

INTRODUCTION TO CANADIAN NATURAL GAS MARKETING
presented by
Phoenix Energy Marketing Consultants Inc.

COURSE OUTLINE

DAY ONE

| | | |
|-------------------|---|---------------------|
| Morning: | Registration & Continental Breakfast | (7:00-8:00) |
| | * Welcome and Introductions <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i> | (8:00-8:30) |
| | * “History of Deregulation in the Canadian Natural Gas Industry” <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i> | (8:30-8:45) |
| | BREAK #1 | (8:45-9:00) |
| | * “Gas Reserves, Production & Consumption Fundamentals” <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i> | (9:00-9:45) |
| | BREAK #2 | (9:45-10:00) |
| | * “Basic Concepts, Terminology & Operational Fundamentals” <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i> | (10:00-11:00) |
| | * “Gas Purchase Contracts” <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i> | (11:00-12:15) |
| Noon: | Buffet-style luncheon | (12:15-1:15) |
| Afternoon: | * “Gas Pricing Fundamentals” <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i> | (1:15-1:45) |
| | * “Electronic Gas Trading Systems” <i>Janelle Dormaar & Louise Waterhouse, Natural Gas Exchange Inc</i> | (1:45-2:30) |
| | BREAK #3 | (2:30-2:45) |
| | * “Price Risk Management” <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i> | (2:45-3:45) |
| | BREAK #4 | (3:45-4:00) |
| | * “Elements of Credit Risk” <i>Douglas Anderson, President, Credit Risk Solutions Limited</i> | (4:00-5:00) |

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DAY TWO

| | | |
|-------------------|--|----------------------|
| Morning: | Continental Breakfast | (7:00-08:00) |
| | * “Overview of Gas Pipeline Systems & Contracts for Service” <i>Andrew Ilnycky, President, Ilnycky Consulting Ltd.</i> | (8:00-9:15) |
| | BREAK #1 | (9:15-9:30) |
| | * “Straddle Plants (Ethane & NGL Extraction)” <i>Gordon Salahor, Commercial Operations, Mistral Energy</i> | (9:30-10:15) |
| | BREAK #2 | (10:15-10:30) |
| | “Gas Storage” <i>Ben Ledene, Market Development, Niska Gas Storage</i> | (10:30-11:30) |
| | * “Alliance Pipeline Presentation & Gas Control Room Tour” <i>Debbie Gargus, Alliance Pipeline</i> | (11:30-1:15) |
| | <i>Travel time</i> | (11:30-11:45) |
| | <i>Luncheon Presentation</i> | (11:45-12:30) |
| | <i>Gas Control Room Tour</i> | (12:30-1:00) |
| | <i>Travel time</i> | (1:00-1:15) |
| Afternoon: | * “Gas Markets – Overview of Trends” <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i> | (1:30-2:00) |
| | * “Industrial Consumers” <i>Rhonda Pehar, Dow Chemicals</i> | (2:00-2:45) |
| | BREAK #3 | (2:45-3:00) |
| | * “LNG” <i>Andrew Ilnycky, President, Ilnycky Consulting Ltd.</i> | (3:00-4:00) |
| | * “Energy Markets” <i>Greg Baden, President, BECL & Associates</i> | (4:00-5:00) |

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DAY THREE

| | | |
|-------------------|---|--------------------|
| Morning: | Continental Breakfast | (7:00-8:00) |
| | * “Gas Management Systems” | (8:00-9:00) |
| | <i>Colleen Hyde, Oil and Gas Consultant, Egistix – Energy Trading Logistics Corporation</i> | |
| | * “TransCanada PipeLines Presentation & Gas Control Room Tour” | (9:15-11:00) |
| | <i>Bruce Newberry, TransCanada PipeLines</i> | |
| | <i>Travel time</i> | (9:15-9:30) |
| | <i>Presentation</i> | (9:30-10:15) |
| | <i>Gas Control Room Tour</i> | (10:15-11:00) |
| | * “Shell Energy North America (Canada) Inc. Trading Floor Tour” | (11:00-11:45) |
| | <i>Doug Doane, Producer Services, Shell Energy North America (Canada) Inc.</i> | |
| | <i>Travel time</i> | (11:00-11:15) |
| | <i>Shell Energy North America Trading Floor Tour</i> | (11:15-11:45) |
| | <i>Travel time</i> | (11:45-12:00) |
| Noon: | Buffet-style luncheon | (12:00-12:45) |
| Afternoon: | * “GJ Land” Marketing Simulation (Class Participation) | (12:45-3:45) |
| | <i>AEUB – Merv Dahl, Phoenix Energy Marketing</i> | |
| | <i>SPUB – David Laws, Mutiny Oil & Gas</i> | |
| | <i>NOVA – Nancy Brumwell, Phoenix Energy Marketing</i> | |
| | <i>TCPL – Andy Ilnycky, Ilnycky Consulting</i> | |
| | <i>ALLIANCE – Jim Pearson, Phoenix Energy Marketing</i> | |
| | <i>TRANSGAS – Dean Parson, Phoenix Energy Marketing</i> | |
| | <i>STORAGE – Christina Grant, Phoenix Energy Marketing</i> | |
| | <i>CSO & STRADDLE – Rick Shouldice, Spectra Energy</i> | |
| | <i>SWAP DEALER – Dave Maffitt, Phoenix Energy Marketing</i> | |
| | BREAK #1 – Cocktails & Hot Snacks | (3:45-4:15) |
| | * Recap and Results of Marketing Simulation | (4:15-5:00) |
| | <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i> | |