



**JEFF A. SOLOMON**  
**SENIOR PROCESS INDUSTRY SPECIALIST**

**CAREER PROFILE:**

Jeff Solomon has a significant record of achievements in Quality Assurance, Supply Chain, Yield Accounting, and Project Management with a common thread of adhering to standards, maintaining schedules, and reducing costs. He is skilled in quality management, project management, and continuous improvement facilitation. He has developed and managed business process improvement projects working with international groups, with governmental partners, and among differing business lines within the same company.

Jeff's skills have been developed in over 35 years' experience working in the chemical and refining industries with ExxonMobil, BP Chemicals, BP Oil, Hercules, and Dow Chemical. His roles have included managing quality assurance, logistics, and yield accounting for a major ExxonMobil site, managing a major pipeline/terminal project for BP Chemicals, managing downstream fuels quality for BP America, and managing quality assurance, logistics, and yield accounting for various refineries and chemical plants. He has served as an internal consultant for business process re-design and has led LIMS and SAP implementations. He is an ASQ Certified Six Sigma Black Belt.

**FIT, Inc., 2009 to Present**

**Consultant in Refining: Projects, Laboratory, Systems;** *Jeff assists FIT clients in various activities:*

- Quality management (Quality management systems, laboratory management, facilities, testing methods, equipment, instrumentation, and systems);
- Capital project management (engineering and construction management);
- Business process improvement (Lean Six Sigma, compliance to standards, efficiency studies).

**Solomon Consulting, 2006 to 2009**

**Consultant in Refining: Projects, Laboratory, Systems**

- Assignments have included quality assurance assessments, project planning, and standards compliance for major petroleum and chemicals producers.

**ExxonMobil Chemical, 2001 to 2006:**

**Manager, Quality and Distribution;** Beaumont, TX, 2001 to 2006: *Led services group supporting specialty chemicals plant and olefins/aromatics plant in logistics, laboratory, and yield accounting.*

- Reduced cost of chemical plant Laboratory by 33%. Maintained ISO 9001 certification for chemical plant.
- Assured compliance (auditing, training, reconciliations) with industry and financial standards for test methods and hydrocarbon measurement practices. Chaired monthly loss control management meeting.
- Spearheaded cross-business project team to consolidate chemical plant laboratories and refinery laboratories into a single organization identifying \$3.5MM in savings from a \$13MM budget. Established Laboratory P&L management system. Developed transition plan to seamlessly merge salaried, hourly, and hourly represented work groups. Delivered consolidation project with zero safety or quality incidents, on an accelerated schedule, and with existing budgets while maintaining ISO 17025 certification.
- Led implementation of product management and quality management modules of SAP R/3 system.

**BP, 1989 to 2001:**

**BP Chemicals Inc., 1995 to 2001:**

**Project Manager;** Port Lavaca, TX, 1998 to 2001: *Managed off-site terminal and pipeline projects in partnership with governmental entity.*

- Managed community and governmental relationships along with project design, construction (three prime contractors), and commissioning for \$50MM marine terminal and hazardous material pipelines project in partnership with local Navigation District Board. Execution of the project included community relations, coordination and negotiations with governmental entities, and myriad legal interfaces. Delivered project safely, on-time and within-budget. Reduced distribution and logistics costs by \$7MM per year.
- Negotiated and implemented operating agreement with Port giving Company preferential rights to berthing and storage at this public facility.

**Distribution Chain Manager;** Port Lavaca, TX, 1995 to 2001: *Managed Distribution, Production Planning, and Yield Accounting group in support of 1.3 billion lb/yr chemical plant.*

- Reduced time for month-end closing by 50% by streamlining yield accounting procedures. Developed concept and preliminary funding for local marine terminal project.
- Initiated strategic review of rail and barge logistics. Eliminated scheduled \$2MM expenditure by developing and implementing process to handle 30% increase in feedstock receipt with existing assets.

**BP Oil Company, 1989 to 1995:**

**Corporate Manager, Quality/Continuous Improvement;** Cleveland, OH, 1992 to 1995:

*Managed Quality Assurance and Technical Services group for BP Oil in the US.*

- Delivered \$4MM to \$6MM annually in added value at multiple locations (4 refineries, 40 terminals and 5000 retail outlets) through statistically-based specifications and seasonal transition schedules. Re-engineered accelerated specification approval process.
- Developed effective global manufacturing quality network by leading quality-safety-productivity benchmarking audits at refinery laboratories in Europe and the U.S.
- Introduced, by working through cross-functional teams, a customer relationship process into Wholesale/Commercial Marketing contributing to record sales in downturn years.

**Quality Manager;** Belle Chasse, LA, 1989 to 1992, and **Culture Change Coordinator;**

1991 to 1992: *Managed laboratory for 250 mbpd petroleum refinery. Coordinated introduction of new work processes throughout refining department.*

- Re-engineered laboratory into customer-focused, self-directed work groups. Increased productivity by 40%. Reduced overtime from 21% to 11%. Improved customer service.
- Concurrently, working as internal consultant, introduced and coordinated initiatives and activities to develop employee-centered continuous improvement throughout the refining department working through facilitation of employee teams at each of seven refinery and engineering sites.

**Hercules, Inc., 1983 to 1989:**

**Quality Assurance and Technical Service Laboratory Manager;** Hattiesburg, MS:

*Managed Quality Assurance and Technical Services Laboratory.*

**Dow Chemical Company, 1973 to 1983:**

**Senior Production Supervisor;** Plaquemine, LA:

*Managed production operations, production planning, yield accounting and quality assurance.*

**Education:**

**M.S., B.S., Chemistry,** University of Southern Mississippi.