

# Introduction to Canadian Crude Oil Marketing

Presented by

**Phoenix Energy Marketing Consultants Inc.**

at

The Conference Room (2<sup>nd</sup> floor) of the Manulife Place800  
(800 - 6 Avenue SW, Calgary, AB)

**September 18 & 19, 2018**

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## DAY ONE

**TUESDAY, SEPTEMBER 18, 2018**

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|     | <b>Continental Breakfast &amp; Registration</b>  | <b>(7:30 – 8:00)</b>  |
| 1)  | <b>“Welcome &amp; Introductions”</b><br><i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i>   | (8:00 . 8:10)         |
| 2)  | <b>“Crude Oil Production, Supply &amp; Demand”</b><br><i>Don Murray, President, Advantage Insight Group Inc.</i>   | (8:10 . 9:00)         |
| 3)  | <b>“Oil Sands Production, Supply &amp; Demand”</b><br><i>Clayton Phair, President, Mneme Corporation</i>   | (9:00 - 9:50)         |
|     | <b>BREAK</b>   | <b>(9:50 – 10:00)</b> |
| 4)  | <b>“Introduction to Trucking, Feeder Pipelines and Crude by Rail”</b><br><i>Jared Layton, General Manager, Crude Oil Marketing, Secure Energy Services Inc.</i>                          | (10:00-11:10)         |
| 5)  | <b>“Scheduling &amp; Forecasting”</b><br><i>Lindsey Boguski, Senior Director, Industry, Petrotranz Inc.</i>  | (11:10-12:00)         |
|     | <b>LUNCH</b>   | <b>(12:00-1:00)</b>   |
| 11) | <b>“Oil Management Systems”</b><br><i>Cheryl Goodwin, Director of Business Development, Sales &amp; Marketing, Egistix</i>   | (1:00 . 2:00)         |
| 6)  | <b>“Upgrading &amp; Refining”</b><br><i>Steve Fekete, Managing Consultant, IHS Global Canada Ltd.</i><br><i>Damir Raos, Sr. Manager of Downstream Consulting, IHS Global Canada Ltd.</i> | (2:00-3:00)           |
|     | <b>BREAK</b>   | <b>(3:00 – 3:10)</b>  |

# Introduction to Canadian Crude Oil Marketing

Presented by

***Phoenix Energy Marketing Consultants Inc.***

at

The Conference Room (2<sup>nd</sup> floor) of the Trimac Tower  
(800 - 5 Avenue SW, Calgary, AB)

***September 19 & 20, 2017***

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## DAY TWO

***WEDNESDAY, SEPTEMBER 20, 2017***

	Continental Breakfast	(7:30 – 8:00)
7)	<b>“Pricing &amp; Equalization Fundamentals”</b> <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i>	(8:00 . 10:00)
8)	<b>“Electronic Crude Oil Trading Systems”</b> <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i>	(10:00-11:00)
	<b>BREAK</b>	<b>(11:00-11:10)</b>
9)	<b>“Credit Risk Management”</b> <i>Douglas Anderson, President, Credit Risk Solutions Ltd.</i>	(11:10-12:10)
	<b>LUNCH</b>	<b>(12:10 – 1:10)</b>
10)	<b>“Price Risk Management”</b> <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i>	(1:10 -2:45)
	<b>BREAK</b>	<b>(2:45 -2:55)</b>
11)	<b>“Trafigura”</b> <i>Tyler Radcliffe, Vice President, Supply &amp; Facilities, Trafigura</i>	(2:55 . 3:30)
12)	<b>Speaker Biographies</b>	
13)	<b>Book List</b>	
14)	<b>Phoenix Oil Pipeline Map</b>	