



JEFFREY G. NICHOLS
VICE PRESIDENT

STANCIL & CO.

CAREER HIGHLIGHTS

Jeff has over 37 years of experience in the refining, renewable, and petrochemical industries with over 20 years successfully serving clients at Stancil & Co. Jeff's strong technical background and communications skills, combined with extensive experience in facility operation, brings a broad, common-sense background to his consulting engagements. His hands-on experience spans from managing plant operations to business team coordination. He supported substantial refinery asset transactions in the U.S., Europe, and South America involving over 45 facilities.

Jeff directs Stancil's clean fuels/renewable fuels consulting practice. He assists several clients in developing and implementing fuels compliance programs, blending renewable fuels while meeting EPA regulations, and obtaining EPA designations for small refinery hardship status. He has represented clients in settlement negotiations with the EPA and state environmental agencies.

Jeff has advised clients in the economic evaluation, business plan development, takeover, or initial operation for numerous refinery, pipeline, and terminal transactions. He has negotiated supply and service contracts, optimized refinery operations through linear program modelling, evaluated capital spending plans, and valued refinery assets for financial restructuring.

Jeff joined Stancil & Co. in 1997.

PREVIOUS POSITIONS

1993 - 1997 Turner, Mason & Company
1989 - 1993 El Paso Refining
1987 - 1989 Exxon Company USA
1980 - 1987 Exxon Chemical Company
1979 - 1980 Fina Oil & Chemical

EDUCATION

1980 BS Chemical Engineering
New Mexico State University

REPRESENTATIVE EXPERIENCE

- **Mergers & Acquisitions** – Provided business plan development, contract support, initial staffing plan, pre- and post-closing due diligence, hydrocarbon inventory measurement, bid preparation, and/or asset valuation for transactions involving:
 - 35 North American refineries varying in size from 22,000 B/D to over 225,000 B/D
 - Four U.S. asphalt refineries including the terminal and logistics systems
 - 10 foreign refineries in Europe, Asia, South America, and Australia
 - Seven pipeline systems including both crude and product systems
 - Eight storage terminals serving crude or product systems with the associated truck and rail facilities
 - Two GTL facilities, two biodiesel plants, a renewable diesel plant, an idle MTBE plant, and an acid regeneration facility.
- **Clean Fuels/Renewable Fuels**
 - Provides consulting to four refiners, retained through General Counsel in fuels compliance actions
 - Routinely provides fuels regulatory consulting for over 14 U.S. refineries
 - Prepared seven renewable fuels hardship petitions for EPA consideration resulting in two grants of relief
 - Conducts compliance and quality audits of refinery and terminal systems
 - Member of American Society for Testing and Materials (ASTM) Committee D02 on Petroleum Products, Liquid Fuels, and Lubricants that establishes specifications for the industry
 - Conducted American Fuels & Petrochemical Manufacturers Association (AFPM) Workshop titled, "Refinery Clean Fuels 101," attended by over 200 industry professionals
 - Panelist for AFPM "Clean Fuels Challenge" symposium, and current member of AFPM Fuels Committee
 - Member of the Arizona Air Quality Task Force Clean Burning Fuels Subcommittee.