

Introduction to Canadian Crude Oil Marketing

by
Phoenix Energy Marketing Consultants Inc.

- 1) **“Welcome & Introductions”**
Dave Maffitt, President, Phoenix Energy Marketing Consultants
- 2) **“Crude Oil Production, Supply & Demand”**
Don Murray, President, Advantage Insight Group Inc.
- 3) **“Oil Sands Production, Supply & Demand”**
Clayton Phair, President, Mneme Corporation
- 4) **“Introduction to Trucking, Feeder Pipelines and Crude by Rail”**
Jared Layton, General Manager, Crude Oil Marketing, Secure Energy Services Inc.
- 5) **“Scheduling & Forecasting”**
Lindsey Boguski, Senior Director, Industry, Petrotranz Inc.
- 6) **“Upgrading & Refining”**
Damir Raos, Sr. Manager of Downstream Consulting, IHS Global Canada Ltd.
- 7) **“Pricing & Equalization Fundamentals”**
Dave Maffitt, President, Phoenix Energy Marketing Consultants
- 8) **“Electronic Crude Oil Trading Systems”**
Dave Maffitt, President, Phoenix Energy Marketing Consultants
- 9) **“Credit Risk Management”**
Douglas Anderson, President, Credit Risk Solutions Ltd.
- 10) **“Price Risk Management”**
Dave Maffitt, President, Phoenix Energy Marketing Consultants
- 11) **“Oil Management Systems”**
Cheryl Goodwin, Director of Business Development, Sales & Marketing, Egistix
- 12) **“Trafigura”**
Tyler Radcliffe, Vice President, Supply & Facilities, Trafigura
- 13) **Speaker Biographies**
- 14) **Book List**
- 15) **Phoenix Oil Pipeline Map**