

INTRODUCTION TO CANADIAN NATURAL GAS MARKETING
by
Phoenix Energy Marketing Consultants Inc.

- 1) **Welcome & Introductions**
Dave Maffitt, President, Phoenix Energy Marketing Consultants
- 2) **“Basic Concepts, Terminology & Operational Fundamentals”**
Jim Pearson, Senior Associate, Phoenix Energy Marketing Consultants
- 3) **“Gas Reserves, Production & Consumption Fundamentals”**
Jim Pearson, Senior Associate, Phoenix Energy Marketing Consultants
- 4) **“Gas Pricing Fundamentals”**
Dave Maffitt, President, Phoenix Energy Marketing Consultants
- 5) **“Gas Purchase Contracts”**
Lawna Hurl, Senior Legal Counsel, Niska Gas Storage
- 6) **“Industrial Consumers”**
Rhonda Pehar, Commercial Manager, Feedstocks, Dow Chemicals
- 7) **“Overview of Gas Pipeline Systems & Contracts for Service”**
Andrew Ilnycky, President, Ilnycky Consulting Ltd.
- 8) **“LNG”**
Andrew Ilnycky, President, Ilnycky Consulting Ltd.
- 9) **“Gas Management Systems”**
Cheryl Goodwin, Director of Business Development, Sales & Marketing, Egistix
- 10) **“TransCanada Pipelines Presentation”**
Scott Yule, Manager, Markets, TransCanada Pipelines
- 11) **“Electronic Gas Trading Systems”**
Louise Waterhouse, Vice President, Clearing & Chief Risk Officer, NGX Inc.
Shane Casey, Senior Marketer, NGX Inc.
- 12) **“Spectra Energy Pipelines Presentation”**
Alesya Bajoria, Senior Financial Analyst, Spectra Energy Pipelines
Craig Lewington, Pricing & Market Research Specialist, Spectra Energy Pipelines
- 13) **“Energy Markets”**
Greg Baden, President, BECL & Associates
- 14) **“Credit Risk Management”**
Doug Anderson, President, Credit Risk Solutions Ltd.
- 15) **“Price Risk Management”**
Dave Maffitt, President, Phoenix Energy Marketing Consultants

- 16) Speaker Biographies**
- 17) Book List**
- 18) Gas Pipeline System Maps**