



MIDSTREAM INDUSTRY IN NORTH AMERICA:

MIDSTREAM-PETROCHEMICAL INDUSTRY INTERFACE

A ONE DAY EDUCATIONAL SEMINAR

Tuesday, March 21, 2017

Petroleum Club of Houston:

1201 Louisiana Street, Houston TX (35th floor)

REGISTRATION FEE: \$1,195.00 (seminar only) or \$1,420.00 (seminar & tour)

This seminar provides significant “quick start/head start” educational benefits for those employees who are new to positions in midstream including mid-level through executive management, marketing, distribution, accounting, IT & finance support, contract negotiations & administration. Advantages for attendance at all Petral seminars include:

- ❖ **First**, attendance is limited to a maximum of 20; attendance at most sessions is 10-15. The emphasis on small class size enables everyone to participate in question/answer discussions during seminar sessions.
- ❖ **Second**, the seminar session includes economic simulation (“live fire”) exercises.
- ❖ **Third**, each person will receive a notebook with all seminar graphics including a glossary of important industry terminology.

This seminar provides 7 hours of insight in basic perspectives that facilitate understanding the midstream/petrochemical industry interface in North America (U.S. Gulf Coast, Alberta, and Ontario). The Petroleum Club of Houston (35th floor, 1201 Louisiana Street, Houston, TX) is the venue for the **MARCH 2017** session of the seminar.

Petral Consulting also offers a tour of Enterprise Products facilities at Mont Belvieu as an optional element (**Wednesday afternoon March 22, 2016**). Mr. Lippe accompanies those who take the tour and a lively discussion following the tour usually ensues. A pre-tour briefing on salt cavern and raw mix fractionator operations by Enterprise management personnel enhances the value of this tour.

PETRAL CONSULTING



(713) 977-0114

MIDSTREAM | PETROCHEMICAL INDUSTRY INTERFACE

SEMINAR TOPICS

WHY MONT BELVIEU IS THE PETROCHEMICAL INDUSTRY'S LARGEST FEEDSTOCK SUPPLY HUB

- ❖ Review of midstream & petrochemical industry terminology and key acronyms
- ❖ Crude oil production: an important driver for gas production & quality and NGL production
- ❖ Overview of NGL demand, supply & the petrochemical industry's paramount importance
- ❖ Review of the upstream phases of the US midstream industry: gas processing – gas conditioning, NGL recovery, raw mix pipelines, fractionation & NGL storage facilities.
- ❖ Domestic distribution system: NGL to petrochemical plants via pipelines, railcars & transport trucks
- ❖ Gulf Coast export infrastructure: NGL export terminal capacity & trends in destination markets

US PETROCHEMICAL INDUSTRY OVERVIEW

- ❖ Ethylene, propylene, & butadiene: why you cannot buy a few pounds of olefins at Home Depot
- ❖ Ethylene, propylene, & butadiene: what are they good for & what you can buy at Home Depot
- ❖ Ethylene production: how petrochemical companies transform paraffins into olefins
- ❖ Ethylene production: how many feedstocks does an olefins plant crack?
- ❖ Crude oil prices: the primary driver for NGL price/value relationships in USGC markets
- ❖ NGL sales contracts: common elements of contract relationships between suppliers & consumers

EMERGING MIDSTREAM & PETROCHEMICAL ISSUES

- ❖ Globalization: North America's NGL & olefin supply as major influences on global markets
- ❖ New Supply Sources: prospects for competition for NGL & petrochemical derivative exports
- ❖ New Supply Sources: opportunities for US midstream & petrochemical company involvement

ECONOMIC SIMULATION EXERCISES

- ❖ Coproduct prices: how they influence ethylene production costs & feedstock economics
- ❖ Pricing: How do variations in feedstocks, coproducts, and ethylene prices influence markets

WHO SHOULD ATTEND?

Anyone who requires an overview of the midstream-petrochemical industry interface including:

- ❖ NGL buyers, marketers, traders, producers, gas plant operating company management
- ❖ Support personnel in accounting, IT, distribution, administration, HR, legal
- ❖ Analysts in investment banking & private equity who evaluate investment opportunities
- ❖ Corporate planners & business development personnel
- ❖ Lawyers who require a working knowledge of industry terminology and contract issues

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Instructor

Mr. Daniel Lippe, founder of Petral Consulting Company, holds a B.S. degree in Chemical Engineering (Texas A&M University) and an M.B.A (Houston Baptist University). He has more than 40 years of professional experience. He is widely quoted in the industry press and is frequently invited to speak at industry meetings, conferences and events. Mr. Lippe is also the author of two ongoing series of articles for Oil & Gas Journal. Dan has conducted the precursors to this seminar series twice annually since 2003.

The cost of the seminar (**Tuesday, March 21, 2017**) is **\$1,195.00 (USD)** per person. The seminar fee includes a copy of all seminar material, a catered lunch, and refreshments during breaks

OPTIONAL TOUR OF MONT BELVIEU

Attendees may also choose to include the **Optional Supplemental Program** (**Wednesday, March 11, 2017**) in their seminar package. The supplemental program includes a tour of Enterprise Products facilities at Mont Belvieu. **The cost of the optional tour of Mont Belvieu is \$225.00 (USD) per person and is additional to the basic registration fee.** Departure for the Mont Belvieu tour will be at 11:30 pm from 9800 Richmond Avenue.

AREA HOTELS

For our out of town visitors, there are many hotels in the downtown Houston area including **Hyatt Regency** located at 1200 Louisiana St (713-654-1234), **Doubletree Hotel Houston Downtown** located at 400 Dallas St (713-759-0202) and several others. For local attendees, the most convenient parking garage is the Regency Garage. The Regency Garage is accessible from the entrance on Clay St (between Smith and Louisiana) and the other entrance is on Louisiana (just north of the Louisiana/Clay intersection).

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SEMINAR REGISTRATION

Midstream Industry in North America: **Midstream-Petrochemical Industry Interface**
March 21, 2017; Petroleum Club of Houston @ 1201 Louisiana St.(35th floor)

<u>attendee name</u>	<u>attendee title</u>	SEMINAR (\$1,195.00 U.S.)*	SEMINAR & TOUR (\$1,420.00)

ATTENDEE & COMPANY INFORMATION:

COMPANY: _____

STREET ADDRESS: _____

CITY & STATE: _____

OFFICE PHONE: _____ (for each individual)

CELL PHONE: _____ (to contact each person on tour day if needed)

EMAIL: _____

TOTAL ATTENDEES: _____ x \$1,195.00 = \$ _____ (seminar registration fees)

TOTAL ATTENDEES: _____ x \$225.00 = \$ _____ (fees for optional tour of Mont Belvieu)

TOTAL SEMINAR FEES: _____ - = \$ _____

To register: **scan & email registration form to danlippe@petral.com**

Please make payment by company check or PayPal via our website (www.petral.com).

NOTE: The seminar registration fee for two or more individuals from the same company is \$895 per person. Fees for the tour of Mont Belvieu are \$225 per person.

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