TED A. IMPSON
PARTNER

STANCIL & CO.

CAREER HIGHLIGHTS

Ted has over 33 years of refining industry experience. His solid technical background, combined with extensive experience in overall plant operations, brings a broad, common sense approach to his consulting engagements. His hands-on experience spans from managing economics and optimization to technical services, including laboratories.

During his career, Ted's solid communication skills and focus to detail, along with an ability to anticipate and adapt to dynamic situations, allowed him to effectively interact with all levels within the refinery and the corporation. Ted has a proven track record for solving problems, utilizing structured approaches, whether working independently or in a team environment.

Ted began his career as a Reliability Inspection Engineer, in which he insured mechanical integrity and regulatory compliance of equipment, piping, and tankage throughout the refinery, terminals, off-site pipelines, and off-site tank farms. His responsibilities as a Process Engineer included monitoring, troubleshooting, and optimizing process units, while identifying constraints and developing projects to eliminate these constraints.

In Economics & Planning, Ted directed the efforts in support of optimizing and improving profitability of the refinery. He developed optimized production plans and provided guidance to corporate personnel in the evaluation of crudes, feedstocks, intermediate stream dispositions, and inventory. Ted reviewed plant operations and laboratory analyses to provide oversight and direction regarding the monthly operating plan, inventory management, and to ensure compliance with product regulatory requirements. Ted directed forecasting and reconciling monthly and quarterly income information, especially focused on refinery yields, overall inventory optimization, and gross margin. He developed, managed, and maintained refinery models and benchmarking tools to support competitive performance analyses, strategic initiatives, and capital planning. Ted supported capital project development, defined basis for project scopes, identified business drivers, and conducted detailed economic analyses to determine feasibility of projects.

Ted joined Stancil & Co. in July 2018. He became a partner in January 2019.

REPRESENTATIVE EXPERIENCE

- **Mergers & Acquisitions** – Provided support for business plan development and review, cash flow model development and review, and asset valuation, including asset integrity, for potential transactions involving:
  - International integrated production, refining, marketing, and shipping company
  - Independent domestic refining company
  - Major integrated production, refining, and marketing company
  - International integrated production, refining, marketing, and shipping company.

- **Business Interruption and Damage Evaluations** – Provided gross margin impact, lost production impact, and future throughput impact for insurance claims associated with unplanned events requiring quantification of the lost income and the damages sustained for events involving:
  - Impact of a loss in purchased natural gas supply, resulting in a refinery wide outage
  - Impact of a loss in electricity supply, resulting in a refinery wide outage
  - Impact of a loss in crude supply, resulting in a refinery wide slowdown.

- **Independent Engineer Evaluations** – Provided review of process technology, research and development activities, process design, capital project cost estimate, and operating expense estimate for business opportunities involving:
  - Renewable Diesel (western U.S.) – Grassroots
  - Renewable Diesel (southwestern U.S.) – Grassroots
  - Renewable Diesel (southeastern U.S.) – Revamp
  - IMO 2020 Fuel Oil (southern U.S.) – Grassroots

- **Litigation** – Provided technical expertise involving:
  - Business interruption insurance claim
  - Patent infringement claim.

PREVIOUS POSITIONS

2011 - 2018   Delek US
1986 - 2011   Lion Oil Company

EDUCATION

1986   BS Petroleum Engineering
         Louisiana Tech University