

Ray E. Penny

*Director of Industrial Sales and Marketing
Southwest Regional Manager*

Tank Industry Consultants

API 653 Inspector Certificate # 24684



Education

Oklahoma State University -
Bachelor of Science in Civil
Engineering

Dale Carnegie Leadership Course

Chester Karrass's Effective
Negotiating

Professional Affiliations

American Petroleum Institute

Ray Penny is noted throughout the industry for providing engineered solutions to international oil, gas, and petrochemical companies. For twenty-seven years he was with Chicago Bridge & Iron Company, a leading construction company specializing in a range of steel plate structures worldwide. He was Business Development Manager, US and Latin America for CB&I. In this capacity Ray managed customer relationships in Venezuela, Argentina, Chile and along the Texas/Louisiana Gulf Coast. Major clients included ExxonMobile, PDVSA, ENAP, Total, DuPont, Conoco, BP, KBR, Flour Daniel, Foster Wheeler, Kvaerner, and many other Fortune 500 companies. He is skilled at building relationships, developing strategies, and finding solutions to storage and pipeline owners' varied needs.

During his early career, Ray held positions in engineering, manufacturing, construction, and scheduling in the United States, Latin America, and the Caribbean. He was project engineer for a nuclear containment liner contract, and a project to assemble penstock sections on-site for a hydroelectric dam in Venezuela.

At TIC, Ray is charged with the further development of the company's burgeoning industrial market. Long known as the nation's leading engineering company in the water storage industry, TIC has capitalized on its staff of renowned engineers in the industrial sector, and has built a strong portfolio of expertise in the bulk solids, oil, gas, and petrochemical industries, as well as specialized areas such as tank foundations and structural engineering, coatings, floating roofs, emissions, seismic issues, RP 579 and API 653 inspections, LNG, noded spheroids, piping integrity, expert opinions, and arbitration.