



RECON Research Corporation

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Andrew Safir, President
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Dr. Andrew Safir President

Dr. Andrew Safir has been the President of Recon Research Corporation since 1980. He has extensive experience in general economic analysis, forecasting, antitrust economics, and energy markets.

During the 1970's, Dr. Safir held a variety of positions with the U.S. Federal Government. In 1972, he was appointed as a staff member to the President's **Council of Economic Advisers** specializing in international trade policy, and in mid-1973 joined the **White House Council on International Economic Policy** as a professional member specializing in energy and international finance. In 1974, Dr. Safir moved to the Department of Justice, where he served as the senior economic advisor to the **Office of Justice Policy, Planning, and Research**, and in late 1975 was appointed as the Assistant Director of the **Office of International Energy Policy** at the U.S. Treasury. He left this position to join the Administration of Governor Edmund G. Brown, Jr. in 1978 as **Chief Business Economist for the State of California**, although he remained a special advisor to the **US General Accounting Office** specializing in energy, international finance and national security matters throughout much of the 1980s.

Dr. Safir holds a Ph.D. and MA in economics from Tufts University, and a BA in Psychology from the University of Colorado. He is a member of Phi Beta Kappa and the National Association of Forensic Economists. Dr. Safir is also a Trustee of the University of Colorado Foundation, the private endowment arm of the University, and an Advisory Board Member of the CU Department of Economics.





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Background

Recon Research Corporation was founded in 1980 to provide economic advisory services and litigation assistance to domestic and international corporate clients.

The Company provides advice on intellectual property disputes, antitrust issues, energy economics, business valuation, contract analysis and general litigation support. In addition, Recon personnel are available to provide expert testimony as appropriate in state and federal administrative or judicial proceedings. Organizations currently benefitting from Recon's services include multinational corporations, interstate pipelines, entertainment firms, financial institutions and government.

Representative Projects

Intellectual Property

- Valuation of cross licensing agreement and patent rights in dispute between **Tanox Corporation**, Novartis and Genentech regarding pharmaceutical manufacturing.
- Damage defense of **Paramount Pictures** against copyright, trademark and trade dress complaint of Sony Pictures regarding unauthorized use of intellectual property rights to the movie character "Zorro."
- Business valuation and appraisal for **Gene Roddenberry Estate** of Norway Corporation, a closely held, non-publicly traded company owning various media rights to Star Trek, including the TV series, movies, and merchandising.
- Calculation of damages to and endorsement value of **Rodney Dangerfield** for unauthorized use of his name and likeness by an Internet Service Provider in advertising and on web sites.
- Damage defense of **Paramount Pictures** against copyright, trademark and trade dress complaint of Sony Pictures regarding unauthorized use of intellectual property rights to the movie character "Zorro."



- Economic defense of **CBS Television** and **Survivor Productions** against damages claimed in various trademark, trade dress and production fee disputes.
- Economic defense of **Paul Hunter** against damage claims brought by FMRocks Productions in arbitration dispute regarding music video production fees.
- Damage valuation and defense of **McNeilus Corporation** in patent litigation with Heil Corporation concerning proprietary design features of waste removal trucks.
- Damage valuation for patent infringement and lost patent protection of beer dispensing systems of **Kyees Aluminum** in legal malpractice complaint.
- Analysis of damages regarding product disparagement, unfair competition, trademark, and trade dress violations involving study materials produced by **AIMR**, a non-profit organization administering the CFA exam.
- Determination of damages regarding claims of trademark and trade dress violations on behalf of **Sunset Health** regarding the sale of 48 hour diet drinks.

Antitrust & Energy Issues

- Valuation of antitrust damages suffered by various **Southern California Customer Classes** due to anti-competitive behavior undertaken by Sempra Energy in manipulating the gas and electric markets serving California customers.
- Economic evaluation of antitrust claim of **El Paso Refinery** against Santa Fe Pacific Pipeline, in both Midland Superior Court and before the US Federal Energy Regulatory Commission.
- Valuation for **AEP Corporation** regarding loss on the ownership of Houston Pipeline Company resulting from actions taken by the Bank of America with respect to Enron's sale of HPL.
- Damage defense of **Wal-Mart Corporation** against class action antitrust complaint for predatory pricing and unfair international business practices in San Francisco Superior Court.
- Assessment of damage claims relating antitrust allegations made by Rowan Companies regarding a contract dispute with **BPAmoco, Amerada Hess, and Enterprise Oil** over oil drilling rigs in the North Sea.



Other Litigation Issues

- Economic defense of **Investor's Business Daily** against class action complaint of unfair labor practices with respect to commission payments and overtime hours.
- Valuation of minority ownership interest of **DHL Poland** air freight in buy-out dispute and negotiations with Deutchepost and its Polish subsidiary.
- Economic valuation of the **Anaheim Angels Major League Baseball Franchise** and assistance in negotiation regarding the potential purchase from Disney Corporation.
- Valuation of disparagement suffered by **Isuzu Motors Limited** as the result of inaccurate assertions by Consumer's Union regarding the "roll-over" propensity of the Isuzu Trooper SUV.
- Damage defense of **KirchMedia GmbH** against pay TV and channel carriage breach allegations of Universal Studios International, B.V.
- Evaluation of damage claims on behalf of **Pappas Telecasting** and **Azteca America** regarding claims that Citibank failed to honor its commitment to sell a Los Angeles television station.

Corporate Fee Structure

(Effective January 1, 2008)

The price of Recon project-by-project services varies depending upon the level of sophistication required to complete the task. Current project costs are a composite of the following:

President & CEO	\$425/hour
Senior Vice President	\$375/hour
Senior Economist	\$325/hour
Research Economist	\$250/hour

Travel and lodging expenses for on site consultation outside the greater Los Angeles area will be itemized and billed separately.

