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**MIDSTREAM INDUSTRY IN NORTH AMERICA:**  
**Markets, Logistics, & Economics**

**A PETRAL WORLDWIDE EDUCATIONAL SEMINAR**

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**Wednesday, Thursday, & Friday morning – April 21-23, 2010**  
**Burnett Staffing Seminar Center – 9800 Richmond Avenue**  
**Houston, TX**

**Registration Fee: \$1,895.00 (U.S.)**

Petral Worldwide's seminar is a true educational experience:

- ❖ Class size is limited so that time is available to answer questions and discuss issues that are pertinent to seminar attendees
- ❖ Attendees will receive a notebook containing copies of the slides, appropriate text, a glossary of important industry terminology and a CD containing all course graphics in full color.
- ❖ Attendees will spend two and a half full days in seminar sessions

This seminar provides the basic framework in which to understand the operations of the U.S. and Canadian midstream natural gas industry. Midstream operations encompass all activities between natural gas production and the sale of gas liquids. This includes gas gathering, gas conditioning, fractionation, gas liquid distribution and marketing.

We offer a tour of Enterprise Products fractionation and storage facilities at Mont Belvieu as an optional element (Tuesday afternoon April 20<sup>th</sup>). A member of the PWI seminar faculty accompanies those who take the tour and lively discussion following the tour usually ensues. A pre-tour briefing on salt cavern and raw mix fractionator operations by the Manager of Operations for Enterprise Products enhances the value of this tour.

We will conduct the April 2010 session of the seminar at the Burnett Staffing Seminar Center located at 9800 Richmond Avenue. For attendees from out of town, there are 2 hotels located nearby – the Hilton Houston Westchase (9999 Westheimer; 713.974.1000) the Houston Marriott Westchase (2900 Briarpark Drive; 713.978.7400).

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**(713) 977-0114 or (713) 977-4831**

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## **MIDSTREAM INDUSTRY IN NORTH AMERICA**

### **SEMINAR DISCUSSION TOPICS**

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#### **Midstream Industry Fundamentals**

- ❖ Why Mont Belvieu is the hub of the NGL industry
- ❖ Basic definitions – gas processing, LPG, NGL, LNG, and other key industry acronyms
- ❖ Sources of NGL supply – gas plants & refineries
- ❖ Natural gas production and quality
- ❖ Gas processing – the operation of gas conditioning, gas processing, and raw mix fractionation facilities
- ❖ Crude oil and natural gas prices
- ❖ How the petrochemical industry influences NGL prices
- ❖ NGL supply/demand balances
- ❖ Transportation logistics and costs
- ❖ Key end-use market sectors

#### **Midstream Business Basics**

- ❖ Differences between the midstream industry in the U.S. and Canada
- ❖ NGL pricing & economics
- ❖ Why do propane prices spike?
- ❖ NGL sales contracts, fractionation & storage contracts, and gas plant contracts
- ❖ Arbitrage & risk management
- ❖ Basic definitions – gas processing, LPG, NGL, LNG, and other key industry acronyms

#### **Emerging Midstream Issues**

- ❖ Gas production from shale plays and the impact on midstream industry operations and NGL supplies

#### **Who should attend?**

- ❖ New NGL traders requiring an industry overview
- ❖ International LPG traders requiring an understanding of the NGL market in North America
- ❖ Accountants needing an understanding of the midstream industry and its economics
- ❖ Investment bankers needing a framework in which to evaluate investment opportunities
- ❖ Corporate planners and business development personnel
- ❖ Lawyers requiring a working knowledge of industry terminology and contract issues
- ❖ Propane wholesale and retail sales personnel who need an understanding of the midstream industry structure, pricing and economics

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## The Instructors

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**Dan Lippe** holds a B.S. degree in Chemical Engineering and an M.B.A. He has more than 30 years of experience in the industry. Dan is President of Petral Worldwide. He is widely quoted and is a popular speaker at industry meetings and events. Dan's areas of expertise include price forecasting, NGL supply/demand forecasting, and midstream operations.

**Jim Cutler** has 40 years industry experience. Jim's areas of expertise include feedstock purchasing, development of integrated refinery/petrochemical planning systems and midstream business development. He has held a number of senior executive positions and has been a director of several petrochemical companies. Jim is Vice President of Petral Worldwide.

The cost of the seminar (Wednesday, Thursday, and Friday morning Apr. 21-23, 2010) is **\$1,895.00** (U.S.) per person. The seminar fee includes a copy of all seminar material, three continental breakfasts, two catered lunches, and appropriate refreshment breaks.

### OPTIONAL TOUR OF MONT BELVIEU

Attendees may also choose to include the *Optional Supplemental Program* (Tuesday, April 20<sup>th</sup>) in their seminar package. The supplemental program includes a tour of Enterprise Products facilities at Mont Belvieu. **The cost of the Optional Supplemental Program is \$175.00 (U.S.) per person.** Departure for the Mont Belvieu tour will be at 12:00 pm from our offices at 9800 Richmond Avenue.

### AREA HOTELS

For our out of town visitors, there are 2 hotels in the area. The Hilton Houston Westchase is located at 9999 Westheimer (713-974-1000) and the Houston Marriott Westchase is located at 2900 Briarpark Drive (713-978-7400).

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**SEMINAR REGISTRATION FORM**

**Midstream Industry in North America: Markets, Logistics, & Economics**

**Apr 21 – 23<sup>rd</sup>, 2010; Burnett Staffing Seminar Center @ 9800 Richmond Ave.**

<u>Attendee Name</u>	<u>Attendee Title</u>	<u>Seminar Only?</u> (\$1,895.00 U.S.)	<u>Seminar &amp; Tour</u> (\$2,070.00)

**ATTENDEE & COMPANY INFORMATION:**

**Company:** \_\_\_\_\_

**Street Address:** \_\_\_\_\_

**City & State:** \_\_\_\_\_

**Telephone:** \_\_\_\_\_

**Fax::** \_\_\_\_\_

**E-mail:** \_\_\_\_\_

**Total Attendees:** \_\_\_\_\_ x \$1,895.00 = \$ \_\_\_\_\_ (seminar registration fees)

**Total Attendees:** \_\_\_\_\_ x \$175.00 = \$ \_\_\_\_\_ (optional program fees)

**Total Seminar Fees:** \_\_\_\_\_ - = \$ \_\_\_\_\_ (optional program fees)

To register: **fax application form to:713.977.6766**

**We also accept payment by company check, MasterCard, Visa or American Express.  
For your security, please contact us at 713. 977.0114 to process credit card payments.**

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