

Introduction to Canadian Crude Oil Marketing

Presented by

Phoenix Energy Marketing Consultants Inc.

DAY ONE

Continental Breakfast & Registration	(7:30-8:00)
* “Welcome & Introductions” <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i>	(8:00-8:15)
* “Crude Oil Production, Supply & Demand” <i>Jared Layton, Crude Oil Specialist, Phoenix Energy Marketing Consultants</i>	(8:15-9:00)
BREAK #1	(09:00-9:15)
* “Oil Sands Production, Supply & Demand” <i>Bob Dunbar, President, Strategy West Inc.</i>	(9:15-10:00)
BREAK #2	(10:00-10:15)
* “Crude Oil Trucking” <i>Christina Grant, Crude Oil Specialist, Phoenix Energy Marketing Consultants</i>	(10:15-10:45)
* “Introduction to Feeder Pipelines” <i>Jared Layton, Crude Oil Specialist, Phoenix Energy Marketing Consultants</i>	(10:45-11:30)
* “Introduction to Trunk Pipelines” <i>Darren Dillabaugh, Customer Accounts, Kinder Morgan Canada</i>	(11:30-12:15)
Lunch	(12:15-1:00)
* “Scheduling & Forecasting” <i>Jim Barr, Principal, Netback Management</i>	(1:00-2:00)
BREAK #3	(2:00-2:15)
* “Markets Development Initiatives” <i>Glen Dippel, Senior Commercial Advisor, Upstream Development, Enbridge Inc.</i>	(2:15-3:00)
BREAK #4	(3:00-3:15)
* “Upgrading & Refining” <i>John Heida, Consultant, Purvin & Gertz</i>	(3:15-4:15)

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DAY TWO

Continental Breakfast	(7:30-8:00)
* “Pricing & Equalization Fundamentals” <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i>	(8:00-9:45)
BREAK #1	(09:45-10:00)
* “Electronic Crude Oil Trading Systems” <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i>	(10:00-10:45)
BREAK #2	(10:45-11:00)
* “Credit Risk Management” <i>Douglas Anderson, President, Credit Risk Solutions Ltd.</i>	(11:00-12:00)
Lunch	(12:00-1:00)
* “Price Risk Management” <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i>	(1:00-2:45)
BREAK #3	(2:45-3:00)
* “Crude Oil Marketing Industry Players Presentations”	(3:00-4:30)
<i>Tyler Radcliffe, Trafigura</i>	(3:00-3:30)
<i>Steve Nelson, Suncor</i>	(3:30-4:00)
<i>Rick New, Enerplus</i>	(4:00-4:30)