



Who Should Attend: Anyone interested in advancing their career by learning more about the nuts-and-bolts, back-to-basics details of how the gas industry really works—from analysts to executives, from finance to operations. A definite must for new hires.

What Past Attendees are saying about this seminar

“When you pay for training out of your own pocket you are much more critical. I would rate this training as an excellent investment.”

– Dexter R. Sullivan, Infiniti Energy

“A must for ANYONE in the industry.”

– Tracey Perdue, Paralegal, Columbia Gas

“Terrific survey course that targets intelligent people. Instructor is super knowledgeable.”

– Zackary Starbird, Southern Company Energy Marketing

“Taught us in an easy-to-understand manner, in a day-and-a-half, what could take months of on-the-job experience to learn.

Very informative! This seminar provided a solid foundation, will enable me to do a better job, which will benefit my employer.”

– Tracy L. Ruffeno, Attorney, PanCanadian Energy Services

“I wish I could have had this class six months earlier, before I started as a marketing rep; it would have helped me transition more easily.”

– Krystal Jamoreaux, Williams Energy

“An absolute wealth of information. Get to the seminar as soon as you can; you’ll learn a ton and be better prepared no matter what part of the energy industry you’re in. I will definitely recommend this seminar to others and for in-house training.”

– Rob Bailey, Business Analyst, FirstEnergy

“Worth the time and the money!”

– Frances Miles, Marketing Representative, Yates Petroleum

Seminar Schedule - All locations

Day 1. 8:30 am - 5 pm • Day 2. 8:30 am - Noon.



In-House Presentations

Natural Gas 101, and other seminars we offer, can be taught at your company offices, offering substantial savings in registration fees and travel expenses.

Please contact Brad Heller at
bheller@energyseminars.com or (281) 362-7979 for details.

1. ORIGINS AND DESTINATIONS OF NATURAL GAS:

The Big Picture

- A. Physical properties of natural gas
- B. Where natural gas is found
- C. How natural gas is measured
- D. Where have we been and where are we going: the history and future of natural gas in North America
- E. The major consumers of natural gas: from home use to manufacturing

2. EXPLORATION THROUGH DISTRIBUTION:

The Physical Side

- A. Exploration: the role of geologists and technology
- B. Drilling: onshore and offshore
- C. Production, treatment, compression, and processing
- D. Gathering, storage, and transmission
- E. Transportation: construction, safety, operations
- F. Distribution: how natural gas gets to the burnertip

3. BUYING, SELLING, MARKETING:

The Business Side

- A. Overview of natural gas marketing processes
- B. Gas Industry Standards Board
- C. The “Players” who make the industry work:
 - Suppliers • Marketers • Brokers • Local Distribution Companies
 - Industrial and Commercial end users
- D. Natural gas futures and OTC derivatives
- E. How natural gas is priced: the difference in price between wellhead and burner tip

4. TRANSPORTATION:

Why the interstate pipelines are still “king”

- A. Transportation and how it works:
 - Transportation types
 - Tariffs: General Terms and Conditions, Rates, Imbalances
 - Differences between interstate and intrastate transportation
- B. Storage usefulness and seasonal peaking and balancing needs
- C. Fuel Management: how independent third parties are assisting with fuel procurement
- D. Market Centers (Hubs): Services provided.

5. MIDDLE- AND BACK-OFFICE OPERATIONS:

The Paper Side

- A. Contracts: Gas Sales, OBA, JOA, Transportation, Gathering, and Electronic
- B. Nominations and Confirmations
- C. Gas Accounting
- D. Credit

6. NATURAL GAS ACT AND FERC:

The government’s role in development of the gas industry

- A. Natural Gas Act, Natural Gas Policy Act, and others
- B. Authority of the FERC
- C. FERC Order 436, 636, and 637
- D. FERC Order 587
- E. What will the FERC do next?

7. THE FUTURE:

What We Can Expect To See Just Around The Corner

- A. Technological developments
- B. Selling “hot” and “cold” instead of natural gas or electricity
- C. Convergence of the financial side with the business side of natural gas
- D. Bigger is better: more mergers in the future?
- E. Electronic Commerce: the future

TO REGISTER:



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Continuing Education Credit:

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