



Presented by Energy
Management Institute

Register Today!

See Registration Form Inside for Details

Fundamentals of **Power and Gas**

March 7, 2012 • Regus Conference Center • Houston, TX

Attend this one-day intensive course and understand all the critical need-to-know power and gas industry components.





Fundamentals of Power and Gas

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What You Will Learn

Gain a thorough understanding of the natural gas and power industries. *Fundamentals of Power and Gas* will introduce you to these dynamic and evolving industries and expose you to all the critical need-to-know industry components.

The course describes the natural gas and power industries across four major functions:

1. Origins and destinations of natural gas
2. Exploration through distribution
3. Buying, selling and marketing
4. Transportation

Additionally, this course highlights the intertwined relationships of:

- Market macro- and micro-fundamentals
- Purchasing and selling methodology
- Producing and marketing
- The various market relationships that impact the everyday aspects of the business.

Specific topics covered include:

- Overview of U.S. natural gas and power market macro- and micro-fundamentals
- State of the power industry
- Power transmission – electron flow from the plant to the end user
- Power economics
- FERC orders and their impact on the natural gas industry
- The players and where they fit in the natural gas infrastructure
- Transportation: moving natural gas to market
- Traditional buying techniques

Who Should Attend

This course will benefit anyone seeking a top-to-bottom, fundamental education in the natural gas and power industry. Perfect for those new to the industry. Some of the more specific areas follow: Wholesale Power and/or Natural Gas marketing companies, utilities, generation, supply and distribution personnel, traders, end-users, commercial companies, cogeneration, industrial companies and government agencies. Great for new hires, interdepartmental transfers, finance management and administrative and human resource personnel.

CPE Credits



This course earns 8 CPE credits. EMI awards credit hours towards CPE and Certified Purchasing Manager status (CPM).

Course Times

8am - 4pm, March 7

Venue Location

**Regus Conference Center
Downtown Houston**

Two Allen Center
1200 Smith Street, 16th Floor
Houston, TX 77002
713.353.4600

Recommended hotels on registration form.

Registration Fees

1st delegate:	\$895
2nd delegate:	\$795
3rd delegate:	\$695

Fee includes full course, expert instruction, course materials, continental breakfast and lunch.

3 Easy Ways to Register

1 Call PMA Conference Management at 201.871.0474 or send email to: register@pmaconference.com.

2 Complete & fax this form to 253.663.7224.

3 Complete & mail the form to: PMA Conference Management, POB 2303, Falls Church, VA 22042.



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Course Syllabus

Morning Session: Natural Gas Fundamentals

Session 1: Let's go back in time and a bit upstream

Where did natural gas come from? What is the history of natural gas? Let's review the composition, sources and measurement. You will not only learn where natural gas comes from but why it's the environmental fuel of choice. What is done with the feedstocks that are produced prior to arriving at the burner tip? Follow the flow as feedstocks go through a typical natural gas processing plant and the resulting products – natural gas liquids, LPG, propane, butane, ethane and sobutane.

Next, you'll get an overview of macro and micro world natural gas market fundamentals, including: What is impacting Natural Gas margins today, macro and micro supply and demand, processing problems, and weather. We'll emphasize what to watch and when and how to identify which factors impact price and supply and risk management programs.

Session 2: FERC orders and their impact on the natural gas industry

Who is in the driver's seat? No doubt it is FERC. This session will review all of the major FERC orders since the late 80's and correlate these orders to how they shaped the industry into what it is today. and we'll review what's on FERC's the horizon and how it might impact the industry.

Session 3: Where all the players fit into the natural gas infrastructure

Exploration – Producing – Processing – Supply and Distribution – Marketing – Transportation and Trading... You will learn what this flow means, how it has evolved over the last 30 years and where the optimum entry and operating points are for each of the participants.

Session 4: Transportation – Moving natural gas to the market

The existing interstate pipeline network consists of over 200,000 miles of pipeline. About 80 to 90 pipeline systems make up the network with about 50 classified as major by FERC. How does this all work? We'll review the infrastructure issues and the operational trends.

Session 5: Buy low, sell high... Traditional buying techniques

What ever happened to Bid Week? Natural gas can be purchased at all levels of the infrastructure: Spot – Wholesale – Retail. NG can be purchased using traditional and non-traditional methods. Products can be purchased from various types of suppliers: Marketers – Regulated Utilities – Unregulated Utilities – Traders – Other Jobbers. You'll get the knowledge you need to purchase in an ever-changing environment and to manage price and margin risk.



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Course Syllabus Afternoon Session: Electric Power Fundamentals

Session 1: Overview of US power macro- and micro-market fundamentals

Discussion of the factors that affect electricity prices and margins in the power industry today: weather, fuel prices, transmission constraints, credit ratings, EPA regulations, and the economy. We will discuss the unique characteristics that make the electricity market unlike any other energy commodity and what can make prices so volatile. We will emphasize on what to watch, and when and how to identify which factors impact price and supply. Review of Electricity Deregulation: How did the once staid, conservative utility industry undergo such a dramatic change to where it is now? We will review the FERC orders that deregulated the wholesale and retail electricity market over the last decade and their effects, as well as a post mortem of the California crisis and the latest FERC initiatives.

Session 2: State of the Power industry

Three years ago deregulation was the hot trend. Since then, we've had the California power crisis and the bankruptcies of some of the state's largest utilities. This was followed more recently by the demise of Enron and after effects that afflicted the rest of the power industry. So who is left standing and what are their strategies in dealing with the new market? What are the lessons to be learned? Is retail choice still viable?

Session 3: Power Transmission – Electron flow from the plant to the end user

The existing transmission grid consists of thousands of miles of power lines. While in theory it is possible to send power across the country, most of the power sold is in the regional power pool where it is generated. Wheeling or sending power to another pool or even within the same pool can be difficult and costly. We will review the infrastructure issues and operational trends and the economics involved. We'll also cover building a transportation arbitrage matrix, which includes the cost of transportation applied to the value of power in various US locations. and we'll show how to get setup with the transmission entities and how to put all of the pieces together to optimize the supply and distribution network.

Session 4: Power Economics

Unlike other energy commodities, electricity cannot be stored and is consumed virtually instantaneously. Furthermore, limitations on transmission affect where excess power can be sold or bought. How can you get a better price for your power? What determines the forward curve? What are the industry benchmarks? We will take a look at power prices and the factors involved with pricing power. Electricity can be bought and sold the wholesale and retail level. Power can be purchased by traditional and non-traditional sources. Wholesale power can be purchased from a variety of suppliers – regulated utilities, independent power producers, marketers and trading companies. You'll get the knowledge you need to purchase in an ever-changing environment and to manage price and margin risk.



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Learn From the Experts that Experts Trust

EMI experts are frequent editorial contributors to petroleum magazines and are trusted by today's leading news sources.

Our experts have been featured in:

Futures Magazine • The Wall Street Journal • USA Today • The New York Times • The Washington Post • Journal of Commerce • CNN • NBC • CBS • ABC • Bloomberg • Reuters

EMI's leading industry experts have an average of over 30 years of knowledge and experience in:

**Energy • Commodity trading • Risk management
• Education • Consulting • Financial services**

Plus many years of managing marketing, international trading, manufacturing, consulting, start-up operations and project finance operations of well-known companies; integrated major oil companies as well as international trading companies.

EMI's industry experts have also provided risk and value management analysis, advice, information, and services to a variety of companies in the electric power industry. Clients have included power marketers, integrated utilities, retail power providers, hedge funds, and power plants.

Highlights of our instructors' experience include: • Developing a suite of models for a variety of power markets that quantify value and risk • Managing spark spread portfolios for hedge funds in the power markets • Operating in futures trading pits as a market observer in the power markets • Developing working papers for investigations and performing compliance audits in the power industry • Helping Texaco initiate its first use of futures exchanges as an integral part of hedging/trading strategy • Chief Operating Officer of Triwell Marketing and refining • Director of OPIS, Oil Price Information Service, a management-consulting and educational services group that solely focused on the downstream energy industry • Member of Board of Directors of Longview Refinery • Member of the New York Mercantile Exchange Petroleum Advisory Board • Expert witness for a hearing before the subcommittee on surface transportation for the Commerce, Science, and Transportation Committee of the US Senate • Supplied expert testimony to a US Senate sub-committee hearing on diesel petroleum product pricing • Supplied testimony to the Federal Highway Administration regarding fuel tax evasion • Expert witness in a MTBE litigation against the major oil companies • Publishers of The Daily Hedger, BTU's Daily Gas Wire and BTU's Daily Power Report, which advise thousands of petroleum professionals daily.

Our instructors are frequent expert speakers for numerous petroleum industry events and trade associations including: • DOE DESC World Energy Conference • OPIS Fleet Fueling • CME NYMEX • Fuel Management University • NATSO • ATA • AAA • Dairy Distribution • eyeforEnergy eCommerce • OPIS Supply Summit • CIOMA • American Society of Mechanical Engineers • American Society of Lubricating Engineers • Ambrust Aviation • NACHA.

Over the years EMI has developed a series of intensive courses covering all aspects of Energy from production all the way to managing the impact price and volatility on the margin of end-users, resellers, traders, marketers, shippers, retailers and refiners. Our instructors have had the privilege to instruct thousands of professionals representing all aspects of the energy industry, including every major oil company (i.e. Exxon Mobil, BP, Shell, Equilon, Motiva) major power utilities (i.e. Sempra, Edison Mission, Berkley, Toronto Hydro, Dominion, Conectiv) small marketers (i.e. Sprague, Getty, Southern Counties, Western Petroleum) trucking fleets from 50 to 10,000 (i.e. UPS, U.S. Postal Service, Yellow, Pepsi, Werner), gasoline-powered fleets hyper-markets (i.e. The Pantry, Wawa, BJs Wholesale) and many fortune 500 energy consumers.



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REGISTRATION FORM

Registration Fees

\$895 for full program

This fee includes expert instruction, course materials and lunch.

Discount for Additional Attendees

2nd delegate: \$795

3rd delegate: \$695

Enrollment Information (Please Print Clearly)

First Name: _____ Last Name: _____

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Email Address: _____

Payment Method

Please invoice my company (payment must be received prior to course date)

Mastercard Visa American Express

Card Number: _____ Expiration Date: / /

Card Holder Name: _____

Card Holder Signature: _____

Refund/Cancellation Policy

Attendees may reschedule for a different date or course with no penalty. Attendees may substitute a colleague in place of themselves as long as prior notice is given to EMI. Course fees are 100% refundable up to 14 days prior to course date, 80% refundable up to 5 days prior to course date and 50% refundable up to 2 days prior to course date. Cancellations are non-refundable thereafter.

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Recommended Hotels

Doubletree-Houston Downtown

400 Dallas St
Houston, Texas 77002
713-7590202
<http://doubletree.hilton.com/Houston-Texas>

Hyatt Regency-Houston

1200 Louisiana St
Houston, Texas 77002
713-6541234
<http://houstonregency.hyatt.com>