a balanced portfolio of sales tools, approvals and certification to meet the market requirements
- Ownership of product development to meet the market demands

Sigma Coatings Ltd (UK)

Projects Manager – Oil & Gas (Aug 2000 to June 2002)

The role of Projects Manager was to maximise development within the sector which encompassed project management, marketing and technical support to the oil, gas and petrochemical industry. The position was global and requires good personnel and organisational skills, along with good marketing and negotiation expertise.

- Project scouting, negotiation and tracking of new construction facilities
- Project co-ordination between owner, engineer, fabricator to ensure the company provides a globally consistent offer
- Development of new marketing tools to develop business within the oil & gas sector
- Identification of new market opportunities, plan and implement approach globally

Pluracom Limited

Director - Marketing and Projects (Jul 1996 to Jun 2000)

Pluracom was set up to provide specialist equipment with the sale of specialist protective coatings. The company quickly became a contractor applying the material to very high standards in the pipeline industry. Experience was gained in running projects and negotiating terms.

- The development of a coating application business
- Business focused on its expertise
 - Pipeline Coating on transmission pipe
 - Tank Lining
 - Secondary Containment
- Building of an effective project team capable of work to British Gas standards
- Completion of pipeline projects providing coating, inspection and repair services
- Developed processes and procedures to include Method Statements, Risk Assessments and Quality Procedures
- Introduced the concept of selling the coating via the application equipment with technical support

Corrosion Maintenance Ltd

Managing Director (May 1990 to Jul 1996)

My experience in the coatings industry lead me to the management of a sales and distribution organisation which required some lateral thinking to market products and compete against the large paint manufacturers in the UK.

- Developed a coating distribution business with clear market direction and technical depth focused
 - Tank lining for the Water Authorities
 - Tank lining for Local Authorities and Hospitals
 - Secondary Containment for Water Authorities
- Negotiated and completed exclusive arrangements with the major suppliers
- Successfully introduced new products to each of the three market sectors creating a niche with high profit margins
- Pioneered new preparation methods to maintain the company's position within the market
- Negotiated nation-wide supply arrangements with major service industry companies
- Introduced the concept of active technical and project support on behalf of the applicator

Corroless International Limited (1980 to 1990)

Sales Director

A fundamental part of the management team, which created a paint manufacturing business, based on developing an offer with distinctive competence

- An excellent training ground in marketing within a technical environment
- The development of a very strong and loyal UK distributor network with success in targeted areas of Europe
- Assisted with the recruitment and training of distributor personnel
- Developed an ongoing training for company personnel and distributor staff
- Pioneered the concept of personnel exchange between distributors to speed up learning process/reduce training costs
- Assisted with the introduction of new products and a target marketing program
- Responsible for technical department; product failure investigation, technical assessment, application development
- **Assisted** with the development of Corroless in the Middle East and South East Asia with a six month posting to the USA to aid with the start-up of Corroless USA.

Professional History

- Corrosion Integrity Management Ltd (Jan 2018 – Present)
- AkzoNobel / International Paint (April 2016 – Dec 2018)
- Wood Group Integrity Management (Jul 2013 – Mar 2016)
- International Paint (Nov 2007 to Jun 2013)
- SigmaKalon Group, Amsterdam (Jun 2002 to Nov 2007)
- Sigma Coatings (Aug 2000 to Jun 2002)
- Pluracom Ltd (Jul 1996 to Jun 2000)
- Corrosion Maintenance Ltd (May 1990 – Jul 1996)
- Corroless International Ltd (1980 – 1990)

Personal Details

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