

Energy Negotiation - Dale Rector

Dale is the primary negotiator for EnerVantage clients. Over the last 20 years, he has developed expertise in negotiation and project management while supporting hundreds of complex energy transactions. His success has earned him the role of trusted energy advisor to an extensive number of Fortune 500 and highly energy intensive clients.

Dale primarily represents large industrial customers in the steel, aluminum, automotive, chemical, pharmaceutical and general manufacturing sectors. Recent projects have included negotiation of:

- Water, sewer, gas and electric commodity and infrastructure contracts for windshield and tire manufacturing facilities in the Southern United States.
- Discounted gas distribution cost for an aluminum foundry in the Midwest.
- Third-party, on-site cogeneration facilities, including power purchase and natural gas supply for a fiber manufacturer in the Northeast.
- A long-term natural gas distribution contract in lieu of faltering local supply (reverse bypass) for a glass melting facility in Pennsylvania.

Dale has periodically represented project developers for biomass, waste-to-energy, landfill gas and cogeneration facilities, including power sale and fuel purchase contract negotiations. In addition, he has advised municipal and cooperative utilities regarding wholesale commodity purchases and infrastructure development.

Dale's experience includes all aspects of the natural gas and electricity supply chain from retail to wholesale procurement. In particular, he has been a pioneer in negotiating wholesale access for retail customers and designing custom demand-response programs. He also has extensive knowledge of energy intensive manufacturing processes and generation technologies, including associated operational, regulatory and environmental aspects and limitations.

EnerVantage negotiations fit within our client's overall strategic energy management program designed to minimize energy cost while maximizing operational flexibility. All utility negotiations begin with a thorough understanding of the Client's strategic goals, operational capabilities and risk tolerance. This knowledge is combined with EnerVantage's market expertise and extensive research of utility capabilities to develop a feasible structure for low-cost utility supply.

DISTRIBUTION RATES

INFRASTRUCTURE

FUEL SUPPLY

ASSET ACQUISITION

UTILITY DISPUTE RESOLUTION

REGULATED SUPPLY CONTRACTS

GRID/PIPELINE INTERCONNECTION

POWER PURCHASE/SALE AGREEMENT

ECONOMIC DEVELOPMENT

FACILITY START-UP/SHUT-DOWN

DEMAND RESPONSE

