



BIOGRAPHY

Alex E. Wehner, MBA

Director

awechner@delta-cgi.com
800.341.1380

EDUCATION

Georgia State University
MBA, International Business, 1994
University of Kansas,
J.D., 1989, B.S., Business, 1986

LANGUAGES

Spanish, German

Alex Wehner has over 25 years experience in the power and construction industries. He has extensive international experience, including overseeing many complex contract negotiations, dispute resolutions and ICC Arbitrations.

Alex has developed and implemented strategies to solve complex international matters and navigated through cultural and country nuances to create successful projects and resolve claims. He has extensive international experience, having worked in Canada, Mexico, Honduras, Venezuela, Brazil, Argentina, Chile, Peru, UK, Ireland, Germany, France, Algeria, South Africa, Zambia, Botswana, Egypt, Saudi Arabia, Ajman, Abu Dhabi, Dubai, China, Vietnam, Australia and New Zealand.

Selected Project Experience

- ≡ Oversaw the expansion into new international markets, as exemplified by expansion into Chilean minerals market with company-first multi-billion dollar project for world-scale mining and metals conglomerate.
- ≡ Negotiated numerous transactions totaling in excess of \$3 billion with large, global clients with highly sophisticated procurement systems.
- ≡ Served as a lead negotiator and consortium representative for a consortium comprised of Japanese, Mexican, French & American companies on the \$500 Million Design/Build Costa Azul LNG Terminal for Sempra Energy, Ensenada, Mexico
- ≡ Served as a lead negotiator on a US\$ 26 million delay damage and inefficiency claim against PDVSA arising from a gas processing plant on Lake Maracaibo. Ultimately recovered US\$ 18 million in ICC arbitration.
- ≡ Managed the acquisition and subsequent divestiture of an East German water/wastewater consulting business from Thames Water.
- ≡ Oversaw the acquisition of a UK based mechanical and electrical contractor from Thames Water.
- ≡ Served as Project Director on a US\$200 Million waste water treatment plant in Ireland during project completion, plant acceptance and close out issues.
- ≡ Served as the Initial Project Director and lead negotiator on the Design/Build contract for the US\$180 Million Sulfur Recovery Unit treating sour gas from the Kashagan Oil Fields and installed at a major oil complex in Kazakhstan for a consortium of global oil companies.
- ≡ Managed the negotiation of the second concession agreement with the Ruler of the Emirate of Ajman for a 20 year concession to build and operate a wastewater treatment plant and collection system.
- ≡ Managed the negotiation on the US\$350 million combined cycle power plant, Mesquite Power Plant, Arizona USA for Sempra Energy.