

Introduction to Canadian Crude Oil Marketing

Presented by

Phoenix Energy Marketing Consultants Inc.

on

September 19 & 20, 2017

DAY ONE

TUESDAY, SEPTEMBER 19, 2017

- | | | |
|----|---|---------------------|
| | Continental Breakfast & Registration | (8:00-8:30) |
| 1) | “Welcome & Introductions” <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i> | (8:30-9:00) |
| 2) | “Crude Oil Production, Supply & Demand” <i>Don Murray, President, Advantage Insight Group Inc.</i> | (9:00-9:45) |
| | BREAK | (9:45-10:00) |
| 3) | “Oil Sands Production, Supply & Demand” <i>Clayton Phair, President, Mneme Corporation</i> | (10:00-10:45) |
| 4) | “Introduction to Trucking, Feeder Pipelines and Crude by Rail” <i>Jared Layton, General Manager, Crude Oil Marketing, Secure Energy Services Inc.</i> | (10:45-12:00) |
| | LUNCH | (12:00-1:00) |
| 5) | “Scheduling & Forecasting” <i>Lindsey Boguski, Senior Director, Industry, Petrotranz Inc.</i> | (1:00-1:45) |
| | BREAK | (1:45-2:00) |
| 6) | “Upgrading & Refining” <i>Damir Raos, Sr. Manager of Downstream Consulting, IHS Global Canada Ltd.</i> | (2:00-3:00) |

Introduction to Canadian Crude Oil Marketing

Presented by

Phoenix Energy Marketing Consultants Inc.

on

September 19 & 20, 2017

DAY TWO

WEDNESDAY, SEPTEMBER 20, 2017

- | | | |
|-----|--|----------------------|
| | Continental Breakfast | (8:00-8:30) |
| 7) | “Pricing & Equalization Fundamentals” <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i> | (8:30-10:15) |
| 8) | “Electronic Crude Oil Trading Systems” <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i> | (10:15-11:15) |
| | BREAK | (11:15-11:30) |
| 9) | “Credit Risk Management” <i>Douglas Anderson, President, Credit Risk Solutions Ltd.</i> | (11:30-12:30) |
| | LUNCH | (12:30-1:30) |
| 10) | “Price Risk Management” <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i> | (1:30-2:45) |
| | BREAK | (2:45-3:00) |
| 11) | “Oil Management Systems” <i>Cheryl Goodwin, Director of Business Development, Sales & Marketing, Egistix</i> | (3:00-3:30) |
| 12) | “Trafigura” <i>Tyler Radcliffe, Vice President, Supply & Facilities, Trafigura</i> | (3:30-4:00) |
| 13) | Speaker Biographies | |
| 14) | Book List | |
| 15) | Phoenix Oil Pipeline Map | |