

Dr. Dale M. Nesbitt



**27121 Adonna Ct.
Los Altos Hills, CA 94022
(650) 218-3069 Mobile
(650) 948-3396 FAX
dalenesbitt@att.net**



Dr. Nesbitt began his career at the Xerox Palo Alto Research Center (PARC) as an analyst in the Management Systems Department (employee ID 70.) He moved to Stanford Research Institute (SRI) in 1974, where he worked on the seminal energy models the SRI-Gulf Model and the SRI World Energy Model and became Manager of the Decision Analysis—Energy. In 1977, Dr. Nesbitt cofounded the consulting company Decision Focus Incorporated (DFI) where he remained as a principal until 1995 when he founded Altos Management Partners to continue assisting energy, high technology, telecommunications, and other industry managements. At that time, he founded MarketPoint Inc. to develop world class forward market modeling and decision support technology. (Altos and MarketPoint were acquired by Deloitte in January 2011.) Dr. Nesbitt is known in the energy industry for his market analysis including the North American Regional Gas (NARG) model, the World Gas Trade model, the World Petroleum Model, the European Gas Model, the North American Regional Electricity Model, the North American Tradable Emissions Model, and the North American Coal Model. The market modeling methods developed by Dr. Nesbitt have been used by many North American, European, and world energy companies in the oil, gas, electricity, coal, and emissions business for the past three decades.

In energy, Dr. Nesbitt has worked on almost every major pipeline and LNG terminal that has entered since 1975; valued upstream, pipeline, and LNG assets in every area of North America and many areas of the world; valued Duke for the Duke-PanEnergy merger; developed power plants in a number of locations; calculated forward prices and price differentials in and between every North American electric generation region; supported the landmark National Petroleum Council 2003 report; helped win the Duke New Smyrna Beach case before the Florida PSC and the PGT Roll In case before the FERC; fully connected the prices of tradable emissions allowances with the price of energy; led the Calpine bankruptcy case in behalf of the Equity Committee (chief economic witness), and built the definitive world supply-transportation-refining-products-demand-pricing model of the oil business (for one of the majors). Outside energy, his consulting companies have done seminal work in high technology (product pricing, new product introduction), airlines (fleet allocation, scheduling, and seat pricing for United, Continental, SAS, British Air, KLM), rental car companies (Hertz), telecommunications (product line pricing for Pacific Bell, GTE, Bell Atlantic, NYNEX), transportation including trucks, ocean, and highway; infrastructure (various highway departments), resources (Anaconda-Arco, Potash Corporation of Saskatchewan), and environmental remediation. Dr. Nesbitt regularly briefs management and board level groups on energy and other commodity markets. Outside energy, Dr. Nesbitt cofounded and manages Reticle Inc. (developed and patented ultra high surface area materials to purify water, plate metals, and make ultracapacitors). He cofounded Ferritech Inc. (patented biotechnology to manufacture ferric for use as an oxidant and dissolvent.)

Dr. Nesbitt holds a B.S. degree in Engineering Science from the University of Nevada—Reno (1969), an M.S. degree in Mechanical Engineering at Stanford University (1970), and an M.S. and a Ph. D. degree in Engineering-Economic Systems (Ph. D. dissertation defended with honors) from Stanford University (1972, 1975).