

ALLEN CASTEEL

PROJECT MANAGEMENT - ENGINEERING

PROFILE

- **Self-motivated** leader who can independently take a business objective, shape it, build it, and deploy it while meeting the cost, schedule, and quality constraints of stakeholders.
- Hands-on **coach** and **mentor** with a keen awareness of **team dynamics**. Sets high expectations, and creates a culture where people succeed.
- **Customer-focused** business developer who writes winning proposals, sells solutions, and drives **profitable results**.

KEY SUCCESSES

- Grew automation business and reversed losses from \$250K per quarter to \$400K per quarter profit for 5 straight quarters through business restructuring and focus on solid project management.
- Played key business development role in winning a contract to engineer 10,000 relief systems. Managed the project to 20% net margin and zero safety incidents.
- Grew program management contract by 20% year over year for 3 years through consistent customer satisfaction and expanding our scope of services.
- Founded a Christian school for street kids in Managua, Nicaragua. Responsible for fund-raising to support the school for +10 years.

WORK EXPERIENCE

Richard Industrial Group, Beaumont, TX

10/2012-Present

General Manager - Automation

Director of Operations having P&L responsibility for a growing automation business in the oil & gas, chemicals, and energy industries. Responsible for delivering engineering, fabrication, and installation services for automation projects. Cross-functional team leader.

- **Strong P&L track record** – Recognized profitable growth from a net loss to 5 straight quarters of profitability.
- **Operations Management** – Supervise and control daily operations, QA/QC, staffing decisions, forecasting, strategic planning, and developing efficiency tools. Coordinate work share with other offices. Write and win proposals. Negotiate contracts. Develop and maintain positive customer relationships.
- **Fabrication** – Coordinate engineering, procurement, fabrication, assembly, and testing of PLC control panels. Consistently meet fast turnaround schedules.

Project Manager

Management of multi-discipline engineering projects in the oil & gas refining industry.

- *Refinery Chemical Injection EP (\$1.5MM TIC)* – Planned, scheduled, and managed front-end engineering and detailed design for a new chemical injection building to meter hydrogen peroxide to refinery wastewater.
- *Sulfur Recovery Unit (SRU) Seal Leg Replacement EP (\$1.2MM TIC)* – Oversaw detailed design to replace seal legs and steam-jacketed piping.

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ENGlobal Engineering, Beaumont, TX

1/2011-10/2012

Project Manager

Management of multi-discipline engineering projects in the petrochemicals industry.

- *1.7 MM#/yr Specialty Catalyst Plant EP (\$7MM TIC)* – Scope included FEED, layout, detailed design, and procurement. Inherited this “troubled” project mid-way through detailed design. Took actions to freeze the scope, develop a schedule and estimate to complete, and negotiated secure financing with the client to complete the work.
- *50 MM#/yr Methacrylic Acid (MAA) FEED Study (\$34MM TIC)* – Managed process engineering, mechanical specs, developed the schedule, estimate and staffing plan.
- *115 MM#/yr Hydrogen Cyanide Refining Unit EPCm (\$40MM TIC)* – Managed cross-functional engineering team, design reviews, and client relationship for this complex project, which included a major retrofit of existing equipment.

Aker Solutions (Kvaerner), Houston, TX

5/2005-1/2011

Business Development / Project Manager

Focused on forming profitable business relationships with refining and chemical plants in the Houston area. Expanded existing business by designing strategic solutions to meet customer needs, wrote proposals, negotiated contracts, and won business.

- Played key business development role in winning a contract to engineer 10,000 relief systems. Managed the project to 20% net margin and zero safety incidents.

Program Manager

Managed \$20MM per year capital plan for a large chemical complex.

- Grew the contract 20% per year through consistent customer satisfaction and by expanding scope of services.
- Responsible for prioritizing projects, estimating, budgeting, scheduling, tracking progress via earned value management, and forming cross-functional project teams.
- Coordinated multi-discipline engineering projects.

Project/Commissioning Engineer

110 MM#/yr Hydrogen Cyanide Converter EPCm (\$25MM TIC) – Detailed design, commissioning, and startup. Conducted field engineering, facilitated HAZOPS and design reviews, and a lead role in commissioning, and startup.

- Plant started up and ramped to design rates on schedule with no significant issues.

Temple-Inland Paperboard and Packaging, Orange, TX

2/2003-3/2005

Process Engineer/Project Manager

Developed efficiency tracking and process optimization tools for recovery boilers, multiple-effect evaporators, demineralizers, wastewater, steam, and utilities.

- Used Statistical Process Control (SPC) to set operating targets for each process.
- Designed a condensate recovery project to save \$400,000/year.
- Designed a waste heat recovery network to save >\$1 MM/year.

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Project Manager (contract through Nalco)

Improved operating practices, coordinated maintenance, and developed long-term capital plan for wastewater treatment plant.

- Reduced BOD by 40% and reduced solids carryover to the aeration basin by 68%.
- Arranged 3rd party financing for a screw press.
- Identified 900 hp in unnecessary electrical usage.

Vulcan Chemicals (OxyChem), Wichita, KS

11/2001-2/2003

Process Engineer

Initiated cost-saving projects, process design, plant support, and PSM for membrane cell rooms and hydrogen system at a major chlor-alkali complex.

- Increased saleable hydrogen flow by 40% – \$300,000/year potential sales increase.
- Designed a waste heat recovery process – saving \$750,000/year in steam.

Casteel Consulting, St. Louis, MO

8/2000-11/2001

Process Engineer / Owner

Consultant to the mining industry during transition from mission work. Applied process optimization and Design Of Experiment to show companies how to save money and increase yields. Taught classes in Design of Experiment.

- Increased production rate and yield of milling process netting \$250K annual savings.

Street Kids' Ministry, Managua, Nicaragua

12/1998-8/2000

Missionary

Founded a Christian school for street kids, where each year 100 kids get off the streets and into a quality education, regular meals, and love. Developed the school structure, job descriptions for employees, and curriculum plans. Responsible for budgeting and fundraising for this non-profit school. Successfully transitioned ownership to the local Nicaraguan church.

James River Corporation, Berlin, NH

5/1994-12/98

Process Engineer / Plant Supervisor

Supervised power, recovery, wastewater treatment plants, and environmental test lab.

EDUCATION

Washington University, St. Louis, MO

B.S. Chemical Engineering

B.A. Biology

1994

SKILLS / TRAINING

- *PMI* (Project Management Institute) member. Will take PMP exam in 2015.
- Software – Microsoft Project, Excel, Visio, Word, Microsoft Office, SharePoint
- Voted '07 Aker Solutions "Leader to Watch"
- PLC Systems – Allen-Bradley ControlLogix / CompactLogix, GE, Siemens, Modicon