



JOSEPH G. CEURVORST
PARTNER

STANCIL & CO.

CAREER HIGHLIGHTS

Joe is recognized globally as one of the downstream industry's top linear program (LP) modelling experts. With nearly 30 years of experience in the refining and petrochemicals industry, he is a proven "quick study" capable of grasping complex problems while maintaining attention to detail and focus on profitability. Joe's strong refining economics and risk management skills, combined with a solid engineering background, complement a broad range of consulting engagements.

Joe began his career with Phillips Petroleum Company as a Research Engineer where he was awarded four U.S. patents and two foreign patents for his work in the Engineering Plastics and Specialty Chemicals group.

In 1989, Joe joined TOTAL Petroleum, Inc. where he held positions as Process Engineer, Operations Planning Manager, Commodity Risk Management Coordinator, and Wholesale Pricing Manager.

As a consultant, Joe has been instrumental in valuing refining and marketing assets and projects for numerous clients. He regularly provides independent assessments of refinery LP models as well as providing refinery-specific support and training. Covering everything from a quick look to day-to-day support on a management transition team, his assignments have encompassed over 100 refining assets and projects in the U.S., Canada, South America, Europe, Africa, Australia, and Asia.

Joe joined Stancil & Co. in 1997.

PREVIOUS POSITIONS

1989-1997 TOTAL Petroleum, Inc.
1987-1989 Phillips Petroleum Company

REPRESENTATIVE EXPERIENCE

- **Operations Planning** – Assisted numerous clients to develop or improve an operations planning function including crude selection, netback analysis (including the cost of renewable fuels standards), benchmarking, backcasting, and opportunity analysis.
- **Clean Fuels & Gasoline Reformulation** – Developed capital investment and blending strategies to produce low sulfur clean fuels, and increase reformulated gasoline and CARB gasoline production.
- **Gasoline Blending Optimization** – Implemented tactical, multi-period gasoline blending tools to generate optimized recipes within constraints of lifting schedules, component inventory limits, and finished product inventory tankage.
- **Refinery Operations Scheduling** – Developed tactical, multi-period refinery operations scheduling tools using crude blending and intermediate inventory capacity to maximize refinery utilization.
- **Crude Marketing** – Aided crude marketing in identifying target refineries for unique crudes.
- **Product Distribution Network Optimization** – Evaluated marketing decisions relative to the cost to manufacture, including product exchanges involving grade differentials and joint venture offtake agreements.
- **Mergers & Acquisitions** – Assisted in both asset divestitures and asset acquisitions for numerous clients.
- **Insurance & Property Valuation** – Provided independent analysis for business interruption claims. Evaluated functional obsolescence and clean fuels specification implications for property valuations.

EDUCATION

1987 MS Chemical Engineering
Colorado School of Mines

1985 BS Chemical Engineering
Colorado School of Mines

