

# Introduction to Canadian Crude Oil Marketing

Presented by

**Phoenix Energy Marketing Consultants Inc.**

at

The Westin Calgary Downtown

**October 12 & 13, 2010**

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## DAY ONE

**TUESDAY – OCTOBER 12, 2010**

<b>Continental Breakfast &amp; Registration</b>		<b>(7:30-8:00)</b>
* <b>“Welcome &amp; Introductions”</b>		(8:00-8:15)
	<i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i>	
* <b>“Crude Oil Production, Supply &amp; Demand”</b>		(8:15-9:00)
	<i>Jared Layton, Crude Oil Specialist, Phoenix Energy Marketing Consultants</i>	
* <b>“Oil Sands Production, Supply &amp; Demand”</b>		(9:15-10:00)
	<i>Bob Dunbar, President, Strategy West Inc.</i>	
* <b>“Crude Oil Trucking”</b>		(10:15-10:45)
	<i>Kris Fleckenstein, Parcels Trucking</i>	
* <b>“Introduction to Feeder Pipelines”</b>		(10:50-11:30)
	<i>Jared Layton, Crude Oil Specialist, Phoenix Energy Marketing Consultants</i>	
* <b>“Introduction to Trunk Pipelines”</b>		(11:30-12:15)
	<i>Christopher Dooks, Customer Accounts, Kinder Morgan Canada</i>	
<b>Lunch</b>	<b>Buffet lunch provided in the classroom</b>	<b>(12:15-1:00)</b>
* <b>“Scheduling &amp; Forecasting”</b>		(1:00-2:00)
	<i>Jim Barr, Principal, Netback Management</i>	
* <b>“Markets Development Initiatives”</b>		(2:15-3:00)
	<i>Brent Heinz, Commercial Advisor, Capacity Development, Enbridge Pipelines</i>	
* <b>“Upgrading &amp; Refining”</b>		(3:15-4:15)
	<i>David Wells, Principal, Purvin &amp; Gertz</i>	

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## DAY TWO

***WEDNESDAY – OCTOBER 13, 2010***

<b>Continental Breakfast</b>		<b>(7:30-8:00)</b>
* “Pricing & Equalization Fundamentals”		(8:00-9:45)
<i>TBA</i>		
* “Electronic Crude Oil Trading System”		(10:00-10:45)
<i>Janelle Dormaar &amp; Nick Mazur, NGX</i>		
* “Credit Risk Management”		(11:00-12:00)
<i>Douglas Anderson, President, Credit Risk Solutions Limited</i>		
<b>Lunch</b>	<b>Buffet lunch provided in the classroom</b>	<b>(12:00-1:00)</b>
* “Price Risk Management”		(1:00-2:45)
<i>TBA</i>		
* “Crude Oil Marketing Industry Players Presentations”		<b>(3:00-4:30)</b>
<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)
<b>Reception</b>		<b>(4:30-5:30)</b>
<i>Phoenix invites all participants and guest speakers to join us for a networking session with complimentary cocktails and hors d'oeuvres immediately following the seminar.</i>		

**\*Please Note: This is a preliminary agenda, there may be slight changes\***