TERMINAL MANAGERS INC PTE LTD

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Company Profile

An Introduction to TMI

TERMINAL MANAGERS INC PTE LTD was registered in Singapore in 2008. The founder, Rakesh Kumar Bhardwaj, decided upon the name to essentially underscore the capability to ***manage*** all aspects of Bulk Liquid Storage and Blending Terminals (Oil Terminal) – right from conceptualization to smooth operations. The adjective, *smooth,* to operations, is pivotal as besides its obvious meaning, provisos for modular expansions, accessibility for quick turnaround during maintenance and/or change of service has to be planned and catered for during the initial build. Failure in the latter aspect gives rise to oft-heard-of subsequent undertakings of *"Debottlenecking"*, which inadvertently involves wasteful re-works and substantial downtimes.

A graduate Mechanical Engineer from the National University of Singapore, Rakesh had been in the Bulk Liquid Storage and Blending Industry for the last 27 years, which eventually saw him rising to the post of Director of Terminal Construction & Compliance globally for Chemoil Energy Limited – a public listed company in Singapore. His career path traversed through industrial stalwarts from EPC Contractors like Chicago Bridge & Iron Inc (CBI) and multi-national tankfarm Owners and Operators like Paktank, GATX, ChevronTexaco and Chemoil Energy Limited.

His foray in the Downstream Petroleum Industry began in 1987 with CBI as a Project Engineer of a turnkey-based contract to then construct the second largest Bulk Liquid Storage and Blending Terminal on an off-shore island in Singapore. When completed in 1990, he was appointed as both the Resident Engineer for the defect warranty period and the first Maintenance Manager of the maiden Terminal.

This marked his initiation into the Operations aspect of Oil Terminals and 7 years on, he became the Operations Manager. In 1999, he became the first local to be appointed as the Terminal Manager of the same facility.

Whilst most of his peers would either Conceptualize & Design or Build & Handover or simply operate Oil Terminals and grow within those arenas, Rakesh had chronologically transgressed all these arenas with sufficient incubation time in each to clock-in the needed experiences and amalgamating them for optimal performance levels. In fact, he had been greatly involved in De-bottlenecking and upgrading initiatives of many other terminals he worked at, as designers commonly lacked Operational expertise.

The functional capability of the flagship Terminal of Chemoil Energy Limited at Jurong Island, Helios Terminal Corporation Pte Ltd, Singapore was conceptualized by him and is a testimony of his foresight in Terminalling, arising out of his competency both in the Engineering & Operations. In fact, for Ship-Shore transfers, he have had hands-on operational experience at both ends of the Ships's manifold, having been an expeditor and Charterer's representative on marine tankers for almost two years and Terminal operator for a total of 18 years.

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During the last five years, he had been involved in overseeing the conceptualization and engineering of two bulk liquid storage/blending terminals in Panama, one in Lithuania, one in Fujairah, UAE, and conducting technical due diligence for the acquisition of a terminals in Panama and Philippines.

From 2009 onwards till date, the Port of Fujairah, Fujairah, United Arab Emirates has appointed TMI conditional upon Rakesh, as the Principal Consultant of TMI, being deployed as the Technical Advisor in their expansion program for enhancing the Petroleum Business thereat. This yearly renewable contract had since been extended for the fifth successive year. Essentially, it entails the erection of common jetty facilities to service all the oil terminals in Fujairah. The initial concept involving 4 x new build jetties was further developed by TMI and is currently in the operational phase since early 2010. Currently, constructional efforts are underway for the addition of two more new jetties complete with another satellite manifold, or Matrix Manifold, as it is known there.

Besides the foregoing, TMI's Principal Consultant, Rakesh, was engaged as an Operations Expert during an extensive HAZID Exercise for the Jurong Rock Cavern facility lasting two weeks. He was also engaged by PT Batam Sentralindo to provide with a 30-year forecast of the OPEX for a 2.6 million cubic metre (cbm) Bulk Liquid Storage and Blending Terminal (Terminal). Other jobs undertaken by TMI was the technical review of a 370,000 cbm Terminal designed by Petrolimex for a client in Vung Tao, Vietnam and the technical due diligence of a proposed Oil Terminal in Fujairah for a major Chinese party on behalf of BMT (British Maritime Technology). As recent as 2013, he was appointed as the Technical Advisor to West Point Terminal, Batam, Indonesia. This is a 2.6 million cbm terminal, jointly undertaken by Sinopec of China and MAS Investments of Singapore.

Finally, it is this dual combination of Engineering & Operations residing in the Principal Consultant of TMI that makes him, and therefore TMI, unique in the domain of Bulk Liquid handling facilities.

Since 2011, TMI has taken up two more consultants in the industry and latched on with an engineering back-office in Chennai, India, to provide full-fledged engineering services for the Bulk Liquid Handling Industry.

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