

**2<sup>nd</sup>**

# PROPPANTS SUMMIT

*Getting the Right Proppant to the Right Place at the Right Time*

December 4-6, 2012 | Houston Marriott West Loop | Houston, TX

## **2<sup>nd</sup> Proppants Summit:**

*The Right Proppant, The Right Place, The Right Time*

December 4-6, 2012 | Houston, TX

Main Summit Agenda

### **Wednesday, December 5, 2012**

7:00 – 8:00 *Registration & Networking Breakfast*

8:00 – 8:15 *Opening Remarks by the Summit Chair*

8:15 – 9:00 *Keynote Address:*

#### **THE RIGHT PROPPANT, IN THE RIGHT PLACE, AT THE RIGHT TIME AND AT THE RIGHT PRICE**

\*What does “the right proppant in the right place at the right time mean”?

\*How has the proppants industry evolved? How can the proppants industry move from an aggregates mind-set to a commodities mind-set?

\*How can the proppants industry communicate additional values for buyers?

Presenter:

**Jerry McGee**, *President & Chief Executive Officer, CADRE PROPPANTS*

### **PROPPANTS DEMAND**

9:00 – 9:45 *Keynote Address:*

#### **ADVANCED WELL DESIGN, THE SHIFT TO LIQUIDS, AND WHAT'S NEXT FOR THE OIL AND GAS INDUSTRY**

\* Does a reduced rig count reflect a coming demand gap for proppants, and how will advanced well design fill that gap?

\* What effect will the shift to liquids exploration have on the proppants industry? Are these effects short-term or long-term?

\* What do producers look for generally in their proppants? What can the proppants industry do to meet these perceived needs?

\* Is there an opportunity for an evolved proppants industry outside the US?

Presenter:

**Chris Faulkner**, *Chief Executive Officer, BREITLING OIL & GAS*

9:45-10:30 *Featured Presentation:*

#### **PROPER PROPPANT SELECTION: WELL PRODUCTIVITY DEPENDS ON IT**

Presenter:

**Frank Syfan**, *Director Engineering/Technology, GOFrac; Distinguished Lecturer, SOCIETY OF PETROLEUM ENGINEERS (SPE)*

10:30-11:00 *Networking Break*

11:00 –11:30 *Industry Analysis:*

**A PLAY-BY-PLAY ANALYSIS OF PROPPANTS AVAILABILITY AND INFRASTRUCTURE ISSUES**

- \* What proppants are being used at what plays? How does the geology of each shale formation inform the proppants decision?
- \* What is the current state of transport and logistics infrastructure in each “major” play?
- \* What emerging plays are at the “tipping point”, soon to require investment in transportation and logistics infrastructure? What proppants and what logistical solutions are best suited for those plays?

Presenter:

**Steven Ilkay**, *Managing Director, OIL & GAS ADVISOR*

**BUYERS, SUPPLIERS AND CONTRACTS**

11:30-12:30 *Panel:*

**USERS’ PERSPECTIVES**

- \* What is the oil and gas industry’s perspective on the “right proppant and the right place at the right time” mantra?

Panelists:

**Joseph Kurber**, *Operations Manager, BLACK GOLD OILFIELD SERVICES*

**Wendell Porth**, *Transportation and Logistics Global Category Manager, MARATHON OIL*

**Pankaj Taneja**, *Vice President – Minerals, SCHLUMBERGER*

**James Venditto**, *Vice President, Technical Services, TRICAN WELL SERVICES*

12:30 – 2:00 *Group Luncheon*

2:00 – 2:45 *Panel:*

**PROPPANTS SUPPLIERS’ PERSPECTIVES**

- \* What can proppants suppliers do to mitigate volatility and reduce bottlenecks in the supply chain?
- \* What investments and partnerships are proppants suppliers making to ensure the flow of proppants is steady and can meet demand?
- \* What are proppants suppliers doing to forward the “right proppant at the right time and the right place” mantra?
- \* From the supplier’s perspective, where do bottlenecks remain, and how could cooperation with other stakeholders alleviate them?

Panelists:

**Terry Palisch**, *Director of Petroleum Engineering, CARBO CERAMICS INC.*

**Mike Perry**, *President, CHIEFTAIN SAND AND PROPPANT, LLC*

**Richard Shearer**, *President and CEO, SUPERIOR SILICA SANDS LLC*

**Brennan Thomas**, *President & CEO, PRO SANDS*

2:45 – 3:15 *Presentation:*

**BUILDING LONG TERM SUPPLY CONTRACTS**

- \* How do buyers and suppliers benefit?
- \* What strategies have leaders employed? What was the result?

Presenter:

*To be announced*

3:15-3:45      *Networking Break*

### **PROPPANTS SUPPLY CHAIN**

3:45 – 4:15      *Presentation:*

#### **MAPPING THE CURRENT PROPPANTS TRANSPORT INFRASTRUCTURE**

- \* What is the “big picture” for transport logistics for proppants?
- \* How does transport logistics affect the cost of proppants? How can those costs be managed?

Presenter:

**Graham Brisben**, *Chief Executive Officer*, PROFESSIONAL LOGISTICS GROUP

4:15-4:45      *Presentation:*

#### **PROPPANT STORAGE INFRASTRUCTURE**

- \* How can an investment in storage infrastructure on both ends of the supply chain reduce volatility?
- \* What are the options for storage (Flat storage, domes, and silos)? What are the advantages and drawbacks of each?

Presenter:

**Terry McIver**, *President*, LOADCRAFT INDUSTRIES

4:45– 5:30      *Panel:*

#### **INVESTMENT OPPORTUNITIES IN THE PROPPANTS VALUE CHAIN**

- \* What investment opportunities along the proppants value chain are most interesting to current players?

Panelists:

**Collin Gerry**, *Analyst*, RAYMOND JAMES & ASSOCIATES

**Kristine Kubacki**, *Industrials Analyst*, AVONDALE PARTNERS

**Larry Lawyer**, *Chief Financial Officer*, PRECISION ADDITIVES, INC.

**Dan Penovich**, *Vice President*, MITSUI RAIL CAPITAL, LLC

5:30-7:00      *Reception Hosted By*



### **Thursday, December 6, 2012**

7:00 – 8:00      *Registration & Networking Breakfast*

8:00 – 8:05      *Opening Remarks by Summit Chair*

### **OCEAN TRANSPORT & LOGISTICS**

8:05 – 8:35      *Presentation:*

#### **PORT OF HOUSTON IN FOCUS**

This presentation will provide insights into the import proppant market and an update on inland waterway transport, from one of the busiest ports in the world.

Presenter:

**Justin McAdams**, *Trade Development Manager*, PORT OF HOUSTON AUTHORITY

8:35 – 9:30 *Panel:*  
**MARITIME TRANSPORT OF PROPPANTS: CHALLENGES AND OPPORTUNITIES**  
There are specific challenges associated with water transport – from ocean and inland ports, down the river and transloading terminals. Gain a valuable assessment of water transport of proppants, the challenges and opportunities – and how transport over water can affect your bottom line.

Panelists:

**Ron Johnson**, *Trade Development Director*, DULUTH SEAWAY PORT AUTHORITY

**Jim Knight**, *Business Development Manager*, PORT OF OLYMPIA

**Anthony Salinas**, *General Manager*, PORT OF SAN ANTONIO

**Frank Ward**, *General Operations Manager*, GRIEG STAR SHIPPING

9:30 – 10:00 *Presentation:*  
**BARGING PRESENTATION**  
In this presentation, you will hear from a leading carrier who will highlight the benefits associated with transporting proppants via barge.

Presenter:

**Steve Alley**, *Director of Sales*, INGRAM BARGE COMPANY

10:00 – 10:30 *Networking Break*

10:30 – 11:00 *Presentation:*  
**3PL PRESENTATION**  
This presentation will provide insights into how third-party logistics services can enhance the proppants supply chain.

Presenter:

**Joel Kennedy**, *Strategic Sales*, C.H. ROBINSON WORLDWIDE, INC

## **OVERLAND TRANSPORT AND LOGISTICS**

11:00 – 11:30 *Presentation:*  
**RAIL CAR SUPPLY UPDATE**  
This presentation will provide an overview of the general rail car market conditions, trends, car availability and an update for rail cars related to the proppant industry.

Presenter:

**Michael Keasling**, *Senior Vice-President Leasing*, CIT RAIL

11:30 – 1:00 *Group Luncheon*

1:00 – 1:30 *Case Study Presentation:*  
**CLASS 1 RAILROAD PARTNERSHIPS**  
CN, KCS, and KCS shortline partners are collaborating to bring a new logistics solution for Texas-based customers requiring Frac sand. CN has existing and many new sand plants starting up on its lines in Wisconsin and Minnesota. The KCS railway runs right through the Eagle Ford shale area and Permian Basin with its shortline partners, therefore providing a new service to customers requiring sand in this market.

Co-Presenters:

**Doug MacDonald**, *Vice President – Industrial Products*, CANADIAN NATIONAL RAILWAY

**Darin Selby**, *AVP Sales & Marketing*, KANSAS CITY SOUTHERN RAILWAY

- 1:30 – 2:30 *Panel:*  
**SHORT LINE PERSPECTIVES**  
\*What are the most critical transport infrastructure challenges short lines are facing today?  
\*Where are the primary bottlenecks for short line carriers?  
\*What actions are being taken to eliminate the bottlenecks?  
\*What opportunities for expansion do they see in the short and long term?  
Panelists:  
**Bill Fehr**, *Business Development*, D&I TERMINALS  
**Richard Lesikar**, *VP Business Development*, FORT WORTH & WESTERN RAILROAD  
**Tom Owen**, *VP Marketing & Sales*, PINSLY RAILROAD COMPANY  
**Rob Robinson**, *AVP Short Line Marketing*, NORFOLK SOUTHERN CORPORATION
- 2:30-3:00 *Networking Break*
- 2:30 – 3:30 *Panel:*  
**TRUCKING PERSPECTIVES**  
\*What are the most critical transport infrastructure challenges truckers are facing today?  
\*Where are the primary bottlenecks for trucking carriers?  
\*What actions are being taken to eliminate the bottlenecks?  
\*What opportunities for expansion do they see in the short and long term?  
Panelists:  
**Doug Cain**, *President*, LAKE TRUCK LINES  
**Cameron Dauer**, *Vice President*, HEARN TRUCKING  
**Todd Struble**, *Vice President Dedicated Services, Flatbed & Temperature Control Divisions*, WERNER ENTERPRISES
- 4:00-4:30 *Presentation:*  
**TRANSLOADING PRESENTATION**  
Transloading is critical; it provides the linking points between mine and well, and protect your product and your investment. In this presentation, you'll gain critical understanding of transloading and get a grasp on the challenges and opportunities present.  
Presenter:  
**Al Muehlenbruch**, *North West Regional Manager*, PCC LOGISTICS
- 4:30 *Main Summit Day Two Adjourns*