

COLLABORATIVE STAKEHOLDER EVENT!

Canadian Frac Sand and Proppant Logistics

Logistical Solutions, Project Updates, and Market Dynamics

MARCH 3 – 4, 2015 • CALGARY, ALBERTA

HEAR INNOVATIVE APPROACHES FROM:



Dale Stewart,
Managing Director, Merchandise
CP



Rossana Cárcamo, Senior Manager,
Sales and Marketing - Industrial
Products, **CN**



Tony Little, President
FORTRESS PROPPANTS



John Young
Vice-President Sales
SMART SAND



Charles Gryba, CEO
CLAIM POST RESOURCES



David Brough
President
MIDSTREAM SILICA



Jerry Charaska
Director, Field Services
ALLTRANSTEK



Jackie Forrest
Vice-President, Energy Research
ARC FINANCIAL CORP.



Scott MacDougall
Chief Operating Officer
ATHABASCA MINERALS



Ian Renkes, Manager, Operations and
Business Development,
PROPTESTER INC.



Scott Moros
Manager, Regional Sales,
PREFERRED SANDS

This conference will change the way we talk about frac sand logistics. We are going to bring together stakeholders from across the frac sand supply chain to find new solutions and figure out how to work together effectively.

— **EVENT CHAIR: Chris Gall, VP Global Supply Chain, Calfrac Well Services**



WHY THIS CONFERENCE IS DIFFERENT

- Concentrate on the issues that matter to the Canadian frac sand industry
- Get the opportunity to move forward from previous meetings and build strong relationships with industry stakeholders
- Explore where the market is going rather than where it has already been
- Hear from U.S. frac sand suppliers and both of Canada's class one railways

WHY YOU SHOULD ATTEND

- Find new sources of frac sand and proppant
- Get new solutions for meeting frac sand and proppant logistics challenges
- Stay current with live project updates on new and established projects
- Share success stories and best practices, and find out what companies are doing to maximize efficiency
- Hear stakeholders from each level of the supply chain explain their challenges: Suppliers, Rail, Trucking, Transloading, Storage, Well Services, and E&P

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Canadian Frac Sand and Proppant Logistics

MARCH 3 – 4, 2015 • CALGARY, ALBERTA

DAY ONE PROGRAM AGENDA: TUESDAY, MARCH 3, 2015

8:00 – 9:00 Registration and Continental Breakfast

9:00 – 9:10

Welcome and Opening Remarks from the Chair
Chris Gall, VP, Global Supply Chain, Calfrac Well Services

9:10 – 9:30

Changing Canadian Frac Sand Logistics
Chris Gall, VP, Global Supply Chain, Calfrac Well Services

KEYNOTE ADDRESS

9:30 – 10:10

Future of the North American Frac Sand Market
Ian Renkes, Manager of Operations and Business Development, PropTester Inc.

- Canadian demand for frac sand, ceramics, and resin coated proppants
- Where the market is heading
- Supply and demand dynamics
- Where Canadian users are getting their sand
- Import of ceramics from China

10:10 – 10:40

Extended Networking Break



10:40 – 11:20

Firebag Project and Developments with Western Canadian Sand Suppliers

Scott MacDougall, Chief Operating Officer, Athabasca Minerals

- Update on Athabasca Minerals' Firebag project
- Logistical challenges with getting sand to market
- Supply expectations for Firebag project
- Overview of new sand projects in Western Canada
- Industry expectations for growth in Western Canadian sand supply

11:20 – 12:20

Production Expectations for Canadian Shale Plays and Impact of Crude Prices on Future Development

Jackie Forrest, Vice-President, Energy Research, ARC Financial Corp.

- Hottest shale plays in Canada
- Play-by-play production expectations
- Impact of lower crude prices on Canadian shale development
- Forecasting crude prices
- Future of Canadian shale industry

12:20 – 1:30

Luncheon Break

1:30 – 2:10

U.S. Supplier Infrastructure and Logistical Challenges

John Young, Vice-President, Sales, Smart Sand

- Challenges of working with Canadian end-users and logistics providers
- Potential infrastructure gaps for frac sand delivery
- U.S. infrastructure developments
- Logistical issues for U.S. suppliers and shippers
- U.S. supply expectations
- Ability to meet North American demand

2:10 – 2:50

CP's Frac Sand Portfolio and Infrastructure Expansions

Dale Stewart, Managing Director, Merchandise, CP

- Overview of CP's frac portfolio

- Origins, suppliers, and Canadian destinations
- Update in infrastructure expansions to support the market: frac capacity, network, and destinations
- Supply-chain models
- Being a supply chain partner with the railroad
- Improving the cycle time/efficiency of your fleet and avoid assessorial charges by providing adequate silo storage and moving in consistent blocks
- How to best communicate with the railroad through local operations contacts and your account manager
- How to avoid the peak market supply crunch

2:50 – 3:20

Extended Networking Break



3:20 – 4:10

Part 1 - Developments in Canadian Frac Sand Infrastructure: Terminals and Unloading Points

Representative, Source Energy Services

- Challenges for terminal builders and operators
- New terminal locations in Canada
- Status of new projects
- Capacity and turnaround times for existing terminals
- Bottleneck issues
- Potential for dual crude and sand terminals in Canada

4:10 – 5:00

Part 2 - Developments in Canadian Frac Sand Infrastructure: Storage and Silo Facilities

- Economics of storage: when is storage a viable option
- New silo and warehousing facilities
- Major challenges for storage facility operators
- Development plans
- Considerations for mobile storage units

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 Inventory | • Risk Management |
| • Operations | • Market Analysis | • Health and Safety |
| • Transportation | • Completions | • Regulatory Affairs |
| • Supply Chain | • Rail Operations | • Legal Counsel |
| • Strategic Planning | • Terminal Operation | • Business Development |
| • Procurement, Sourcing, | • Engineering | |

From These Industry Sectors:

- | | | |
|----------------------------------------------------|-------------------------------------------------|---------------------------------------|
| • E&Ps | • Railway Operators | Providers |
| • Frac Sand Producers, Suppliers, and Distributors | • Rail Logistics Providers | • Proppant Manufacturers |
| • Frac Sand Logistics Providers | • Railcar Manufacturers and Lessors | • Trucking Logistics Providers |
| • Transloaders | • Market Analysts | • Legal and Regulatory Counsel |
| • Terminal Developers and Operators | • Frac Sand Storage Facility and Silo Operators | • Drillers and Well Service Providers |
| | • Frac Sand Service | |

Register Now!

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MARCH 3 – 4, 2015 • CALGARY, ALBERTA

DAY TWO PROGRAM AGENDA: WEDNESDAY MARCH 4, 2015

8:00 – 9:00 Continental Breakfast

9:00 – 9:10

Welcome and Opening Remarks from the Chair
Chris Gall, VP, Global Supply Chain, Calfrac Well Services

9:10 – 9:50

Infrastructure and Capacity Update from CN
Rossana Cárcamo, Senior Manager, Sales and Marketing - Industrial Products, CN

- Capacity developments over the past year
- Strategies for accommodating frac sand demand on congested lines
- Plans for new lines and destinations
- Loading and unloading points
- Plans for preventing bottlenecks

9:50 – 10:20

E&P Demands and Logistical Challenges

- Trends in sand and proppant demands
- Balancing well engineer demands with cost and availability of sand and proppant
- End-user perspective on logistical problems
- Forecasting sand demands
- Factors that influence well engineer demands

10:20 – 10:50 Extended Networking Break



10:50 – 11:30

Synthetic Proppant Supply and Developments in Proppant Technology

Tony Little, President and CEO, Fortress Proppants

- New proppant technologies
- Supply of ceramics and resin coated proppants
- Availability in the Canadian market
- Proppant specifications for different scenarios
- Balancing proppant requirements and favourability with availability and cost

11:30 – 12:10

Innovations in Dust Control Technology

Scott Moros, Manager, Regional Sales, Preferred Sands

- Importance of dust control in the frac sand supply chain
- Advantages of reducing dust
- Current solutions and associated costs
- Recent developments in dust control technologies
- Implementing dust control solutions

12:10 – 1:20 Luncheon Break

1:20 – 2:20

PANEL DISCUSSION

Challenges and Status of Emerging Frac Sand Projects

MODERATOR: Charles Gryba, CEO, Claim Post Resources

- Status updates on projects
- Timeline for when projects are expected to start shipping sand
- Overcoming regulatory hurdles
- Strategies for establishing profitability
- Infrastructure issues and integrating with the frac sand supply chain

2:20 – 3:10

Railcar Market Dynamics and Strategies for Railcar Procurement

Jerry Charaska, Director, Field Services, Alltranstek

- Supply and demand dynamics for rail cars
- Effects the surging demand on the overall fleet
- Fleet forecasts: rail car costs, production rates, backlogs, etc.
- Strategies for purchasing and leasing rail cars
- Manufacturer schedules and wait times

3:10 – 3:40

Extended Networking Break



3:40 – 4:30

Strategies for Maintaining Sand and Proppant Quality Through the Entire Supply Chain

- Well engineer expectations for quality of frac sand
- Solutions for testing and monitoring quality
- Coordinating with each link in the supply chain
- Establishing a record of integrity
- Ensuring proper storage conditions

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.

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If you would like to increase your visibility with crude and logistics professionals, you need to be at *Canadian Frac Sand and Proppant Logistics*. A limited number of sponsorship options are available, including:

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

For more information or to check availability, contact our sponsorship department by telephone at 1.800.474.4829, ext. 224, or by email at gpollard@infonex.com. Choose to participate at this event and ensure your brand is front and centre at this great marketing opportunity!

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“Met a ton of great people and had meaningful conversations and learned a tremendous amount. . .”
— Financial Analyst, Marketing, Bonanza Creek Energy

“Was a great source of info and opportunity to network.”
— Account Manager, Fortress Engineering

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2 SELECT YOUR PREFERRED PAYMENT METHOD

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Course for Groups of 2	\$2,199 each	\$1,999 each
Course for One Registrant	\$2,299	\$2,099

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LOCATION:

Canadian Frac Sand and Proppant Logistics will be held at:

Delta Calgary South

135 Southland Drive SE
Calgary, Alberta T2J 5X5
Telephone: 403-278-5050
Toll-Free: 1-877-278-5050
Website: www.deltacalgarysouth.com

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 fax to 1-800-558-6520 **no later than February 17, 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. If you prefer, you may request a refund of fees paid, less a 15% administration fee.

Registrants who cancel after **February 17, 2015**, will not be eligible to receive any credits or refunds and are liable for the entire registration fee.

Confirmed registrants who do not cancel **by February 17, 2015**, and fail to attend will be liable for the entire registration fee.

DISCOUNT CODE: 1146-W

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