

**A PREMIER DEAL-WORKING EVENT!**

# Crude-by-Water & CRUDE EXPORT

**NOVEMBER 17-18, 2015 • HOUSTON, TEXAS**

## Preparing for U.S. Crude Export and Taking Advantage of New Domestic Crude-by-Water Markets

- Get up-to-the-minute crude price forecasts and understand how lifting the export ban will impact prices
- Decipher the information you've been getting about when the export ban will be lifted
- Examine in detail the potential markets for U.S. Crude in Mexico, Latin America, and overseas
- Explore the market for non-*Jones Act* vessels that can be used to ship crude outside the U.S.
- Analyze coastal shipping routes and find out how you can get your crude to market by shipping it to places like LOOP, Philadelphia, and Eastern Canada
- Monitor the current domestic crude traffic trends and destinations
- Integrate rail with waterborne vessels to avoid pipeline congestion
- Unlock Canadian heavy crude and implement a strategy for getting it to market via U.S. waterways
- Hear new strategies for monitoring and preventing port congestion
- Access new markets by shipping crude through the new terminals at Corpus Christi

# INFONEX

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## HEAR FROM THESE EXPERTS AND MORE



**Event Chair:**  
David St. Amand, President,  
**NAVIGISTICS**



**Capt. Bill Diehl USCG (Ret.)**, President,  
**GREATER HOUSTON PORT BUREAU**



Eileen Albanese, Director, **OFFICE OF NATIONAL SECURITY AND TECHNOLOGY TRANSFER CONTROLS (NSTIC)**



**John Roby**, Director, Corporate Affairs,  
**PORT OF BEAUMONT**



**Ruben Medina**  
Director, Business Development  
**PORT OF CORPUS CHRISTI**



**Jenna Delaney**, Senior Energy Analyst,  
**BENITEK ENERGY**



**Austin Sperry**, Vice-President,  
Marine Business Development  
**GUNDERSON MARINE LLC**



**Tom Marian**, CAO, **BUFFALO MARINE SERVICE, INC.**; VP (Texas), **GULF INTRACOASTAL CANAL ASSOCIATION**



**John Auers**, Executive Vice-President,  
**TURNER, MASON & COMPANY**



**Nicole Leonard**, Project Consultant,  
**BENITEK ENERGY**



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



**Brigham McCown**, Chairman and CEO  
**NOUVEAU INC.**

# Crude-by-Water & Crude Export

November 17 – 18, 2015 • Houston, Texas

## DAY ONE PROGRAM AGENDA: TUESDAY, NOVEMBER 17, 2015

8:00 – 9:00 Registration and Continental Breakfast

9:00 – 9:10

**Welcome and Opening Remarks from the Chair**  
*David St. Amand, President, Navigistics*

9:10 – 9:40

**Snapshot of Crude Export Regulations and the Licensing and Classification Process**

*Eileen Albanese, Director, Office of National Security and Technology Transfer Controls, Bureau of Industry and Security (BIS), Department of Commerce*

- Discussion of export controls on crude oil
- Overview of current regulations
- Understanding the classification process
- Deciphering the licensing process
- Other regulatory issues: Russian sanctions on oil and gas

9:40 – 10:40

**Status Update on the Crude Export Reform Process**

*Brigham McCown, Chairman and CEO, Nouveau Inc*

- Status of Congressional committee discussions
- Potential timeline for lifting or relaxing of the crude export ban
- Impact of the *Jones Act* on the crude export debate
- Frequency of crude-swap requests with Mexico
- Likelihood of gradual or absolute lifting of the crude export ban

10:40 – 11:00

Networking Break



11:00 – 11:30

**Detailed Update on Crude-by-Water Traffic Trends and Destinations**

*Abudi Zein, COO, Clipper Data*

- Monitor coastal crude movements
- Tracking movements to Gulf Coast and East Coast destinations
- Status of inland marine crude traffic
- Intra-Gulf versus out of Gulf
- Special analysis on exports out of Gulf

11:30 – 12:15

**Crude Price Forecasting and the Impact of Crude Pricing on the Market**

*Jenna Delaney, Senior Energy Analyst, Bentek Energy*

- Incorporate the latest price forecasts into your planning strategy
- Get projections for North American crude production and well counts
- Understand the impact of low crude prices on market dynamics
- Take advantage of new price differentials
- Impact on prices of the potential lifting of the crude export ban

12:15 – 1:15

Luncheon Break

1:15 – 2:00

**Ideal Domestic Crude Markets**

*John Auers, Executive Vice-President, Turner, Mason & Company*

- Strategies for reaching the ideal domestic markets for your crude
- Which refineries are optimal for crude by water
- Detailed refiner demands and specifications
- Planning for expected shifts in refiner demands
- Potential impact of crude export on domestic refineries

2:00 – 3:00

**International Crude Markets: Strategies for Shipping U.S. Light Crude to Markets in Mexico**

*Nicole Leonard, Project Consultant, Bentek Energy*

- Expectations for Mexico supply growth with increased foreign investment
- Mexico's refining complex and its appetite for various grades of crude
- Shipping economics between the U.S. Gulf Coast and Mexico
- Potential for crude-swaps with Mexico
- Logistical challenges for shipping crude to Mexico

3:00 – 3:20

Networking Break



3:20 – 4:10

**Corpus Christi: Infrastructure Developments and Shipping Strategies**

*Ruben Medina, Director of Business Development, Port of Corpus Christi*

- Accessible markets through Corpus Christi
- Infrastructure developments and terminal capacity
- Improving congestion and traffic issues, and shortening loading and unloading times
- Impact of crude prices on Eagle Ford output
- Future expansion plans

4:10 – 5:00

**Monitoring and Responding to Port Congestion**

*Bill Diehl, President, Greater Houston Port Bureau*

- Greater Houston Port Bureau's project undertaken to understand and respond to congestion problems
- Metrics that the Port Bureau is using to measure congestion
- Identifying the causes of congestion
- Understanding whether congestion is a problem
- Solutions for working with stakeholders to eliminate congestion

CASE STUDY

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:**

- |                                   |  |                        |
|-----------------------------------|--|------------------------|
| • Crude Trading and Marketing     | • Barge, Tanker, and Marine Operations | • Crude Testing        |
| • Crude Supply and Sourcing       | • Supply Chain Management              | • Rail Operations      |
| • Crude Scheduling, and Logistics | • Terminal Operations and Logistics    | • Strategic Planning   |
|                                   |  | • Market Analysis      |
|                                   |  | • Risk Management      |
|                                   |  | • Business Development |

**From These Industry Sectors:**

- |  |   |                                     |
|--|---|-------------------------------------|
| • Producers and Refiners                 | • Operators   | • Manufacturers/Owners              |
| • Barge, Tanker, and Marine Operators    | • Crude Storage Facility Operators                                | • Railcar Manufacturers and Lessors |
| • Marine Brokers and Logistics Providers | • Midstream, Rail, and Pipeline Operators and Logistics Providers | • Crude and Chemical Testers        |
| • Transloaders                           | • Barge and Tanker  | • Market Analytics                  |
| • Terminal Developers and                |   | • Data Providers                    |

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# Crude-by-Water & Crude Export

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## DAY TWO PROGRAM AGENDA: WEDNESDAY, NOVEMBER 18, 2015

8:00 – 9:00 Continental Breakfast

9:00 – 9:10

### Opening Remarks from the Chair

*David St. Amand, President, Navigistics*

9:10 – 10:10

### Waterborne Movement of U.S. Crude

**MODERATOR:** *John Roby, Director of Corporate Affairs, Port of Beaumont*

*David St. Amand, President, Navigistics*

*Tom Marian, CAO, Buffalo Marine Service, Inc.; Vice-President for Texas, Gulf Intracoastal Canal Association*

- Trends in coastal crude routes
- Destinations for domestic crude
- Working with coastal vessel operators
- Integrating rail with water
- Benefits of moving crude on water
- Potential impact of lifting the crude export ban

### PANEL DISCUSSION

10:10 – 10:30

Networking Break



10:30 – 11:20

### Update on Regulatory Requirements for Transporting Crude on Waterborne Vessels

*LT Andrew Murphy, Hazardous Materials Division, U.S. Coast Guard*

- Update on safety regulations from the U.S. Coast Guard
- Implementing U.S. Coast Guard requirements
- Impact of new safety regulations on shipping costs
- Examine the potential for changes to the *Jones Act*
- Update on possible changes to crew requirements for ATBs

11:20 – 12:10

### Moving Eagle Ford Crude on the Gulf Intracoastal Waterway

*Tom Marian, CAO, Buffalo Marine Service, Inc.; Vice-President for Texas, Gulf Intracoastal Canal Association*

- Where Eagle Ford crude can be shipped through the GIWW
- Recent movement trends
- Accessing loading and offloading points
- Rates for moving crude through GIWW
- Strategies for working with vessel operators

### CASE STUDY

12:10 – 1:10

Luncheon Break

1:10 – 2:00

### Chartering and Procurement Strategies for *Jones Act* and Non-*Jones Act* Vessels

**Speaker To Be Announced**

- Update on availability of *Jones Act* vessels: Coastal Tankers, ATBs, and Inland Barges
- Strategies for leasing *Jones Act* vessels
- Understanding the variables that impact the market
- Impact of crude export on the market for *Jones Act* vessels
- Markets and availability of non-*Jones Act* crude vessels

2:00 – 2:50

### Demand for *Jones Act* ATBs, Inland Barges, and Coastal Tankers

*Austin Sperry, Vice-President Marine Business Development, Gunderson Marine LLC part of the Greenbrier Companies (GBX)*

- Demand for each type of vessel
- Orderbooks and delivery schedules
- Charter rates
- Impact of potential crude export reform on *Jones Act* vessel market
- Strategies for working with vessel manufacturers

2:50 – 3:10

Networking Break



3:10 – 4:00

### Pulling it All Together: Supply and Demand in the *Jones Act* Product Tanker Market

*David St. Amand, President, Navigistics*

- Supply of *Jones Act* product tankers and large ATBs to 2020
- The current orderbook, likely retirements, and potential additional orders
- Demand for *Jones Act* product tankers and large ATBs
- Current deployment by sector and outlook for demand in each sector
- Wrap-up of prior presentations/discussions
- The crystal ball: What will the *Jones Act* look like in 2020?

### About INFONEX

**INFONEX Inc.** is a recognized name in professional development courses, training seminars, and conferences on business, market trends, and regulations that directly impact the performance and profitability of the private and public sectors in North America. INFONEX is an industry leader in energy, oil and gas, NERC critical infrastructure protection (CIP) compliance, smart grid technology, construction, and logistics events.

### Sponsorship and Exhibition Opportunities

If you would like to increase your visibility with crude and logistics professionals, you need to be at *Crude-by-Water & Crude Export*. A limited number of sponsorship options are available, including:

- Exhibit Space
- Breakfast or Luncheon
- Cocktail Reception
- Conference Documentation

For more information or to check availability, contact our sponsorship department at 1.800.474.4829, ext. 224, or by email at [gpollard@infonex.com](mailto:gpollard@infonex.com). Participate at this event and ensure your brand is front and centre at this great marketing opportunity!

“Met a ton of great people and had meaningful conversations and learned a tremendous amount. . . .”

— Financial Analyst, Marketing  
**BONANZA CREEK ENERGY**

“Lots of networking opportunities and good overview of market.”

— Business Development Analyst  
**KINDER MORGAN**

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FEATURING A DYNAMIC FACULTY OF SPEAKERS, INCLUDING THESE EXPERTS:

**Eileen Albanese, Director, Office of National Security and Technology Transfer Controls (NSTTC), Bureau of Industry and Security (BIS), Department of Commerce**

Eileen Albanese is the Director of the Office of National Security and Technology Transfer Controls (NSTTC). NSTTC is responsible within the Bureau of Industry and Security for issues related to national security export and reexport controls. It implements export controls for national security reasons to comply with the Wassenaar Arrangement for conventional arms and dual-use goods and technologies. Previously, Ms. Albanese served as the Director of the Office of Exporter Services (OExS). OExS is responsible for outreach to the business community. It is also responsible for writing and explaining the Export Administration Regulations and administering BIS's export management and compliance programs. Ms. Albanese has been awarded the Department of Commerce's Silver Medal on two occasions.



**John Auers, Executive Vice President, Turner, Mason & Company**

John R. Auers is the team leader of Turner, Mason & Company's subscription products, including *The Crude and Refined Products Outlook*, a biennial report that forecasts supply, demand, and pricing for crude oils and petroleum products worldwide, and both *The World Crude Oil Outlook* and *The North American Crude Oil Outlook*, detailed forecasts for crude oil supply and demand by region and by type. He also leads assignments in the area of refining economics and planning, LP modeling, downstream asset valuation, crude oil valuation and capital investment and strategic planning. Auers joined the firm in 1987 after 7 years with Exxon Corporation, with which he held various positions at its Baytown, Texas, refinery.



**Jenna Delaney, Senior Energy Analyst, BENTEK Energy**

Jenna Delaney focuses on supply and demand for crude oil, transportation economics, and price fundamentals. She is the lead analyst for the North American Crude Oil Market Call, authored *Off the Rails: North America's Oil Tank Car Shortage?*, co-authored *Exports- Last Demand Standing*, and contributes to BENTEK's crude oil price forecasting and PADD Balances. Prior to joining Bentek, Jenna worked at Musket Corporation, where she assessed risk for both physical and basis trade books, evaluated proposed capital expenditures for the Business Development group, scheduled unit trains, and wrote a daily assessment on moves in the crude oil markets.



**Bill Diehl, President, Greater Houston Port Bureau**

Capt. Bill Diehl USCG (Ret.) came to the Greater Houston Port Bureau in 2009. The Port Bureau is a maritime trade organization of 190 companies. It supplies its companies with detailed vessel traffic information and maritime expertise in safety, security, and environmental issues and has been

instrumental in representing its members, the Houston Ship Channel Security District, and the Greater Houston Coffee Association in front of state and federal legislators. Before coming to the Port Bureau, Diehl served 31 years in the Coast Guard in a variety of jobs including serving as a U.S. Diplomat at the Panama Canal.



**Nicole Leonard, Project Consultant, Bentek Energy**

Nicole Leonard manages projects for the consulting division at Bentek Energy, delivering in-depth, customized market analytics to clients. She specializes in global crude market dynamics with an emphasis on U.S. and Canadian supply and demand fundamentals and has extensive experience in natural gas and NGL analytics.



**Tom Marian, CAO, Buffalo Marine Service, Inc.; Vice-President for Texas, Gulf Intracoastal Canal Association**

Thomas P. Marian serves as Buffalo Marine Service's general counsel and administrative manager. Tom retired from the U.S. Coast Guard in 2005 as Commanding Officer of Vessel Traffic Service, Houston-Galveston and Judge Advocate after 21 years of commissioned service. As a Coast Guard attorney, he specialized in environmental law, regulatory compliance, administrative law, international law and military justice in his various tours with the U.S. Coast Guard from Key West, FL to Honolulu, Hawaii.



**Brigham McCown, Chairman and CEO, Nouveau Inc.**

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 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) in Washington, DC. Appointed by Secretary of Transportation Norman Y. Mineta (D—CA), McCown 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.



**Ruben Medina, Director, Business Development, Port of Corpus Christi**

Ruben Medina has almost 30 years in global maritime business management, port and terminal and vessels operations, marketing and land lease negotiations. He joined the port as deputy director for business development in 2009. Before that, he worked as a logistics-entrepreneur consultant for Marine Terminals in Oakland, Calif., developing business opportunities in Latin America.



**John Roby, Director, Corporate Affairs, Port of Beaumont**

John Roby is responsible for customer service, including transportation service providers, business partners and shippers, and maintains the port's tariff at the Port of Beaumont, a political subdivision charged with governing and operating the public maritime port facilities in Beaumont, Texas. He also supervises public relations and is the primary government-relations contact for the port, working with legislative and regulatory agencies on the state and federal level.



**Austin Sperry, VP Marine Business Development, Gunderson Marine LLC part of the Greenbrier Companies (GBX)**

The Greenbrier Company (NYSE:GBX) is one of the leading designers, manufacturers and marketers of railroad freight car equipment in North America and Europe, and a manufacturer and marketer of ocean-going marine barges in North America. Prior to joining Gunderson Marine, Mr. Sperry was a Commercial Business Analyst with Florida Marine Transporters where he focused on new construction, marine trading and asset financing inside the Jones Act market. Previously, Mr. Sperry spent over 8 years as a member of the United States Olympic Team while competing in the 2008 Beijing Summer Olympics in the sport of sailing-(Star Class).



**David St. Amand, President, Navigistics**

Mr. Amand writes the Wilson Gillette Report covering the Jones Act product tanker and large ATB market. He has degrees in naval architecture and marine engineering from Webb Institute and an MBA from Dartmouth's Tuck School.



**Abudi Zein, COO, Clipper Data**

Abudi Zein specializes in energy market pricing, information product development and fundamental analysis. He most recently led 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. He was CEO for Argus Media, Inc, a Senior Vice President at Oxford Analytica and Sales Director at Platts London.

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“It provided me with an excellent overview of the options to move crude via H2O (and opportunities)”

— Senior Manager, Business Development, Pembina Pipeline Corporation

“Helped with water/barge info.”

— Marketing Manager, BNSF Railway

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Organization \_\_\_\_\_

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City \_\_\_\_\_ Province \_\_\_\_\_ Postal Code \_\_\_\_\_

Telephone ( ) \_\_\_\_\_ Ext \_\_\_\_\_ Fax ( ) \_\_\_\_\_

Email address \_\_\_\_\_

Company's main line of business \_\_\_\_\_ Number of Employees: \_\_\_\_\_

### 2 SELECT YOUR PREFERRED PAYMENT METHOD

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| Prices in U.S. Dollars        | FULL PRICE   | Register by October 16 |
|-------------------------------|--------------|------------------------|
| Conference for Groups of 3 +  | \$2,099 each | <b>\$1,899 each</b>    |
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| Conference for One Registrant | \$2,299      | <b>\$2,099</b>         |

\*Groups must register together at the same time to be eligible for group rates.



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**TELEPHONE:** 1.800.474.4829

**WEBSITE:** www.crude-by-water.com

**MAIL:** INFONEX INC.  
360 Bay Street, Suite 900  
Toronto, Ontario M5H 2V6

#### LOCATION:

Crude-by-Water & Crude Export will be held at a convenient location in Houston, TX. 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.**

#### SPONSORSHIP, EXHIBITION, AND PROMOTIONAL OPPORTUNITIES:

Increase your visibility with crude, rail and logistics professionals at *Crude-by-Water & Crude Export*. A limited number of sponsorship options are available.

- Exhibit Space
- Cocktail Reception
- Luncheon Breakfast
- Conference Documentation

Contact our sponsorship department by telephone at 1.800.474.4829, ext. 224, or by email at gpollard@infonex.com.

#### 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.com or fax to 1-800-558-6520 **no later than November 3, 2015**. 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 **November 3, 2015**, will not be eligible to receive any credits and are liable for the entire registration fee.

Confirmed registrants who do not cancel **by November 3, 2015**, and fail to attend will be liable for the entire registration fee.

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