

T E A M R E S U M E S

Michael A. Turchi

Special Skills

Mr. Turchi, President of Summit Terminating Services, LLC is a highly experienced professional in all aspects of terminaling. His background includes serving as GATX's West Coast Engineering Manager and then as GATX's Corporate Director of Engineering and Operations in Chicago for which he was responsible for oversight of all U.S. and United Kingdom facilities. From GATX, he moved on to Independent Terminal and Pipeline Company (ITAPCO) in Houston, TX where he became heavily involved with entrepreneurial ownership and construction of numerous bulk liquid terminaling companies. Mr. Turchi has also served as a Vice President for TransMontaigne Terminaling, Inc. in Atlanta, GA. There he managed terminals and formed the Business Optimization and Development group responsible for third party utilization of TransMontaigne's 75 terminals and interstate pipeline systems. In 2001, Mr. Turchi resigned from TransMontaigne for the purpose of forming Summit Terminating Services, LLC.

His career has offered him extensive hands-on involvement with every component of the terminal business. He has coordinated/managed facility maintenance, conducted routine operations and safety audits of terminals to ensure complete terminal compliance, established operational procedures; recruited, managed, and trained new personnel, and managed union relations for a 100-member operations group. Also, he has overseen and managed customer service and lab groups. He has successfully managed companies with complete bottom line responsibility for finance, personnel, operations, engineering, environmental, safety, operations and business development for numerous terminal facilities. He has also recommissioned mothballed terminals in Houston, TX and designed and constructed grass roots terminals in Owensboro, KY, Mobile, AL and Sauget, IL.

Related Experience

Terminal & Pipeline Engineering/Management **Engineering Manager**
GATX Los Angeles Facilities, CA

Managed the engineering transition of Conoco's Los Angeles area marine terminal and intercity pipeline assets into GATX system.

Jet Fuel Pipeline System **Engineering Manager**
Carson, CA to Los Angeles International Airport

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Designed and constructed jet fuel pipeline system from Carson, CA to Los Angeles International Airport for LAXFUELS consortium chaired by Delta Air Lines.

Numerous Pipeline Related Projects

Engineering Manager

Los Angeles, CA

Successfully completed numerous pipeline related projects in and around the city of Los Angeles including interstate bridge crossings.

LA Basin Central Marine and Pipeline Hub

Engineering Manager

Los Angeles, CA

Designed and constructed state of the art LA Basin central pipeline hub for crude and clean products pipelines including SPPL injection facility (now Kinder Morgan) and managed engineering at three marine facilities in Port of Los Angeles.

Petroleum / Petrochemical Asset Sales & Marketing

Sales Manager

West Coast

Oversaw and managed sales and marketing of petroleum and petrochemical assets for west and pacific northwest crude, finished product and petrochemical terminals .

Terminal & Pipeline Management

Director

U.S. & U.K. Facilities

Managed operations due diligence of the terminal and pipeline assets acquired from Unitank in the U.S. and United Kingdom which included successful repair of tanks damaged in the 1989 San Francisco earthquake.

Terminal Operations

Terminal Operations Manager

Galena Park, TX

Oversaw and managed GATX's 3.9 mil. barrel unionized petroleum & petrochemical facility with 5 barge and ship docks in Houston Ship Channel.

Terminal Acquisitions & Start-Ups

General Manager

Cincinnati, OH

Purchased and successfully recommissioned mothballed terminal which included complete reassembly of the terminal and pipeline systems and securing all new clients.

Terminal Construction

General Manager

Owensboro, KY

Successfully designed and constructed new conventional products terminal which was profitable in year 1.

Terminal Management

General Manager

Various Facilities for ITAPCO in Houston, TX

Serving multi-functions simultaneously-- General Manager through Corporate Officer for seven to eight separate Subchapter S corporations (terminals), managed all aspects of the terminal to maximize customer service and cash flow while ensuring a safe and reliable operation. Among these facilities were three Brownsville terminals whose customer base

Mr. Turchi has spent the later part of his career developing and managing projects to maximize the revenue potential of assets, which usually involved a modification to the receipt and distribution capabilities of the terminal or pipeline

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consisted of major U.S. and Mexican companies including Exxon, DOW, Conoco, BP, Lyondell and the national oil company of Mexico (PEMEX).

Terminal Management

General Manager

New Albany, IN

Successfully managed the construction of a \$750,000 barge dock on the Ohio river. Successfully managed a \$2.0 million insurance claim following the 1997 Ohio River flood, which engulfed the entire petrochemical terminal with 10 feet of water.

Terminal Staffing

General Manager

Managed the recruitment and training of operations and management employees, which included an intense six to twelve month management-training program used to fill terminal manager positions.

Terminal Operations/Management

General Manager

Managed the complete operations, marketing and profitability of third party terminals via management agreements with companies and private businessmen including Memphis based MAPCO (now Williams Energy in Tulsa, OK); Texas Eastern Pipeline Company in Houston, TX; Terminal Oil Group in Madison, WI and Miles Enterprises in Owensboro, KY.

Terminal Acquisition/Management

Vice President

Following acquisition of Statia Terminals Southwest, successfully managed the transition of the 50-person multilingual work force and customer base into TransMontaigne system that met all financial goals.

Terminal Business Development

Vice President

Conducted business development efforts for Norco Pipeline system and associated terminals including the re-establishment of soured business relationships.

Terminal Operations/Management

Vice President

Baton Rouge Barge Dock, LA

Interfaced and guided engineering efforts to support new business initiatives, provided financial modeling, and prepared justification packages for new projects.

Terminal Construction

Consultant\Owner

Mobile, AL

Secured long term contract with Air Products; designed and managed products to build grass roots methanol terminal which operates as an unmanned 24 hour truck loading terminal supporting major chemical manufacturing facility. Developed and wrote all procedures and manuals and provided operations training.

Terminal Expansion

Consultant

TEPPCO

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Provided services to perform market research, project scope and preliminary cost estimate packages for terminal and rack expansion of TEPPCO's Princeton, IN conventional and LPG terminal. Turn key engineer, design and build were eventually awarded to team and were successfully completed safely and on schedule.

Terminal Operations

General Manager

Intercontinental Fuels, LLC and Airforce Pipeline

Secured terminal agreements to revive the moth balled terminal located adjacent to George Bush Intercontinental Airport. Provide all staffing and day to day management of these petroleum terminals including compliance, operations, and training, accounting and customer relations.

Due Diligence

Terminal Consultant

Buckeye Partners – US Assets

Headed up the terminal evaluation process for the acquisition by ArcLight Capital of BGH Holdings' majority interest in Buckeye Partners, L.P. one of the largest independent refined petroleum products pipeline systems in the United States, with approximately 5,400 miles of pipeline and 20 million barrels of terminaling and storage capacity located predominantly in the Northeast and Midwest.

Terminal Design

Program Manager\Terminal Consultant

Gate BioFuels, LLC – Gate Petroleum – Jacksonville, FL

Providing program management services on the project team to design a 1.3 million barrel biofuels terminal with marine, rail, truck and blending capabilities.

Terminal Design

Project Manager\Engineer

Gateway Terminals, LLC – Sauget, IL

Providing project management and engineering services on the project team to design and construct a 400,000 barrel ethanol terminal with marine, rail, truck and blending capabilities.

Education

- Bachelor of Science, Civil Engineering, Georgia Institute of Technology, Atlanta, GA
- Masters in Business Administration, Finance, National University, Los Angeles, CA

Training and Certifications

- Louisiana Fire School Certification of Completeness
- Philip Crosby Quality College – Basic Course

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- DOT Certification –Hazardous Material Trainer Certified
- HAZWOPER Certification
- Facility Security Officer Certified
- Licensed in states of Georgia and Tennessee as a General Contractor

Organizations

- Independent Liquid Terminal Association – ILTA