



**ALAN STEVENS**  
PRESIDENT

**STANCIL & CO.**

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## CAREER HIGHLIGHTS

For more than 40 years, Alan has held a variety of positions with major and independent refining companies and consulting firms, all which have related to the management and optimization of crude oil and natural gas. His management and operating experience with Texaco, Pride, and El Paso Refining gives Alan the background and hands-on experience to manage consulting assignments related to the management and optimization of refineries and gas processing facilities.

Alan's experience with four consulting firms has exposed him to a wide range of clients which required various problem-solving techniques. His responsibilities with the consulting companies have included international and domestic business development, management of major client relationships, and management of the consulting business.

Alan joined Stancil & Co. in 1997.

## PREVIOUS POSITIONS

1992 - 1997 Turner, Mason & Company  
1990 - 1992 Pride Companies, L.P.  
1987 - 1990 Stevens Consulting Co.  
1984 - 1987 Muse, Stancil & Co.  
1978 - 1983 Purvin & Gertz, Inc.  
1970 - 1978 Texaco, Inc.

## EDUCATION

1970 BS Chemical Engineering  
Texas A&M University

## REPRESENTATIVE EXPERIENCE

- **Operations Management** – In addition to experience at Texaco, served as President of Pride and Vice President of Operations for El Paso Refining.
- **Mergers & Acquisitions** – Involved in the sale or purchase of over 60 refineries in the U.S., Europe, and Asia, plus over 200 pipelines and associated terminal facilities. Additional work has included multiple biofuels manufacturing facilities, including biodiesel, renewable diesel, and ethanol. Prepared business plans and marketing studies that have been used to secure bank financings for acquisitions.
- **Refinery Optimization** – Managed refinery upgrading studies and construction projects for refining development in the U.S., Canada, South America, Caribbean, Europe, Asia, and Middle East. Activities included licensor and contractor selection and monitoring of engineering, construction, and start-up of initial operations. Responsible for optimization of ongoing refinery operations including feedstocks, process configurations, and general operating and safety procedures.
- **Gas Processing** – Involved in evaluation of numerous natural gas projects, including evaluation and optimization of Norwegian offshore reserves.
- **Cogeneration** – Involved in conceptual design, construction, and start-up of multiple Cogeneration facilities.
- **International** – Two years on assignment in London consulting offices. Overall has supervised projects in Europe, North Sea, Middle East, Far East, Mexico, Canada, Caribbean, and South America. Extensive work with national oil companies.
- **Seminars** – Presented oil industry and gas processing seminar to oil companies and many of the major financial and banking institutions in the U.S. and Europe, and authored seminar on valuation techniques for refineries.
- **Expert Witness** – Testified as expert witness in cases involving the following categories: hydrocracking, coking, reforming, natural gas processing, natural gas gathering (pipeline operations), fractionation, refinery valuation, and market pricing.