



Hydrocarbons-by-Rail

Rail Takeaway Strategies for Canadian LPG, NGLs, and Crude

APRIL 12 – 13, 2016 • CALGARY, ALBERTA

HEAR FROM EXPERIENCED LEADERS



Marvin Trimble, President,
SIMBA INDUSTRIES TRANSLOAD LTD.



Nicole Girard, Director General,
Transportation of Dangerous Goods
TRANSPORT CANADA



Brigham McCown
Chairman and CEO, **NOUVEAU INC.**;
Former Administrator, **PHMSA**



Nicole Leonard Project Manager,
Oil and Gas Consulting
BENTEK ENERGY



Richard Kloster, SVP, Business and
Strategic Development, and Technical
Services, **ALLTRANSTEK**



Neil Shelly, Executive Director
**ALBERTA'S INDUSTRIAL HEARTLAND
ASSOCIATION**



Jeff Goutcher, Director, Chemical Sales
CSX TRANSPORTATION



Torrey Swan, Director, Marketing and
Pricing, Energy, Chemicals and Plastics,
CP RAIL



Gerry Goobie, Principal,
GAS PROCESSING MANAGEMENT INC.



Allan Roach, SVP Business Development
WATCO COMPANIES LLC



Malcolm Mullin, Director,
Dangerous Goods, Rail Safety and 511,
ALBERTA TRANSPORTATION



Brandt Trimble, Chief Business Officer,
SIMBA INDUSTRIES TRANSLOAD LTD.



Shawn Mindrup, Senior Sales and
Market Account Executive
KANSAS CITY SOUTHERN RAILWAY



Gerry David, Manager, NGL
CENTRICA ENERGY

Take Advantage of New Opportunities to Move Hydrocarbons to Market on Rail

- Unlock the LPG glut in Alberta and turn a profit from shipping LPG on rail
- Analyze projects that are already in the works
- Find out which terminals are able to transload LPG and other NGLs and what their capacity will be
- Access new markets and destinations in North America and overseas for LPG, NGLs, and crude
- Incorporate up-to-date price forecasts for LPG, NGLs, and crude into your strategic planning
- Convert crude-by-rail terminals into multi-product transloading facilities
- Forecast the supply of LPG and NGLs in Canada and
- Get caught up on developments in railway capacity and new destinations
- Understand the tankcar specifications for LPG, NGLs, and crude
- Comply with new crude-by-rail regulations from Transport Canada and DOT
- Identify fractionation facilities with railway access
- Figure out where crude-by-rail economics still work and how crude-by-rail can still add value in niche markets
- Handle LPG and other NGLs safely throughout the transloading process
- Decipher the markets for tankcars that can handle LPG, NGLs, and crude
- Save money by finding efficiencies in your transloading and rail shipping processes

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HYDROCARBONS-BY-RAIL:

Rail Takeaway Strategies for Canadian LPG, NGLs, and Crude

April 12 – 13, 2016
CALGARY, AB

DAY ONE PROGRAM AGENDA: TUESDAY, APRIL 12, 2016

8:00 – 9:00 Registration and Continental Breakfast

9:00 – 9:10

Welcome and Opening Remarks from the Chair
Marvin Trimble, President, Simba Insustries Transload Ltd.

9:10 – 10:00

Opportunities for Moving LPG on Rail
Gerry Goobie, Principal, Gas Processing Management Inc.

- Markets for Canadian LPG
- Dominance of US exports
- Destinations of non-US exports
- Expectations for rail-supplied waterborne export projects off the West Coast
- Impact of rail prices on ability to move LPG

Gerry Goobie provides consulting services to clients in the natural gas, crude oil, natural gas liquids and natural gas processing businesses throughout North America. Gerry has worked in the petroleum industry for 35 years with over 27 years in the natural gas, NGL and crude oil businesses. His experience includes commercial operations, project management, strategic planning, acquisitions and divestments, regulatory matters and general management as well as process design and reservoir engineering.

10:00 – 10:20

Networking Break



10:20 – 11:20

Demand Dynamics and Markets for Canadian NGLs
Jamie Fisher, Director - Energy Exports, Altagas

- NGL market and outlook
- Demand for NGLs in North America and overseas
- Ideal markets for Canadian NGLs
- Opportunities to take advantage of price differentials
- Trends in where NGLs are moving
- Impact of pipeline developments

11:20 – 12:10

Price Forecasts and Production Trends for NGLs and Crude
Nicole Leonard, Project Manager, Oil and Gas Consulting, Bentek Energy

- Short- and long-term price projections for NGLs and crude
- Impact of price volatility on Canadian production
- Canadian production forecasts for NGLs and crude
- U.S. well counts and impact of US production on the Canadian market
- Incorporating market forecasts into your planning strategy

Nicole Leonard manages projects for the consulting division at Bentek Energy, a select team of experienced energy experts focused on the delivery of in-depth, customized market analytics to Bentek's clients. She specializes in global crude market dynamics with an emphasis on US and Canadian supply and demand fundamentals and has extensive experience in natural gas and NGL analytics.

12:10 – 1:10

Luncheon Break

1:10 – 2:10

Alberta's Industrial Heartland: Recent Developments in NGL Production and Logistics Capacity
Neil Shelly, Executive Director, Alberta's Industrial Heartland Association

- Overview of the Alberta Industrial Heartland and AIHA organization
- Update on fractionation capacity for NGL
- Recent development in logistical infrastructure and transloading facilities
- Potential effects of recent decisions on bitumen pipelines
- Overall outlook for future development in the region

Neil Shelly coordinates economic development and sustainable planning initiatives for the region. He was a process engineer at the Esso Chemical's Fertilizer complex located near Fort Saskatchewan. Neil was previously Director, Environmental and Technical Affairs with the Alberta Forest Products Association (AFPA).

2:10 – 3:10

CP Rail Outlook on Crude-by-Rail and LPG-by-Rail
Torrey Swan, Director Marketing & Pricing – Energy, Chemicals and Plastics, CP Rail

- Crude-by-rail and LPG market update
- Where flows are for LPG
- Applying lessons from crude-by-rail expansion for LPG development
- Capital investments by CP to expand services
- Developments in terminals and markets that CP can access

Torrey Swan was previously the Market Manager of Crude Oil and Frac Sand and also held Analysts roles for Energy Marketing and for Merchandise in Market Development, and Business and Project Planning. He joined CP in 2012, before which he was with a Calgary based private equity firm, Rockmount Financial Corporation, as an Analyst and then Business Development Manager.

3:10 – 3:30

Networking Break



3:30 – 4:30

Safety Standards and Training Requirements for NGLs and Crude Through the Rail Supply Chain

Malcolm Mullin, Director for Dangerous Goods, Rail Safety and 511, Alberta Transportation

- Alberta Transportation's Dangerous Goods and Rail Safety Organizational Structure
- Jurisdiction and regulations
- Coordination between Alberta Transportation and Transport Canada
- Provincial rail requirements
- Operating approval requirements
- Provincial Industrial Railway and Public Railway
- Dangerous Goods Industrial Railway and Public Railway
- Key safety requirements for hydrocarbon loading, unloading, and transporting
- Ensuring workers have the necessary training for handling different hydrocarbons

Malcolm Mullin leads a team of Provincial Dangerous Goods Inspectors, Rail Safety Officers, and Compliance Officers who are responsible for inspecting facilities, and maintaining the 24 hour operation of the Coordination and Information Centre. They inspect shippers, carriers and all provincially designated railways to ensure the safe and compliant handling of dangerous goods, and safe railway operations in Alberta.

3:30 – 4:30

INTERACTIVE DISCUSSION

Why Too Much Propane May Mean Less Propane on Rail-cars: Understanding the Unique Nature of Propane

Gerry David, Manager, NGL, Centrica Energy

Gerry David has been working in the oil and gas industry for 25 years. He has spent time in Treasury (interest rates, foreign exchange), natural gas transportation and regulatory, and NGLs.

Networking Opportunities — Who You Will Meet:

Presidents, CEOs, COOs, VPs, Directors, and Managers of:

- | | | |
|--------------------------|------------------------|----------------------------------|
| • Logistics and Supply | • Business Development | • Rail Operations |
| • Operations | • Midstream | • Terminal Operations |
| • Marketing and Sales | • Strategic Planning | • Facility Operations |
| • Trading | • Supply Chain | • Risk Management |
| • Sourcing | • Scheduling | • Regulatory Affairs |
| • NGL, LPG, Crude | • Transportation | • Health, Safety and Environment |
| • Commercial Development | • Contracts | • Legal Counsel |
| | • Market Analysis | |

From These Industry Sectors:

- | | | |
|--------------------------|-----------------------------------|-------------------------------------|
| • Producers and Refiners | • Midstream | • Railcar Manufacturers and Lessors |
| • Railways and Pipelines | • Market Analysts | • Storage Facilities |
| • Transloaders | • Terminal Builders and Operators | • Chemical Testers |
| • Energy Marketers | | |

HYDROCARBONS-BY-RAIL:

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CALGARY, AB

DAY TWO PROGRAM AGENDA: WEDNESDAY, APRIL 13, 2016

8:00 – 9:00

Continental Breakfast

9:00 – 9:10

Opening Remarks from the Chair

Marvin Trimble, President, Simba Industries Transload Ltd.

9:10 – 10:00

Regulatory Update: Canadian Perspective

Nicole Girard, Director General, Transportation of Dangerous Goods Transport Canada

- Understanding the federal regulations for moving NGLs by rail
- Update on the latest crude-by-rail regulations
- Status of harmonization with U.S. government
- Regulatory priorities under the new federal government
- Industry collaboration and opportunities to provide feedback to regulators

Nicole Girard has over 15 years experience in transportation rulemaking having been involved in complex aviation files. She joined the Transportation of Dangerous Goods (TDG) in October 2013 as Associate Director General. Her area of focus has been to support and provide leadership to the TDG Directorate in its transformative agenda to allow the organization to better respond to emerging issues.

9:40 – 10:10

Regulatory Update: United States Perspective

Brigham McCown, Chairman and CEO, Nouveau Inc.; Former Administrator, PHMSA

- Overview of safety regulations for transporting NGLs by rail in the U.S.
- Status of crude testing actions and tank car retrofitting process
- Monitoring DOT regulatory priorities for crude
- Assessing the impact of new regulations
- Alignment of U.S. and Canadian regulations

Brigham McCown currently serves as a thought leader and attorney advisor to both public and private sector clients interested in matters pertaining to energy, transportation, homeland security, and the environment. Until 2007, Mr. McCown served as the federal government's chief energy transportation safety regulator as the administrator of the Pipeline and Hazardous Materials Safety Administration (PHMSA).

10:30 – 11:20

10:10 – 10:30

Networking Break



Moving NGLs, Condensate, and Crude on East Coast Railways

Jeff Goutcher, Director, Chemical Sales, CSX Transportation

- Capacity enhancements by East Coast railways
- East Coast markets for Canadian NGLs and crude
- Downstream delivery points for East Coast refineries and transloaders
- Opportunities for moving condensate back upstream to Canada
- NGL export opportunities via East Coast railways

Jeff Goutcher's team is the face of CSXT for many of the domestic crude oil, frac sand and LPG producers. Before assuming his current role, Jeff held positions in the Chemicals group in Dallas, TX and within the Food & Consumer. Prior to joining CSXT, Jeff spent two years at Frito-Lay, Inc. as a Transportation Manager responsible for the inbound raw materials to 26 North American plants.

11:20 – 12:10

Shipping Canadian LPG and LNG to Mexico by Rail

Allan Roach, SVP Business Development, Watco Companies LLC
Shawn Mindrup, Sr. Sales and Market Account Executive, Energy and Shortline Relations, Kansas City Southern Railway

- Demand for Canadian LPG and LNG to Mexico
- Overview of projects to move Canadian LPG and LNG to Mexico
- Rail-accessible destinations in Mexico for Canadian LPG and LNG
- Case study on Cushing to Mexico rail pipeline
- Project description and completion timeline for new unit train terminal in San Luis Potosí

Allan Roach began his transportation career as a logistics manager with the U.S. Civil Service where he was responsible for air, rail, and truck shipments at Ft. Leonard Wood Mo. He then joined the Burlington Northern Santa Fe Railroad where over the next 20 years he held numerous positions including Switchman, Brakeman, Locomotive Engineer, Trainmaster, Field Sales, Corporate Sales, Market Manager, Network Development and Director of Shortline Development.

Shawn Mindrup is part of the energy business unit at Kansas City Southern (KCS) where he focuses on bring crude by rail from multiple shale formation to the US Gulf Coast. Prior to arriving at KCS, Shawn spent five years as a Regional Sales Manager for Continental Disc Corporation where he specialized in pressure protection of storage vessels and manufacturing systems.

12:10 – 1:10

Luncheon Break

1:10 – 2:00

Transloading Facility Developments and Product Capacity

Brandt Trimble, Chief Business Officer, Simba Industries Transload Ltd.

- New LPG-specific and other NGLs terminals
- Development plans and overview of new projects and strategies for meeting production demands
- Status of crude terminals and capacity
- Conversion of crude terminals to NGLs and multiproduct facilities
- Downstream terminal construction

Brandt Trimble's main focus has been assisting customers start up new terminals and helping to support them through the development of innovative systems and processes to improve the quality of measurement, the safety for the operators and reduce product loss within the industry. Brandt has been a part of 18 terminal startups of crude, LPG and NGL terminals since 2011 across western Canada.

2:00 – 2:50

Tank Car Market Update and Tank Car Specifications for NGLs and Crude

Richard Kloster, SVP, Business Strategy and Technical Services, AllTranstek

- Update on safety regulations and retrofitting for crude tank cars
- Tank car specifications for NGLs
- Differences between specifications for crude and NGL tank cars
- Tank car market update: supply and demand dynamics
- Procurement strategies for buying or leasing tank cars

Richard Kloster is primarily engaged in the analysis/forecasting of the rail equipment supply chain. His insight and analysis is used by operating companies and investors for the purposes of strategic planning, investment decisions, acquisitions and many commercial activities. Mr. Kloster spent 16 years with a large rail car lessor and 10 years with several railroads.

2:50 – 3:10

Networking Break



3:10 – 4:00

Logistics of Converting a Crude Terminal to a Multiproduct Facility

Marvin Trimble, President, Simba Industries Transload Ltd.

- Evaluating the benefits of multiproduct facilities
- Understanding the infrastructure changes and capital investment required
- Review of projects that are already underway
- Overcoming regulatory hurdles
- Ensuring safety regulation compliance

Marvin Trimble has worked over 30 years in the oil and gas industry starting as a petroleum engineer, then an extensive twelve year career in oil and gas field/plant operations with Amoco Canada (now BP Canada) before taking instrumentation technology at SAIT and NAIT, and obtaining provincial and federal accreditation. Marvin then spent four years working in the instrumentation trade before moving into a TPM role with BP Chemicals, where he pursued the rounding of his career in this area.

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FOUR KEY BENEFITS OF ATTENDING THIS EVENT:

- Unlock the LPG glut in Alberta and turn a profit from shipping LPG on rail
- Analyze projects that are already in the works
- Find out which terminals are able to transload LPG and other NGLs and what their capacity will be
- Access new markets and destinations in North America and overseas for LPG, Crude, Y-Grade, Butane, Ethane, and other NGLs

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Organization _____

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2 SELECT YOUR PREFERRED PAYMENT METHOD

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LOCATION:

Hydrocarbons-by-Rail will be held at a convenient location in Calgary, Alberta. Detailed venue information will be provided with your registration confirmation.

YOUR REGISTRATION INCLUDES:

Registration fees include all course materials, continental breakfast, lunch, and refreshments. **Parking and accommodation are not included.**

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CANCELLATION POLICY:

Substitutions may be made at any time. If you are unable to attend, please make cancellations in writing and email to register@infonex.ca or fax to 1-800-558-6520 **no later than March 29, 2016**. A credit voucher will be issued to you for the full amount, redeemable against any other INFONEX course and which is valid for twelve months (one year) from the date of issue.

Registrants who cancel after **March 29, 2016**, will not be eligible to receive any credits and are liable for the entire registration fee.

Confirmed registrants who do not cancel **by March 29, 2016**, and fail to attend will be liable for the entire registration fee.

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