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**MIDSTREAM INDUSTRY OVERVIEW:**  
**Upstream, Midstream, Downstream & International**  
**A COMPREHENSIVE NGL EDUCATIONAL SEMINAR**

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**Tuesday, Wednesday, Thursday, & Friday morning – JUNE 20-23, 2017**

**Burnett Staffing Seminar Center:**

**9800 Richmond Avenue, 8<sup>th</sup> Floor Seminar Suite, Houston, TX**

**REGISTRATION FEE: \$1,895.00 (seminar only) or \$2,120.00 (seminar & tour)**

This seminar provides significant “quick start” educational benefits for those employees who are new to positions in midstream including marketing, distribution, accounting & finance, and contract negotiations and administration. Benefits for attendance at all Petral seminars include:

- ❖ **First**, attendance is limited to a maximum of 20. The emphasis on small class size enables each person to participate in question/answer sessions and discussions during seminar sessions.
- ❖ **Second**, each person receives a notebook with a hard copy of all seminar graphics, a glossary of important industry terminology.

This seminar provides the basic framework for understanding the midstream industry in U.S. and Canada including physical assets, trends in natural gas supply, major end use markets, marketing and economics and international markets. Midstream operations include delivery of natural gas to processing plants, gas treatment & NGL recovery, raw mix transportation to fractionation facilities and delivery of purity components to consumers. The commercial side of the midstream industry includes an overview of trends in end use markets with particular emphasis on petrochemicals, refining, and international markets. The seminar also includes segments on economics and NGL pricing including the various factors that influence pricing and relative values for each NGL component in domestic markets and major international.

A tour of Enterprise Products fractionation and storage facilities at Mont Belvieu is an optional element (**Monday June 19, 2017**). 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.

The Burnett Staffing Seminar Center is the venue for the **JUNE 2017** session of the seminar. The Burnett Staffing Seminar Center is located at 9800 Richmond Avenue, and we conduct the seminar in **THE SEMINAR SUITE: ROOM # 870**.

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**(713) 977-0114**

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# MIDSTREAM INDUSTRY OVERVIEW

## SEMINAR TOPICS

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### Overview of Markets, Processing & Infrastructure

- ❖ Why Mont Belvieu is the most important NGL supply hub for global LPG markets
- ❖ Industry terminology and key acronyms
- ❖ NGL end use markets, supply sources & the petrochemical industry's paramount importance
- ❖ Crude oil production, natural gas quality, production and gas plant throughput for major basins
- ❖ Transportation logistics and costs for pipelines, railcars, barges and transport trucks
- ❖ NGL export terminals, export terminal capacity, trends in destination markets
- ❖ Overview of export terminal infrastructure, pricing & economics and primary markets for exports

### Midstream Business Basics

- ❖ Overview of basic contract elements for gas processing, NGL sales, fractionation & storage
- ❖ Arbitrage & risk management

### Emerging Midstream Issues

- ❖ Crude oil & associated gas production from shale plays and the impact on NGL supplies
- ❖ The importance of U.S. crude oil production as the primary driver for gas plant NGL production
- ❖ Waterborne LPG exports & the impact on international LPG markets (why the petrochemical industry is also of paramount importance for US LPG exports)

### CURRICULUM OUTLINE

- ❖ **DAY ONE:** structure of US midstream industry operational assets including gas plants, raw mix pipelines, fractionation & storage, and product pipelines (how much capacity, who owns what)
- ❖ **DAY TWO:** midstream-petrochemical industry interface (emphasis on ethylene and propylene and pricing/economics for feedstock flexible ethylene plants)
- ❖ **DAY THREE:** midstream-refining industry interface (emphasis on regional differences in distribution)
- ❖ **DAY FOUR:** waterborne LPG exports & the impact on international LPG markets (why the petrochemical industry is also of paramount importance for US LPG exports)

### Who should attend?

- ❖ New NGL buyers, marketers, & traders and anyone who requires an industry overview
- ❖ International LPG traders who require an understanding of the NGL market in North America
- ❖ Accountants & IT specialists who need an understanding of the midstream industry and its economics
- ❖ Investment bankers who need 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

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## The Instructor

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**Mr. Daniel Lippe**, founder of Petral Consulting Company, holds a B.S. degree in Chemical Engineering and an M.B.A. 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 this seminar twice annually since 2003.

The cost of the seminar (**Tuesday, Wednesday, Thursday, and Friday morning June 20-23, 2017**) is **\$1,895.00 (USD)** per person. The seminar fee includes a copy of all seminar material, continental breakfast, three catered lunches, and snacks and refreshments throughout the day.

### OPTIONAL TOUR OF MONT BELVIEU

Attendees may also choose to include **the *Optional Supplemental Program*** (Monday, June 19, 2017) in their seminar package. The supplemental program includes a tour of Enterprise Products facilities at Mont Belvieu. **The cost of the Mont Belvieu tour is \$225.00 (USD) per person & departure from 9800 Richmond Avenue is at 11:30 pm.**

### 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 DETAILS:

Midstream Industry in North America: **Upstream, Midstream, Downstream & International**  
**Jun 19 (tour) & Jun 20-23, 2017**; Burnett Seminar Center @ 9800 Richmond Avenue (room #870)

<u>ATTENDEE NAME</u>	<u>ATTENDEE TITLE</u>	<u>SEMINAR ONLY</u> <u>(\$1,895.00 U.S.)</u>	<u>SEMINAR &amp; TOUR</u> <u>(\$2,120.00)</u>

### ATTENDEE & COMPANY INFORMATION:

**COMPANY:** \_\_\_\_\_

**STREET ADDRESS:** \_\_\_\_\_

**CITY & STATE:** \_\_\_\_\_

**OFFICE PHONE:** \_\_\_\_\_ (office # for contact prior to seminar for each person)

**MOBILE PHONE:** \_\_\_\_\_ (cell phone # for day of tour contact for each person)

**EMAIL:** \_\_\_\_\_ (for each individual)

**TOTAL ATTENDEES:** \_\_\_\_\_ x \$1,895.00 = \$ \_\_\_\_\_ (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](mailto:danlippe@petral.com)**

**We accept payment by credit card, company check  
or PayPal via the website ([www.petral.com/seminars](http://www.petral.com/seminars)).**

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