



# LONG INTERNATIONAL



- Engineering and Construction Claims Analysis and Expert Testimony
- Project Management Consulting Services
- Construction-Related Insurance Claims Analysis and Expert Testimony



*International Experts in Claims Analysis, Dispute Resolution, and Project Management for Process, Oil and Gas, Pipeline, Power, Industrial, Mining, Infrastructure, and Building Construction Projects*

## OUR FOCUS

Long International provides expert engineering and construction claims analysis, project management consulting, construction-related insurance claims analysis, and expert testimony services to the engineering and construction industry worldwide. Founded by Richard J. Long, P.E., P.Eng., a chemical engineer with over 50 years of experience, our primary focus is on petroleum refining, petrochemical, chemical, oil and gas production, pipeline, mining and mineral processing, power, cogeneration, industrial, infrastructure, and building construction projects. We have prepared expert reports and testified in U.S. and international arbitrations and litigations. Since 1996, Long International has served clients and projects located in 70 countries spanning six continents.

## OUR MISSION

Our mission is both to resolve and prevent problems that negatively affect the success of engineering and construction projects. We have many years of engineering, project management, construction management, contract administration, and project controls experience prior to establishing our consulting careers. Therefore, we have the qualifications, capability, know-how, and credibility to properly analyze problems and disputes, establish cause-effect relationships, and develop defensible and persuasive opinions on responsibility for problems and resulting schedule delays and cost overruns. We also provide our clients with the knowledge they need to properly manage and control the scope, quality, cost, schedule/programme, and contract administration aspects of their projects and prevent or mitigate problems that may arise.

## PROFESSIONAL SERVICES

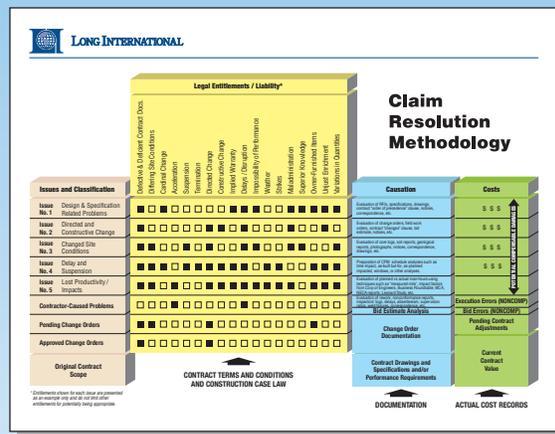


### Experienced Project Experts

- Petroleum refineries
- Petrochemical and chemical plants
- Oil sands upstream/downstream plants
- Oil shale facilities
- Offshore oil and gas production facilities
- Floating production, storage and offloading (FPSO) facilities
- Gas, GTL, LNG, and NGL facilities
- Coal and coke gasification facilities
- Pipelines and compressor stations
- Power plants (coal, nuclear, gas, biomass, and cogeneration)
- Mining and mineral processing facilities
- Steel mills and coke ovens
- Manufacturing and industrial facilities
- Commercial, educational, and government buildings
- Hospitals, hotels, stadiums, and prisons
- Highway, light and heavy rail, and airport projects
- Water and wastewater treatment plants



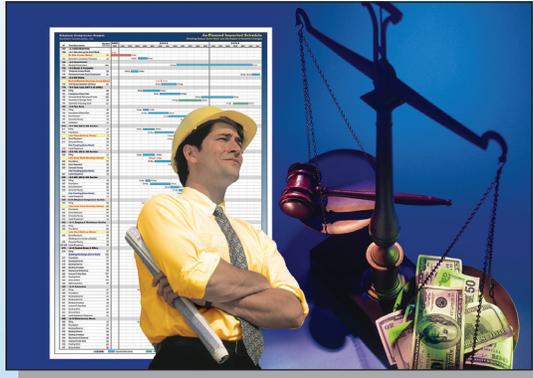
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### Engineering and Construction Claims Analysis and Expert Testimony

- Claim requests, defense against claims, and expert reports
- CPM schedule/programme analyses
- Quantum and damages analyses
- Cumulative impact claims
- Technical assessments of unresolved change orders
- Assessment of project management performance
- Risk assessment and probabilistic determination of potential claim settlement values
- Computerized document database systems
- Graphics and multimedia presentations
- Expert testimony
- Independent, third-party claim analysis

## PROFESSIONAL SERVICES



### Project Management Consulting

- Standard of care analyses
- Development and review of project management plans and project controls/contract administration policies and procedures
- Reviews and critiques of contract documents, proposals, and bid packages
- Analysis of technical issues, schedule impact, and pricing of change orders
- Preparation of as-planned schedules and schedule updates
- Schedule quality assurance reviews
- Cost estimate and forecast reviews
- On-site cost and schedule control, progress reporting, schedule development, and labor productivity assessment
- Contract administration/owner's representative
- Cost and schedule risk analyses
- Preparation of document control and tracking procedures
- Project reviews and audits
- Project management and controls seminars
- Claims prevention training seminars



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### Construction-Related Insurance Claims Analysis and Expert Testimony

- Evaluation of property damage claims due to fires, explosions, floods, and other covered events
- Evaluation of advance loss of profits and delayed start-up claims
- Evaluation of cost and schedule impacts of code upgrades and betterments
- Determination of the "but-for" date
- Evaluation of acceleration and business interruption tradeoffs
- Analysis and quantification of rebuild expediting costs
- Risk assessment and probabilistic determination of potential claim settlement values
- Monitoring of schedule performance
- Arbitration and litigation support and expert testimony
- Insurance claim settlement support

## OUR STAFF

Our staff of professionals have extensive U.S. and international experience on large, complex, grass roots, revamp, and reconstruction projects incorporating conventional-phased, fast-track, or EPC turnkey concepts. Long International's consultants include chemical, mining, civil, mechanical, and electrical engineers and program, project, and construction management professionals. Our experts have earned advanced degrees, professional engineering licenses, and project management professional certifications. Our senior personnel have on average over 35 years of experience working for major oil and chemical companies, manufacturing companies, power generation companies, public owners, international engineering and construction companies, mechanical and electrical contractors, construction consulting firms, banks, insurance companies, and financial organizations. This experience encompasses hundreds of projects worldwide ranging in cost from several million to several billion U.S. dollars. We assign senior-level consultants with extensive engineering and construction experience to perform analyses and testify in mediation, arbitration, litigation, or other ADR forums if resolution through negotiation is not achieved.

“ *Our clients expect expertise, experience and credibility. We are proud of the reputation that we have earned for high-quality work products and cost-effective results.* ”

**Richard J. Long**  
P.E., P.Eng.



**CORPORATE HEADQUARTERS  
DENVER, COLORADO**

10098 Whistling Elk Drive  
Littleton, Colorado 80127-6109 U.S.A.

**Richard J. Long, P.E., P.Eng.  
Founder**

(303) 972-2443 Telephone  
(303) 884-3060 Mobile  
rlong@long-intl.com

**Rod C. Carter, CCP, PSP  
President**

(303) 463-5587 Telephone  
(303) 463-5587 Facsimile  
(720) 272-1730 Mobile  
rcarter@long-intl.com

**Eric J. Klein, Ph.D., P.E., PMP  
Vice President**

(720) 982-3813 Mobile  
eklein@long-intl.com

**Scott M. Francis, P.E., PSP  
Vice President**

(720) 936-1128 Mobile  
sfrancis@long-intl.com

**Tanya V. Miller, M.B.A.  
Director of Business Development/  
Corporate Secretary**

(303) 993-5452 Telephone  
(720) 638-8884 Facsimile  
(720) 772-0068 Mobile  
tmiller@long-intl.com

**REGIONAL  
REPRESENTATIVES**

**ATLANTA, GEORGIA**

**Curtis W. Foster  
Senior Principal**

(678) 425-0910 Telephone  
(770) 361-5044 Mobile  
cfoster@long-intl.com

**BOSTON, MASSACHUSETTS**

**Michael Harris  
Senior Principal**

(816) 616-1237  
Telephone & Mobile  
mharris@long-intl.com

**HOUSTON, TEXAS**

**Sean P. Pellegrino, P.E.  
Principal**

(832) 275-5811  
Telephone & Mobile  
spellegrino@long-intl.com

**SEATTLE, WASHINGTON**

**Stephen P. Warhoe, Ph.D., P.E., CCP, CFCC  
Senior Principal**

(206) 451-4320 Telephone  
(206) 484-0760 Mobile  
swarhoe@long-intl.com

**CORPORATE OFFICE  
ORLANDO, FLORIDA**

8633 Willow Kane Court  
Orlando, Florida 32835-2541 U.S.A.

**Andrew Avalon, P.E., PSP  
Chairman and CEO**

(407) 445-0825 Telephone  
(407) 650-3399 Facsimile  
(407) 404-2889 Mobile  
aavalon@long-intl.com

**Denise G. Lanxton  
Chief Financial Officer**

(407) 772-1500 Telephone  
(407) 446-2281 Mobile  
dlanxton@long-intl.com

**MIDDLE EAST CONTACT  
UAE, KUWAIT, QATAR  
AND SAUDI ARABIA**

**Jamal F. AlBahar, Ph.D., PMP, AVS  
Managing Director**

+9714 259 8585 / 259 8283 Telephone  
+97150 650 6686 Mobile (UAE)  
+965 9960 9049 Mobile (Kuwait)  
+974 66 80 20 53 Mobile (Qatar)  
jalbahar@long-intl.com

**COST AND SCHEDULE  
RISK ANALYSIS PARTNER**

Hulett & Associates, LLC  
**David T. Hulett, Ph.D., FAACE**

(310) 476-7699 Telephone  
(310) 283-3527 Mobile  
projectrisk.com  
dhulett@long-intl.com



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