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HEAR FROM EXPERIENCED LEADERS



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



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



Greg Molaro
Vice-President, Operations,
ALTEX ENERGY



Jeff Goutcher
Director, Chemical Sales
CSX TRANSPORTATION



Mike Miller, VP, Western Canada
Petroleum Rail Solutions
SAVAGE SERVICES



Abudi Zein, Co-Founder and Chief
Operating Officer, **CLIPPERDATA**



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



Jenna Delaney
Senior Energy Analyst
BENITEK ENERGY



Alex MacWilliam
Partner
DENTONS CANADA LLP



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



James W. Rubin, Counsel
DENTONS



John Broadley,
JOHN H. BROADLEY & ASSOCIATES;
Former Chief Counsel, **FEDERAL
RAILROAD ADMINISTRATION**



Allan Roach,
SVP Business Development
WATCO COMPANIES LLC



Derek Fraser, Director,
Client Services, Petroleum Division,
MAXXAM ANALYTICS INTERNATIONAL



Gary Weimer, Consultant,
WEIMER CONSULTING



Marvin Trimble, Chief Business Officer,
**STROBEL STAROSTKA CONSTRUCTION
CANADA**

Crude-by-Rail

APRIL 14 – 15, 2015
CALGARY, ALBERTA

Crude Market Opportunities, New Regulations, and the Impact of Price Volatility

- Analyze the impact of lower crude prices on crude-by-rail economics
- Understand the new tank car regulations
- Access new markets that are looking for heavy and light Canadian crude
- Get status updates on which terminal projects are being shelved and which are still going ahead
- Hear the railways discuss new capacity, network developments, and strategies to solve bottleneck issues
- Find out what Canadian and U.S. regulators are going to do next
- New solutions for integrating rail with waterborne networks
- Limit the cost increases of compliance with new safety regulations
- Hear the E&P perspective on how much rail capacity they're expecting to need
- Discuss what positive outlooks on Keystone XL and Energy East mean for the future of crude-by-rail projects
- Details of refinery appetites, capacity, and infrastructure in all of the major downstream markets

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Crude-by-Rail

April 14 – 15, 2015 • Calgary, Alberta
Crude Market Opportunities, New Regulations,
and the Impact of Price Volatility

DAY ONE PROGRAM AGENDA: TUESDAY, APRIL 14, 2015

8:00 – 9:00 Registration and Continental Breakfast

9:00 – 9:10

Welcome and Opening Remarks from the Chair

Marvin Trimble, Chief Business Officer, Strobel Starostka Construction Canada

9:10 – 9:40

KEYNOTE ADDRESS

Regulatory Update - Part 1: Transport Canada

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

- Newly released regulations
- Government priorities and expectations
- Industry collaboration and opportunities for industry to give feedback
- Efforts to harmonize with US regulations
- Potential for future regulation

9:40 – 10:10

KEYNOTE ADDRESS

Regulatory Update - Part 2: PHMSA (U.S. Department of Transportation)

Brigham McCown, Chairman and CEO, Nouveau Inc.; Former Administrator, Pipeline and Hazardous Materials Safety Administration (PHMSA)

- Expectations for new DOT regulations this spring
- Future DOT regulatory priorities
- Enforcement of crude testing and classification requirements
- Coordination between rail and state and local government and emergency responders
- Tank car retrofit and replacement strategy

10:10 – 10:40

Extended Networking Break



10:40 – 11:30

New Economics of Crude-by-Rail

Jenna Delaney, Senior Energy Analyst, BENTEK Energy

- Forecasting crude prices: when will prices stabilize; what is the new normal
- Impact of lower crude prices on Canadian production
- Reevaluating viability of rail: when do the economics still work
- Ideal markets for Canadian crude
- Opportunities to take advantage of price differentials

11:30 – 12:30

Pipeline and Rail Economics

Greg Molaro, Vice-President, Operations, Altex Energy

- Comparison of rail economics to the major pipeline projects: Energy East, Keystone XL, and Northern Gateway
- Persisting benefits of rail's economics
- Likelihood that the pipeline projects will go ahead
- Impact of low crude prices on rail and pipeline economics
- Effect of new safety regulations on rail economics

12:30 – 1:30

Luncheon Break

1:30 – 2:20

Tank Car Market and New Safety Rules

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

- Update on new tank car regulations and retrofit requirements

- Ramifications of new tank car regulations: retrofit or buy new tank cars?
- Tank car availability and procurement strategies
- Retrofit facilities, costs, and turnaround times
- How to tank car regulations will affect costs

2:20 – 3:10

Crude Testing and Classification

Derek Fraser, Director, Client Services, Petroleum Division, Maxxam Analytics International

Gary Weimer, Consultant, Weimer Consulting

- Update on expectations for crude testing and classification
- Ensuring your operations are in compliance
- Implementing efficient testing processes
- Government discussion of further regulations
- Crude testing case study

3:10 – 3:30

Extended Networking Break



3:30 – 5:00

Crude Oil from Well to Rail

Malcolm Mullin, Chief Inspector, Dangerous Goods and Rail Safety for the Province of Alberta

- Identifying the Transportation of Dangerous Good (TDG) requirements that are both federally and provincially regulated
- Training and classification requirements for the handling of petroleum crude oil, including the new Special Provision 92, and the new classification for petroleum sour crude oil
- Specification Highway Tanks, Safety Marks and Documentation
- Compare provincial railway requirements and TDG consignor responsibilities to show exactly what is required for the transloading and railway facilities here in Alberta

5:15 – 6:30

Cocktail Reception for Speakers and Delegates

Take advantage of networking opportunities to meet other with crude and logistics professionals at our cocktail reception.

Networking Opportunities — Who You Will Meet:

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

- | | | |
|-------------------------------|---------------------------|----------------------|
| • Logistics and Operations | • Supply Chain Management | • Terminal Operation |
| • Crude Trading and Marketing | • Crude Scheduling | • Regulatory Affairs |
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DAY TWO PROGRAM AGENDA: WEDNESDAY, APRIL 15, 2015

8:00 – 9:00

Continental Breakfast

9:00 – 9:10

Opening Remarks from the Chair

Marvin Trimble, Chief Business Officer, Strobel Starostka Construction Canada

9:10 – 9:40

Monitoring Trends in Movement of Canadian Bitumen

Abudi Zein, Co-Founder and Chief Operating Officer, ClipperData

- Tools for tracking movements of Canadian bitumen
- Where Canadian bitumen is moving on rail
- Where Canadian bitumen is moving on barge and tanker
- Volume and frequency of traffic
- Analysis of what movements can tell us about the market

9:40 – 10:10

Markets for Canadian Crude: U.S. Railway Perspective

Shawn Mindrup, Senior Sales and Market Account Executive, Energy and Shortline Relations, Kansas City Southern Railway (KCS)

- Where Canadian crude is being shipped
- Trends in who is buying Canadian crude
- Infrastructure developments to handle crude traffic
- How will price volatility and new safety regulations impact crude-by-rail
- Markets made available through U.S. rail networks

10:10 – 10:40

Extended Networking Break



10:40 – 11:10

East Coast Destinations for Canadian Bitumen

Jeff Goutcher, Director, Chemical Sales, CSX Transportation

- Capacity enhancements by East Coast railways
- East Coast markets for Canadian crude
- Downstream delivery points for East Coast refineries and transloaders
- Refiner appetites for Canadian and overseas crude
- Impact of low crude prices on East Coast refiner sourcing strategies

11:10 – 12:00

Sensor Technology's Ability to Improve Crude-by-Rail Efficiency and Worker Safety, and Reduces Environmental Risk

Peter Stunden, Vice-President Sales and Marketing, TransRail Innovation Group

Nick Forbes, Vice-President Engineering and Operations, TransRail Innovation Group

- Key issues with current transloading industry practices
- Cost impact of those issues on shippers, producers, and refiners
- Features and functions of sensors
- Overview of the sensor technology
- Benefits and value of the sensor to shippers, producers and refiners

12:00 – 1:00

Luncheon Break

1:00 – 2:00

Terminal Build-Out and Status of Projects

MODERATOR: Marvin Trimble, Chief Business Officer, Strobel Starostka Construction Canada

Mike Miller, VP, Western Canada Petroleum Rail Solutions, Savage Services

Allan Roach, Senior Vice-President, Business Development, Watco Companies LLC

- Status of terminal projects:
 - terminals now in operation
 - cancelled projects
 - projects put on hold
 - projects that are moving forward
- Terminal capacity and turnaround times
- Canadian demand for new terminals: Sufficiency of current facilities to meet market demand

2:00 - 3:00

Recognizing and Reducing Legal and Regulatory Liability

Canadian Expert: Alex MacWilliam, Partner, Dentons Canada LLP

U.S. Expert: James Rubin, Counsel, Dentons

- Enforcement actions by Canadian and U.S. governments and regulators
- Impact of Lac Mégantic litigation and NTSB report
- Legal liability risks and concerns
- Limiting legal risks and protecting your company from exposure

3:00 – 3:20

Extended Networking Break



3:20 – 4:00

Crude-by-Rail Regulatory Review

John Broadley, John H. Broadley & Associates; Former Chief Counsel, Federal Railroad Administration

- Alignment and gaps between Canadian and US regulations
- Review and analysis of crude-by-rail regulations
- Expectations for what regulators will do next
- U.S. content disclosure issues and state-by-state expectations
- Crude-by-rail routing and speed restrictions

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— Business Development Analyst
KINDER MORGAN

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— Financial Analyst, Marketing
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FEATURING A DYNAMIC FACULTY OF SPEAKERS, INCLUDING THESE EXPERTS:



John Broadley, John H. Broadley & Associates; Former Chief Counsel, Federal Railroad Administration

John Broadley specializes in domestic and international transportation law and litigation, and domestic and international privatization, regulatory and institutional matters. His practice includes representation of domestic clients in Surface Transportation Board regulatory matters, including regulated transactions, rate and service litigation, and in related proceedings before the federal courts. He also represents domestic clients in safety issues before the Federal Railroad Administration.



Jenna Delaney, Senior Energy Analyst, BENTEK Energy

Jenna Delaney has been with BenteK since December 2013 where she has written the Crude Oil Market Call, and worked on price forecasting. She previously worked at Musket Corporation where she was in the Business Development group, and also worked as a unit train scheduler.



Derek Fraser, Director, Client Services, Petroleum Division, Maxxam Analytics International

Derek Fraser's experience covers both petroleum and environmental laboratory analysis, which includes sampling and analysis of crude oil, natural gas, natural gas liquids along with soil and water contamination. He has over 15 years' experience in the laboratory services industry. Currently, Derek is the Director of Industry Services for the Canadian Crude Oil Quality Technical Association and on the advisory board for the Crude Oil Quality Association in the United States.



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

Nicole Girard has over 15 years experience in transportation rulemaking having been involved in complex aviation files. She has also been involved in providing safety policy advice over the years to determine appropriate courses of action on emerging safety issues. 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.



Jeff Goutcher, Director, Chemical Sales, CSX Transportation

Jeff Goutcher's team is the face of CSXT for many of the domestic crude oil, frac sand and LPG producers. Previously, Jeff held positions in the Chemicals group and within the Food and Consumer group. 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, and five years with Burlington Northern Railroad where he held various positions in marketing and logistics.



Richard Kloster, Senior Vice-President, Business Strategy and Technical Services, AllTranstek

Richard Kloster is primarily engaged in the analysis of the various segments that make up 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. Richard has thirty years of extensive experience in the rail industry, having spent ten years with several railroads before moving over to the rail equipment side. He worked for a major rail equipment leasing company for fifteen years and has been a key industry consultant since 2007.



Alex MacWilliam, Partner, Dentons Canada LLP

Alex MacWilliam advises Canadian and international clients on all legal issues relating to the environment. These include regulatory approvals, compliance, contaminated land, climate change, dealing with regulatory agencies, responses to government policies and the development of internal environmental practices and systems. He has appeared before the Alberta Environmental Appeals Board, Alberta Energy Resources Conservation Board, Natural Resources Conservation Board, Information and Privacy Commissioner, Federal Court of Canada and all levels of Court in Alberta.



Brigham McCown, Chairman and CEO, Nouveau Inc.; Former Administrator, Pipeline and Hazardous Materials Safety Administration (PHMSA)

After 26 years of combined federal civilian and military service, Brigham McCown currently serves as a thought leader and attorney advisor to both public and private sector clients. He previously served as the federal government's chief energy transportation safety regulator as the administrator of the Pipeline and Hazardous Materials Safety Administration (PHMSA). He oversaw all shipments of hazardous materials by all modes of transportation including rail, truck, vessel, aircraft and pipeline which amounted to over one million daily shipments and two-thirds of all energy products consumed daily in the U.S.



Mike Miller, Vice-President, Western Canada Petroleum Rail Solutions, Savage Services

Prior to his current role in leading Savage's Western Canada Petroleum Solutions, Mike Miller served in many roles including Financial, Operational and Business Development areas. Mike's work in Commercial Development has been a significant benefit to Savage's growth, both in its traditional organic business growth, as well as in Savage's aggressive M&A development. Mike's recent work has been focused on oil and gas with his current role focusing on the Savage's oil and gas strategy in Western Canada.



Shawn Mindrup, Senior Sales and Market Account Executive, Energy and Shortline Relations, Kansas City Southern Railway

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.



Greg Molaro, Vice-President, Operations, Altex Energy

Greg Molaro started his career as a steamfitter, advanced his education, and leveraged these skills to become an industry leader in crude by rail. The Altex concept for Crude by Rail was identified in 2005 and developed in 2007. Greg loaded Canada's first Bitumen by Rail tank car in October, 2011. Through Altex, Greg continues to pursue and advance the technologies employed by Altex in transload terminals. Altex's Lynton and Lashburn terminals are, arguably, the safest and most advanced transload terminals in the world.



Alan Roach, SVP Business Development, Watco Companies LLC

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.



James W. Rubin, Counsel, Dentons

James Rubin's practice focuses on environmental and natural resources regulatory and litigation matters, including air pollution, climate change law and policy, natural resource laws, and federal, state and citizen enforcement matters, particularly related to the energy sector. He also provides counsel to businesses on domestic and international compliance matters in the environmental context and on corporate transactions.



Gary Weimer, Consultant, Weimer Consulting

Gary Weimer has more than 20 years experience in developing and institutionalizing process/program initiatives to improve plant and organizational performance. He has worked as a consultant and manager for organizations in the nuclear power, chemical weapons disposal, oil and fertilizer industries. Recently Gary completed a contract with a Canadian Oil company to implement a crude by rail product quality and regulatory compliance program.



Abudi Zein, Co-Founder and Chief Operating Officer, ClipperData

Abudi Zein specializes in energy market pricing, information product development and fundamental analysis. He most recently lead efforts at Genscape to create new information products based on the Company's proprietary energy data. Prior to joining Genscape, Mr. Zein worked in the energy information industry in Tokyo, Singapore, London, Houston and New York. During his career, Mr. Zein held management positions in editorial, product development, marketing, sales and general management.

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360 Bay Street, Suite 900
Toronto, Ontario M5H 2V6

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LOCATION:

Crude-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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