

## Barry Siler - Resume

Kodiak Fuels: (281) 320-0297

Cell: (281) 844-8276

E-mail: Barry@jetfuel.com

5714 Stern Springs Ln. (Suite 100)

Fulshear, Texas 77441-2041

Home: www.jetfuel.com

### **Kodiak Fuels (PriceRisk Consultants; Energy Outsource) - 1994 to Present**

CEO: (owner, independent contractor and consultant)

- Designed, implemented and managed risk-management/derivative hedge programs for airlines (Southwest, JetBlue, Vueling, GOL, etc.), producer, reseller and trading clients
- Established FAS133 forward Market Prices for Corporate Accounting Compliance
- Developed a Feedstock Hedging Strategy for the Carbon Black business (Thai Carbon)
- Managed USA M&A interests for China Aviation-Singapore (sub of CAOSC).
- Developed the Midwest jet fuel marketing plan for refiner's new refinery purchase
- Marketed/Traded jet fuel and derivatives for a trading company (Williams/Sunkyong)
- VP-Crude and Refined Products for a Phoenix, Arizona grass roots US refinery project

### **CheMatch.com - 2000**

Vice President:

- Developed the Crude Oil and Refined Products vertical Platform
- Worked with IT in enhancements to the existing and successful Chemical Platform
- Headed up the NewCo group for developing outside Platform interests
- Developed the business plan establishing a critical mass required for profitability

### **World Fuel Services - 1993 to 1996**

Vice President - Risk Management:

- Responsible for the profit center that traded contract, spot, and derivative transactions of jet fuel, heating oil, and crude
- Managed Platts related sales and purchases
- Traded derivatives in the nymex and OTC markets with special emphasis on airlines and railroads
- Managed hedging and risk management programs for airlines and railroads and developed a simplified OTC price-risk presentation for customers
- Traded between 250M-500M barrels per month and generated \$500M profit
- Represented trading in the acquisition team that acquired a broker/trading company for 16 million dollars

### **Mieco Inc. - 1989 to 1993**

Marketing Manager:

- Developed and managed risk management programs for airlines, marketers, and railroads using options, swaps, platts formula related purchases and sales, inventory management, and customized combinations of hedging tools
- Developed and implemented programs for trading options and swaps for profit
- Negotiated contract and spot sales/purchase contracts of jet fuel, diesel, and fuel oil to major airlines, railroads, marketers (resellers), refiners, and trading companies
- Formulated trading strategies for jet fuel, high and low sulfur heating oil, gasoline, gas liquids, #6 fuel oil, and condensate

### **Challenger Petroleum (USA) Inc. - 1987 to 1989**

Vice - President Trading:

- Responsible for the crude/products profit center that traded refined products (emphasizing jet fuel) and crude oil (grades, posting, cash, nymex, and derivatives)
- Managed the #6 fuel oil blending and crude blending businesses (4 traders)

### **Ferrell Petroleum - 1984 to 1987**

#### Manager - Crude and Refined Products:

- Established their trading group in 1984, which grew to five traders, resulting in profits that exceeded 3.5 million dollars per year
- Responsible for trading crude, products, and derivatives in the cash and nymex with special emphasis on jet fuel
- Negotiated term and spot agreements with airlines, resellers, traders, and refiners

### **Hill Petroleum - 1982 to 1984**

#### Manager - International Raw Material Supply:

- Purchased foreign crude and intermediate feedstocks to supply Hill's 60 MBD refinery and 20 MBD cat cracker requirements
- Negotiated agreements with governments, refiners, U.S. and foreign producers and traders
- Represented supply on the corporate strategic business management team

#### Marketing Manager:

- Managed the contract jet fuel, gasoline, and distillate sales
- Negotiated contracts with airlines, refiners, refuelers, resellers, wholesalers, and end users (posted and formula pricing)
- Sold spot product in conjunction with supply and rack requirements
- Assisted in managing the rack sales, pricing, and sales staff

### **The Dow Chemical Company - 1970 to 1982**

#### Manager:

- Negotiated crude oil processing agreements, requiring knowledge of refinery process economics and market values of petrochemical feedstocks, refinery intermediates, jet fuel, distillates, #6 fuel oil, and gasoline
- Represented marketing in the negotiations for the sale and upgrade of Dow's 200 MBD refinery in Freeport, Texas

#### Product Sales Manager:

- Developed the U.S. market plan for petrochemical feedstocks, LPG's, naphtha, jet fuel, distillates, and transmix
- Chairman of the management team (marketing, manufacturing, technical service and distribution) that developed and directed production, product specifications, product mix, profit improvers, and capital projects
- Responsible for the profit, pricing, marketing programs, inventory control, exchanges, and the implementation of the marketing goals through the sales force
- Negotiated jet fuel contracts (25 MBD) with six of the largest U.S. airlines

#### Crude Supply Manager:

- Established and maintained the domestic crude oil supply and trading business, eventually contracting for 60 MBD of domestic supply
- Traded the Oil & Gas Divisions (E & P) crude production for refinery supply
- Negotiated offshore pipeline construction and wellhead/lease purchases of crude

### **EDUCATION**

B.A. Degree 1967 - Albion College, Michigan  
Majors: Chemistry and Math (Math Honorary)  
Minor: Physics