

JULIE C. SUMMERS

10922 Wrenwood Green
Houston, TX 77043

630.414.8738
julie.summers2000@gmail.com

EXPERIENCE

5/15 – Present Phillips 66

Gasoline and gasoline components Scheduler – Bayway Refinery-Northeast

- Manage gasoline offtake for Bayway Refinery
 - Work closely with gasoline blender on production amounts versus sales/off take
 - Communicate Refinery needs with trading and supply
 - Help determine workable balance between pipeline and waterbourne sales
 - Coordinate with Buckeye Pipeline for all moves into Linden, NJ hub
 - Work with counterparties for FOB (free on board) sales to barges at Bayway Dock
 - Help coordinate any components that the refinery needs or is excessing
 - Advise chartering of barge needs and work with barge ops to execute
 - Evaluate barging and inspection costs on behalf of the refinery
- Coordinate Kinder Morgan – Carteret Blend Operation
 - Bring various gasoline components in to the terminal via waterbourne, pipeline and truck
 - Assist in determining optimal blends and timing of components to maximize tank position
 - Coordinate all terminal moves including blending, in bound materials, tank transfers, etc
 - Work with Buckeye Pipeline and counterparties on all sales and outbounds
- Track and manage inventories at various terminals that supply our rack business
 - Work with Marketing group to accurately forecast monthly liftings
 - Work with Trading to ensure Supply volume is consistent
 - Coordinate with each terminal to balance supply with various constraints
 - Change batch quantities and timing as needed – working with suppliers and pipelines
 - Schedule batches for Buckeye Pipeline, Sun Harbor Line, Colonial Pipeline, P66 Internal Pipeline
- Continually work with various functional groups within P66 – risk, credit, marine, trading, marketing, back office

Crude Scheduler – Sweeny Refinery

- Manage waterborne and pipeline sweet and sour crude into Sweeny Refinery
 - Work closely with KinderMorgan on sweet pipeline deliveries into KM tanks and refinery tanks
 - Balance receipts and deliveries on a daily basis to avoid containment at all terminals and refinery
 - Submit and update nominations to pipeline on regular basis
- Work with Enterprise Pipeline and Terminal for all sour deliveries into Sweeny holding tanks
 - Coordinate with counterparties on line space deals to ensure timely shipping to meet refinery needs
 - Work with counterparties and pipeline personnel on any trade deals at various locations
 - Manage dock schedule for any waterbourne crude receipts into Enterprise/Refinery tanks
- Work daily with refinery crude management to determine scheduling needs with respect to waterbourne and pipeline moves
- Work closely with Supply Director to determine current and forecasted crude needs for refinery
- Assist Lease Managers with all supply and demand forecasting for inbound sweet crude
- Provide inventory positions and forecasts on daily basis
- Schedule all foreign crude waterbourne import movements – supply and traded for United States Gulf Coast
 - Involves supply into three USGC refineries from a variety of foreign suppliers
 - Manage all Mexico waterbourne origin barrels for USGC and West Coast

Waterborne Cargo Scheduler- Gasoline and Naphtha

- Worked with Naphtha trader for Alliance, Sweeny and Lake Charles Refineries to meet naphtha demand
 - Loaded barges at each location to prevent any containment issue with respect to naphtha and raffinate
 - Responded to constantly changing refinery and market conditions
 - Blended naphtha to build export cargos
 - Increased export cargos by 400%
 - Worked closely with Singapore office to train new scheduler and provide on spec cargos to Asian customers

- Developed C5+ Natural gasoline business with trader
 - Facilitated and scheduled C5 production and sales
 - Helped trader determine consistency of quality and profitably manage inventories/production
 - Assisted trader in setting up cargo export business
 - Went from barge loading model to cargo export model – increasing exports by 300%
- Worked with Gasoline Gulf Coast Trader
 - Worked with Alliance, Sweeny and Lake Charles Refineries to develop and grow gasoline export business
 - Worked closely with refineries to assess capabilities for export cargos
 - Communicated customer needs to each refinery and vice versa
 - Continually worked on improving customer relations and expectations without compromising value to refineries
 - Increased export cargo business by 200% despite less than ideal circumstances
 - Found coverage when needed for refinery upsets to minimize losses
- Sought out, identified, and developed non-schedulers to provide back-up coverage to schedulers
 - Utilized network of people to identify potential scheduling candidates and incorporated them into the back up pool
 - Trained several new schedulers as well as several back up schedulers

Relief Scheduler

- New York Harbor Distillate Origination(Bayway Refinery) desk to provide back up coverage
 - Assisted in transition period between permanent schedulers
 - Provided guidance and training to new permanent scheduler
 - Waterborne FOB cargos and Pipeline out of Bayway Refinery and Tremley Point Terminal
 - Blended LSHSO and MGO cargos to barges and/or in tank
- Learned Southern California Destination desk – Gasoline and Distillate pipeline
- Provided Back up/Relief Scheduling while Scheduler was off/travelling
 - Constantly monitored receiving terminals for correct supply balance
 - Worked with marketing to continually adjust balance
- Learned Ethanol and Biofuels desk to provide relief scheduling
- Covered Gulf Coast Distillate Waterborne Cargo Desk
 - Working with Alliance and Sweeny Refineries as well as 3rd party facilities to load cargos
- Quickly learned Phillips Scheduling Tool, Phillips Inspection Nomination System (PINS), and Ship Information System (SIS) applications

8/14 – 5/15 Oceana Energy Brokerage, LLC

President and Broker

- Setting up innovative energy brokerage firm specializing in fuel oil transactions
- New method of acquiring market intelligence for clients based on an previously untapped resource
- Actively undergoing client acquisition and business development
- Jointly responsible for all back office functions – logo, website development, invoicing, contracts, etc.
- Currently acting in advisory/consulting capacity to several other businesses in the fuel oil industry
 - Helping clients understand fuel oil market and personnel needs
 - Providing technical advice on blending and maintenance of RMG- type products
 - Assisting clients with barging/ transport needs

9/13 – 8/14 Atlantic Trading and Marketing, Houston, TX

Operations Coordinator

- Coordinating and overseeing all operations for ATMI residual fuel oil business in Port of Houston
- Manage two sets of term barges, maximizing utilization and controlling costs
 - Procured any barges needed for Contract of Affreightment/ Spot trade
- Schedule VGO rail car inbound deliveries to LBC and HFOT terminals
- Proactively worked with Inspection companies, Suppliers and Receivers to address all quality problems
 - Leveraged extensive knowledge of inspection company laboratory capabilities to accurately determine product quality and address any issues
 - Assisted end users in managing any unforeseen quality issues
- Manage all terminal operations for ATMI at HFOT and LBC terminals
- Continually adapt to changing market conditions as well as containment issues
- Proactively assist customers in managing their quality problems – maintained excellent working relationship with all counterparties
- Provide market intelligence to the traders – maintained excellent network of contacts for continual feedback
- Continually monitor all costs and control where applicable and work closely with inspection companies

- Maintain scheduling spreadsheet on a daily basis to actively track physical position
- Write all contracts governing product sales
 - Respond to counterparties contracts and amendments
- Generate and issue all invoices to counterparties

9/11 -9/13 PetroChina International America, Houston, TX

Operations Coordinator

- Coordinating and overseeing all operations for residual fuel oil business in Ports of Houston and Mobile, AL
- Led Team which negotiated a reduction in inspection fees with all inspection companies across all commodity grades
- Managed two sets of term barges, maximizing utilization and controlling costs
 - Developed spreadsheet to determine true cost of barges for P&L statements
- Procured all barges needed for Contract of Affreightment (CoA) moves as needed
 - Allowed for more trading flexibility in the market.
- Participated in negotiating new term charter tows for the benefit of PCIA
 - Negotiating directly with the barge owner to avoid broker costs
 - Proposing and realizing profit sharing agreement with barge company during barge idle time
- Manage all terminal operations for PCIA at GTI terminal
 - Receive and blend all incoming cargos (RMG, RMK etc)
 - Coordinate all outgoing sales to various 3rd parties – bulk and bunker sales
- Continually adapt to changing market conditions as well as containment issues
- Proactively assist customers in managing their quality problems
- Work closely with traders to optimize physical position in contango and backwardated markets
- Provide back up support to trader
 - Monitor Gulf Coast market with brokers looking for supply or sale opportunities
 - Offer barrels for sale via brokers
 - Look for new sourcing supply as needed in response to market conditions
 - Enter contracts into deal system
- Provide market intelligence to the traders
- Actively seek new commercial opportunities and communicate them to the traders
 - Initiate preliminary contact and investigation into potential opportunities
- Continually monitor all costs and control where applicable
- Maintain scheduling spreadsheet on a daily basis to actively track physical position

6/00 – 09/11 BP North America, Chicago, IL

Marine Operator/Scheduler –(Fuel Oil/Bunker Fuel) Global Oil Americas – Supply and Trading Business Unit ETDP – Executive Trader Development Program

10/06 – 09/11

- Coordinated and set up fully operational bunker business in Panamá for BP Marine
 - Oversaw the introduction of two new double hulled bunker barges from Rotterdam into the Panamá Canal Zone
- Oversaw all bunker operations in the Port of Houston and Panamá (Cristobal and Balboa sides) for BP Marine
 - Coordinate delivery for ships either by X-Pipe or barge with agents, ship owners, barge company and terminal company
 - Work with terminal and barge company personnel to ensure on time delivery
 - Provide 24/7 availability for troubleshooting and problem solving
- Blend incoming cargos to on spec products for eventual sale to 3rd parties or end users
 - All grades of suitable bunker fuel
 - In-tank as well as in-line blending
 - Set up quality plan to ensure delivery of on- spec cargos only
- Conducted vigorous investigations into any quality claims
- Worked closely with sales and traders to balance supply and demand as market conditions change
- Managed inventory in an extremely dynamic environment
- Executed profitability objectives of traders by identifying and exploiting commercial opportunities
- Organized supply alternatives during unplanned and planned supply disruptions
- Communicate supply position to critical internal and external partners
- Coordinated all resupply movements into the terminal with third party suppliers, inspection companies, barge companies and terminals
- Maximize utilization of BP's term barge to add additional revenue

- Developed and Maintained Barge Performance sheet to track term-barge profitability
- Maintained Profit and Loss sheet for each terminal to examine and maximize total profitability
- Kept log and analysis of America's Operating Unit Technical Claims – quantity and quality
- Participant in ETDP (Executive Trader Development Program)
 - Exclusive pilot program to train current employees to sit for BP's internal trading exam (May 2012)
 - Rigorous selection process to enter the program
 - Program consists of formal mentoring program with experienced trader, classroom learning, practice trading, etc.
 - Focus on market structure, fundamentals, refining assets, position management
 - Training program concurrent with other job responsibilities

Gasoline Support Analyst/Biodiesel Scheduler – Global Oil Americas – Supply and Trading Business Unit

4/06 – 10-06

- Scheduled all Biodiesel movements, ensuring consistent supply into all Minnesota terminals
- Ensured that the Exposure Team was updated with latest estimated and actual volumes on all product movements
- Supported gasoline shipment and distillate scheduling on Colonial Pipeline and processed resulting invoices
- Supported gasoline and distillate scheduling and resulting invoices for Whiting Refinery
- Worked with Financial Settlements Team and other schedulers to resolve shipment and/or invoicing issues

Technical Service Engineer – Global Fuels Technology Business Unit

11/02 – 4/06

- Led team which identified, characterized and resolved a critical flaw in BP's premier product, Crystal Clear Ultimate. Implementation of the solution resulted in improved driveability for end users as well as OEM (Original Equipment Manufacturer) customers.
- Led team which identified, characterized and resolved the existence of an off-specification product, bringing total product slate in line with ASTM specifications as well as various OEM specifications.
- Assisted BP Consumer Relations group to resolve technical claims against the gasoline guarantee
- Served as the primary point of contact for the US Commercial Business Unit OEM Account Managers
 - Provided daily technical support for the automakers on initial fill gasoline issues
- Resolved customer inquiries through BP's Fuel Technical Service Hotline
- Handled waiver requests for fuels that did not meet pipeline/retail/ASTM specifications for internal customers
- Issued a monthly waiver report detailing all waivers granted for each refinery allowing for comparison and tracking

Technical Support Chemist – Castrol Industrial North America – Metalworking Division (division of BP)

6/00 – 11/02

- Provided technical support for metalworking fluids to direct customers, sales and distributors
- Telephone support, site visits, continual monitoring of machining systems (CNCs, etc), troubleshooting and problem solving
- Supported three major geographical regions: Southeast, West Coast and México, as well as various major national accounts
- Authored Technical Bulletins for customer use
- Trained field personnel (internal and external customers) in metalworking fluids and Health and Safety issues in Spanish and English

EDUCATION

Carnegie Mellon University, Pittsburgh, PA
 Bachelor of Science in Chemistry with Honors
 Minor in Biology

LANGUAGES

Fluent in English and Spanish