

INTRODUCTION TO CANADIAN NATURAL GAS MARKETING
presented by
Phoenix Energy Marketing Consultants Inc.
on
November 21-22, 2017

COURSE OUTLINE

DAY ONE
Tuesday – November 21, 2017

	Registration & Continental Breakfast	(7:30-8:00)
1)	Welcome & Introductions <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i>	(8:00-8:30)
2)	“Basic Concepts, Terminology & Operational Fundamentals” <i>Jim Pearson, Senior Associate, Phoenix Energy Marketing Consultants</i>	(8:30-9:15)
3)	“Gas Reserves, Production & Consumption Fundamentals” <i>Jim Pearson, Senior Associate, Phoenix Energy Marketing Consultants</i>	(9:15-10:00)
	BREAK	(10:00-10:15)
4)	“Gas Pricing Fundamentals” <i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i>	(10:15-11:00)
5)	“Gas Purchase Contracts” <i>Lawna Hurl, Senior Legal Counsel, Niska Gas Storage</i>	(11:00-12:00)
	LUNCH	(12:00-1:00)
6)	“Industrial Consumers” <i>Rhonda Pehar, Commercial Manager, Feedstocks, Dow Chemicals</i>	(1:00-2:00)
7)	“Overview of Gas Pipeline Systems & Contracts for Service” <i>Andrew Ilnycky, President, Ilnycky Consulting Ltd.</i>	(2:00-3:15)
	BREAK	(3:15-3:30)
8)	“LNG” <i>Andrew Ilnycky, President, Ilnycky Consulting Ltd.</i>	(3:30-4:15)
9)	“Gas Management Systems” <i>Cheryl Goodwin, Director of Business Development, Sales & Marketing, Egistix</i>	(4:15-5:00)

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DAY TWO
Wednesday – November 22, 2017

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| | Continental Breakfast | (7:30-8:00) |
| 10) | “TransCanada Pipelines Presentation”
<i>Scott Yule, Manager, Markets, TransCanada Pipelines</i> | (8:00-10:15) |
| | BREAK | (10:15-10:30) |
| 11) | “Electronic Gas Trading Systems”
<i>Louise Waterhouse, Vice President, Clearing & Chief Risk Officer, NGX Inc.</i>
<i>Shane Casey, Senior Marketer, NGX Inc.</i> | (10:30-11:30) |
| | LUNCH | (11:30-12:30) |
| 12) | “Spectra Energy Pipelines Presentation”
<i>Alesya Bajoria, Senior Financial Analyst, Spectra Energy Pipelines</i>
<i>Craig Lewington, Pricing & Market Research Specialist, Spectra Energy Pipelines</i> | (12:30-1:30) |
| 13) | “Energy Markets”
<i>Greg Baden, President, BECL & Associates</i> | (1:30-2:30) |
| | BREAK | (2:30-2:45) |
| 14) | “Credit Risk Management”
<i>Doug Anderson, President, Credit Risk Solutions Ltd.</i> | (2:45-3:45) |
| 15) | “Price Risk Management”
<i>Dave Maffitt, President, Phoenix Energy Marketing Consultants</i> | (3:45-5:00) |
| 16) | Speaker Biographies | |
| 17) | Book List | |
| 18) | Gas Pipeline System Maps | |