

D. BRAXTON SCHERZ

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SUMMARY

Management and engineering consultant with over 36 years experience in many aspects of the energy and LNG industry. A multilingual advisor specializing in project origination, technical support, risk analysis, harbor facilities, marine transportation, LNG contract implementation, LNGC acquisition, LNG Sales and Purchase Agreements, vessel chartering, RFQs and bid proposals, project management, and new business development. Licensed Chief Engineer with 14 years of ocean-going operations experience with major strengths in ship systems, shipbuilding, rotating equipment, terminal operations, and dry-docking. Background includes:

- RFQs, bids, and proposal development
- Project Management (MS Project)
- LNG plant upgrades and operations
- LNG charter party negotiations
- LNG FPSO and shoreside project origination and handover
- LNG SPA contract management
- State & federal regulatory approvals U.S and Canada
- Class, USCG, SIGTTO, IMO, SOLAS, ABS, NFPA, EN 1473, and API codes
- Project risk analysis & simulation
- LNG/LPG vessel scheduling
- LNG Terminal Development and Conceptual Design
- CNG transport & storage design/cost estimates
- Machinery upgrades and negotiation of cost
- Shop inspection/testing
- Pump, compressor, and rotor repair, balancing, and plant shutdowns
- Vibration and failure analysis
- Owner's Engineer

EXPERIENCE

D BRAXTON AND ASSOCIATES

JAN 2002 TO PRESENT

Founder & Principal Consultant

- Jointly managed pre-FEED bid package with DNV GL. Submitted to the Panamanian Canal Authority for the LNG Terminal Expansion Project RFQ
- Recently completed marine business plan for unconventional LNG supply to Caribbean and CA
- Reservoir engineering services currently contracted to Houston based EOR and Direct Energy
- Consulting services to Norwegian start-up companies looking for a U.S. presence in Houston

ABRA CONTROLS CORP. MIDLAND, TX

JAN 2019 TO MAY 2020

Director of Business Development Permian Basin

- Responsible for writing bids, estimating the job scope, and finalizing the client's RFQ.
- Worked in the field to ensure proper installation, and followed up with client to ensure quality and customer satisfaction.
- Tripled Abra's sales for 2019 and confirmed six new Master Service Agreements with area Producers.
- Originated the Producer based Permian Basin Well Defense Forum to resolve the negative impact of fracture driven interactions and establish Abra as the data driven, knowledge-based solution.

EUREKA PUMPS, AS

2012 TO MARCH 2015

President/COO – Eureka Pumps Americas, Inc. - Houston, TX

- Developed and grew Eureka Pump's presence and sales in the global Houston marketplace.
- Established and operated the company with Norwegian expats and new local hires under U.S. tax and banking laws, insurance, liability, legal, and regulatory regimes

- Grew company from one expat employee to five local hires and one expat. Expand office space 500% and co-located other Norwegian companies for effective cost sharing
- Managing monthly operations and payroll budget over \$110,000 USD
- Sold the critical topsides fire, sea water lift, and crude oil pumps, to ExxonMobil's Hebron GBS project valued at \$44 million USD in 2012
- Sold all the sea water lift and utility pumps to the Aasta Hansteen SPAR project valued at \$18 million USD in 2013
- Performed comparative analysis of use of Eureka's submerged electric pumps v.s. the hydraulic option aboard LNG FPSO's for Chevron and Shell Oil.
- Outstanding RFQs for 2014 are valued at over \$31 million USD

DET NORSKE VERITAS – Houston, TX

2009 TO 2012

Director of Business Development District Gulf

- Used LNG experience and industry network to originate DNV's Advisory Committee for LNG fueled vessels in U.S. ports and terminals
- Performed marine access security risk analysis for Rotterdam LNG Terminal
- Developed new business ventures and products for DNV's U.S. domestic market; wrote US Fishing Vessel Rules for Vessels from 54 to 109 feet. Yearly sales valued at \$7.3 million USD
- Assembled team and traveled to Subic Bay, Philippines to perform ULSD fuel risk analysis on Shell's chartered Noble Discoverer. Managed this project valued at \$260,000 USD
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D. BRAXTON & ASSOCIATES

2008 TO 2009

BlueWave CNG – Milan, Italy

Sr. Marine Advisor and Project Risk Analyst

- Develop CNG marine shipping, terminal design, and cost estimate for natural gas export from terminal in Western Australia. Project valued in excess of \$500 million USD.
- Completed project risk analysis for ENI

Teekay Marine Services – Richmond, VA./Houston, TX

Sr. Marine Advisor/Project Manager

- Developed North American East Coast and Mid-Atlantic LNG local access receiving terminals, including port facilities and offloading method
- Initiated marine transportation and offshore lightering phase of project confirming approvals of concept with elected officials, local stakeholders, the Pilots Associations of Hampton Roads/Delaware Bay, and the U.S. Coast Guard District Five
- Using Microsoft Project, defined and managed \$22 million USD project schedule from FERC filing through Final Approval to Construct
- Completed studies with ABS for LNG Articulated Tug-Barge based hazard zones and stability assessment. Defined detailed LNG lightering and operations study for ABS completion

LNGlobal Asia – Houston, TX/ Jakarta, Indonesia

2007 TO 2008

Consortium Originator and Project Manager – Masela Offshore LNG Project

- Originated opportunity to exploit remote offshore gas reserves using floating technologies
- Coordinating with Indonesian Government (GOI) officials and petroleum industry specialists to expedite project approval process
- Assembled multi-billion dollar consortium of companies, Aker Kvaerner/Aker Yards, Bluewater Energy Services, Salof Companies, and American Bureau of Shipping to design and fabricate LNG FPSO. Total project estimated to costs from \$9.0 to 11.7 billion USD
- Managed the study proposal. Also developed business case, and confirmed LNG shipping requirements based on pre-FEED CAPEX and OPEX estimates, using GOI specific economic model

D. BRAXTON & ASSOCIATES**2005 TO 2007****Anadarko Petroleum Company (APC) – The Woodlands, TX*****LNG Transportation and Development Advisor***

- Working with Aker Arctic Technology, Helsinki to study and develop a polar ice classed LNG tanker of Double Acting design capable of ratable deliveries in high Arctic conditions
- Coordinating with LNG facilities origination staff to develop marine terminals, and procure marine transportation of LNG and other hydrocarbon products worldwide (including the Arctic Ocean)
- Directing Lanner, Inc. and working with APC LNG supply staff to complete a computer simulation to model the LNG chain from the liquefaction terminal to market.

D. BRAXTON & ASSOCIATES**2002- 2005****Access Northeast Energy, Inc. (ANE) – Houston, TX/Halifax, Canada*****Sr. LNG Advisor***

- As joint owner and Owner's Engineer, Braxton assembled the LNG commercial and technical team for a \$395 million USD LNG receiving terminal to be located in the Canso Strait of Nova Scotia. DB&A initiated discussions with ExxonMobil, Chevron, Sempra, and Anadarko Petroleum Company, the ultimate purchasers of the regasification facility.
- Design approval LNG marine facilities and coordination of LNG ship/shore interface
- After sale, retained by APC to advise on LNG supply, shipping, and project strategies.

D. BRAXTON & ASSOCIATES**2002- 2005****Conversion Gas Imports, L.L.C. – Houston, TX*****Vice President - LNG Facilities***

- DB&A, for a study commissioned by the U.S. Department of Energy (DOE), completed the Phase I conceptual design, and pro-forma financials for a patented LNG terminal technology to receive, regasify, and store LNG cargoes in salt caverns. For Phase II, worked with ExxonMobil, BP, SBM, Bluewater Offshore Group, and other energy industry majors to build and test the principle LNG process components. Completed Phase II Final Report for the DOE in September of 2005.

D. BRAXTON & ASSOCIATES**2002- present****ITP-InTerPipe, Louveciennes, France/Houston, TX*****LNG Advisor***

- New business start-up promoting LNG cryogenic subsea pipelines and highly insulated deepwater subsea tiebacks. Typical project size about \$23 to \$40 million USD. Completed projects: Camisea LPG subsea pipeline, JIP to build and prove a full scale LNG cryogenic pipeline, and Shell's Bonga deepwater subsea tieback project located offshore West Africa.

EL PASO INCORPORATED, Houston, Texas**2000-2002****Global LNG - Shipping*****Vice President***

- Developed offshore LNG marine unloading solutions, (i.e. "Energy Bridge") decreasing land based terminal costs by 15 to 35 percent, and increasing LNG terminal siting opportunities worldwide.
- Advisor to Commercial Group regarding the technical and shipping sections of El Paso's LNG Sales and Purchase Agreements.
- Established a group to review LNG vessel new build specifications, and determine optimum vessel design according to ABS, DNV, and Lloyds codes and standards. Completed a worldwide tour, review, and comparison of Spanish, Korean, and Japanese shipyards capable of building LNG vessels. Assembled team to develop tender offer for El Paso's LNGC to three shipyards.
- Internal consultant for El Paso's LNG project simulation department and developed a computer program for the LNG shipping and simulation group to assess and value El Paso's proposed LNG supply and transportation chains.

VIRGINIA INDONESIA COMPANY, INC., Houston, Texas

1990-2000

VICO Indonesia, Jakarta, Indonesia

Planning, Scheduling, and Technical Advisor

1996-2000

- Planned, scheduled, and managed the annual deliverability of 490 LNG and 27 LPG cargoes with gross earnings exceeding \$3.4 billion USD yearly.
- Determined shipyard repair specification for the BG Transport LNG vessels.
- Assessed and confirmed the annual operating budget of the Indonesian LNG fleet.
- Inspected and resolved claim for damage to the LNG carrier, Golar Mazo during the final phase of construction in Nagasaki Shipyard.

VICO Houston - New Business Ventures

1993-1996

- Completed the design and economic analysis for a \$750 million USD floating LNG production and storage facility.
- Performed the LNG technical studies, and the transportation and storage simulations for a \$3 billion USD grassroots LNG project.

VICO Houston - Staff Mechanical Engineer (Rotating Equipment)

1990-1993

- Introduced new technology upgrades for main process refrigeration compressors and turbine drivers.
- Supervised cryogenic pump and refrigeration compressor repairs
- Certified all domestic rotor repairs for Pertamina's "Bontang" LNG facility.

TEXACO, INC., Port Arthur, Texas

1976-

1990

Chief Engineer of Steam Vessels of Unlimited Horsepower

1984-1990

- Directed 4 officers, 11 crew, and managed annual vessel budget of \$3 million USD.
- Installed a computerized shipboard Maintenance Management System. Included drydock items in routine maintenance thereby decreasing shipyard budget by \$290 thousand USD.

First Assistant Engineer of Steam Vessels of Unlimited Horsepower

1982-1984

Second Assistant Engineer of Steam Vessels of Unlimited Horsepower

1978-1982

Third Assistant Engineer of Steam Vessels of Unlimited Horsepower

1976-1978

EDUCATION

BSME, Marine Engineering, Texas A&M University, College Station, Texas, 1976

MILITARY SERVICE

Lieutenant - U. S. Navy Reserve – Honorable Discharge - 1981

PRESENTATIONS, PAPERS, & WORKSHOPS

Pacific Marine Exposition 2011 – Update: DNV's U.S. Domestic Fishing Vessel Rules

KPMG – Global Energy conference 2011 – Panel Specialist – LNG Contracts and Development

Zeus Development 2011 – LNG Barges and Port Infrastructure Development

Arctic Technology Conference (Arctic OTC 2011) - Preparations Required for Switching to Ultra Low Sulfur Diesel in Marine Propulsion and onboard Auxiliary Engines

SNAME 2010 – DNV's Triple-E – A Green, Efficient Shipping Process

MAREFORUM 2010 – DNV's Response to Marpol Chapter VI Requirements

GasTech 2006 –Modeling LNG Transportation through the Arctic Ocean and Polar Ice Cap

ADGAS on site one week seminar 2003, 2004, 2006 – “Liquefied Gas Tankers, Terminals, and Jetties”

LNG Economics & Technology Seminar 2003 – “LNG Offshore Receiving Technologies”

LNG Economics & Technology Seminar 2006 – “Developing Technologies to Exploit Arctic LNG”

North American LNG Conference 2003 – “Fundamentals of the LNG Chain”

Atlantic Coast LNG Conference 2004 – “LNG Receiving Terminals and Project Costs”

Pacific Coast LNG Conference 2004 – “Costs Associated with the LNG Chain”

AICHE Annual Meeting 2003 – “An LNG-Salt Cavern Storage Regasification Terminal”

TRAINING

Forty-six training courses completed at DNV - Inquire for list

LANGUAGES

Spanish and Indonesian - conversational/fair

SOCIETIES

SIGTTO – Society of International Gas Tanker and Terminal Operators

SPE - Society of Petroleum Engineers

MTS – Marine Technology Society

SNAME – Society of Naval Architects and Marine Engineers