



**MAY 14, 2013**

**TELUS Convention Center  
Calgary, Alberta**

**FORUM GUIDE**

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Dear forum participants,

We are pleased to welcome you to the 2013 LNG for E&P Operations Forum. It's an honor for us to be part of this group of leading technology experts and decision makers as we collectively embark on what we believe will be a rapid rate of adoption of LNG for oil and gas field and other commercial applications in western Canada.

LNG produces significantly less emissions and is less expensive than diesel fuel. The increased emphasis on the environment, widening price spread between natural gas and diesel fuel and improved engine and extraction technologies in recent years has led to unparalleled growth in LNG for commercial applications. It is becoming widely adopted where natural gas transmission lines are not available for power generation, drilling rigs, heating, marine, construction, transportation and more.

Parkland Fuel Corporation is a \$4.1 billion publicly traded company and Shell's largest branded fuel distributor in North America. We have a long standing partnership with Shell and commend them on their world leadership in LNG and investment in the new Alberta facility. We believe LNG will become a vibrant market in western Canada and are delighted to have an agreement to distribute Shell's LNG to certain stationary equipment applications for commercial and industrial businesses in Alberta and North Eastern British Columbia. Bluewave Energy, a division of Parkland Fuel Corporation, will sell and deliver LNG. The addition of LNG to Parkland's multi-energy product mix further enhances our leadership role in meeting the energy needs of commercial and industrial businesses.

This forum will provide a comprehensive overview of the latest technologies and LNG landscape with a blend of case studies and cost-benefit analysis to help you decide how LNG can help your business. Thank you for participating and becoming part of this revolutionary change!

Sincerely,

A handwritten signature in black ink, appearing to read "R. Espey", is written over a faint background watermark of a gear.

Bob Espey  
President and CEO  
Parkland Fuel Corporation



**Shell Canada Products**  
400 – 4<sup>th</sup> Avenue S.W.  
P.O. Box 100, Station M  
Calgary, Alberta  
T2P 2H5

May 14, 2013

Dear Friends:

Welcome to Calgary and the 2013 LNG for E&P Operations Forum. Shell Canada is proud to be part of the growing excitement around operational improvements through the use of LNG.

Your choice to join us at the 2013 LNG for E&P Operations Forum was an important decision as you will get to learn about industry growth in LNG and how you can leverage it to support your business goals.

During this forum, you will learn more about LNG trends, innovative new technology options and LNG case studies that link to businesses like yours. Industry leaders will discuss the promising LNG forecast in Western Canada and how companies like Shell are making long-term commitments to the alternative fuel.

Shell firmly believes that LNG is “**Tomorrow’s Fuel Today.**” Next year we will open a liquefaction plant at Jumping Pound, 33 kilometers west of Calgary, which will provide the largest supply of domestic LNG in North America and support E&P operations in Western Canada. We recently announced the construction of a second liquefaction unit at the Sarnia Manufacturing Center in Ontario. To support the transportation sector we also opened the first public LNG refueling station in Canada in Calgary, and a second site in Edmonton will be opening soon.

I would like to take this opportunity to thank all of the event sponsors for helping make this day a valuable learning and networking experience. Your enthusiasm and commitment to LNG has played a big part in ensuring the success of this important event.

Please enjoy your time at the event. I hope that you find value in learning more about LNG for E&P operations and use this as a way to get the LNG conversation started.

A handwritten signature in black ink, reading "Jean-Marc Morin", is located below the main text.

Jean-Marc Morin  
General Manager  
Commercial Fuels Shell Canada

# AGENDA

8:00 AM – 8:30 AM

## Registration and Breakfast

8:30 AM – 8:50 AM

## Welcome Remarks

- Jean Marc Morin, General Manager of Commercial Fuels, Shell
- Bob Espey, Chief Executive Officer and President, Parkland Fuel Corporation

8:55 AM – 9:45 AM

## Session: LNG 101 Demonstration

- Erik Neandross, Chief Executive Officer, Gladstein, Neandross & Associates

9:50 AM – 11:15 AM

## Session: Drilling and Pressure Pumping Case Studies

- Curtis Rueter, Environmental Manager, Noble Energy
- Pat Osachuk, Project Lead, Frac Team, Encana Corporation
- Gary Rokosh, Vice President, Sales, Marketing & Engineering, co-presenting with Les Wise, Principal Engineer Global Development, Calfrac Well Services Ltd.
- Mark Bruchman, Operations General Manager, Apache Corporation

11:15 AM – 11:45 AM

## Morning Coffee Break and Networking

11:45 AM – 1:00 PM

## Lunch

### Session: Big Picture Trends and the Future of Fueling

- James Burns, General Manager, LNG for Transport Americas, Shell
- Alicia Milner, President, Canadian Natural Gas Vehicle Alliance & Chairperson of the NGV Global Board of Directors

1:00 PM – 1:45 PM

## Outside Tour: Natural Gas Vehicles & Equipment

1:45 PM – 3:00 PM

## Session: Natural Gas Engines and Equipment

- Alan Grosse, Business Development Manager, GE Power & Water
- Russ Goss, Project Manager, New Product Introduction, Caterpillar
- Josh Sheffield, Director of Sales, ComAp
- Paul Blomerus, Senior Director, High Horsepower, Westport Innovations

3:00 PM – 3:15 PM

## Afternoon Coffee Break and Networking

3:15 PM – 4:45 PM

## Session: LNG Fueling Solutions and Options

- Peter Scott, President, Scott Pump Services
- Reid Larson, Product Engineer – LNG, Chart Industries
- Matt Most, Vice President of Environmental Policy, Encana Corporation
- Travis Balaski, Manager, Market Development LNG, Ferus

4:45 PM – 5:00 PM

## Wrap Up

- Allan Willms, Vice President, Commercial West, Parkland Fuel Corporation
- Erik Neandross, Chief Executive Officer, Gladstein, Neandross & Associates

5:00 PM – 7:00 PM

## Post-Event Reception

# VEHICLES & EQUIPMENT



**CalFrac 2500 hp Triplex Fracturing Pump**

Width: 2.6 m (8.5 ft) • Height: 4.1 m (13.5 ft) • Length: 13.5 m (43.5 ft)



**Ferus Gasifier**

Width: 2.6 m (8.5 ft) • Height: 4.1 m (13.5 ft) • Length: 19.8 m (65 ft)



**Encana Queen Storage Unit**

Width: 2.6 m (8.5 ft) • Height: 4.0 m (13.25 ft) • Length: 16.2 m (53 ft)

# SPEAKER BIOGRAPHIES

**Travis Balaski** is a professional engineer and a member of The Association of Professional Engineers and Geoscientists of Alberta. He started at Ferus in 2006 on a work internship and was hired full time upon graduation from the University of Alberta in 2007. For more than five years, Mr. Balaski worked in Ferus' engineering department supporting operations, designing equipment, and managing capital projects. Recently he transitioned to market development in order to develop Ferus LNG's liquefied natural gas business. The main focus of this new role is to work with and provide end users of LNG with the necessary product, equipment, and services.

**Paul Blomerus** is senior director of Westport Innovation's high horsepower business and oversees the market development and new product development programs in the rail, marine, E&P, and mining sectors. Dr. Blomerus joined Westport from Rolls-Royce Aerospace in the UK where he fulfilled a variety of roles including technology licensing, airline customer relationship management, and supplier partnership development for new civil aero engine programs. Prior to Westport, Dr. Blomerus was a consultant for McKinsey and Co., serving primarily industrial and technology clients out of the firm's Chicago office. Dr. Blomerus holds a PhD in engineering science from the University of Oxford and a BS in mechanical engineering from the University of Cape Town.

**Mark Bruchman** is the general manager of Apache Corporation's Natural Gas Commercial Development group. His responsibilities include management for the construction and operation of Apache's CNG fueling stations, transformation of Apache's US fleet to natural gas power, and the implementation of off-road natural gas-powered stationary engine project opportunities. Previously, Mr. Bruchman has served as senior technical advisor for Apache's Gulf of Mexico offshore construction operations, senior environmental consultant for a civil/environmental consulting firm, and chief engineer for an engineering and project management company. His project assignments have been both domestic and international. Mr. Bruchman is a registered professional engineer.

**James Burns** created Shell's small-scale LNG business in the Americas and currently serves as the general manager for Shell's LNG for Transport activities throughout the Americas region. In this role, he is responsible for the division's overall strategy, execution, project deliveries, and customer service in key transport sectors including marine, road transport, and rail. Drawing upon more than 20 years of experience in fundamental areas of both the upstream and

downstream sides of the energy business, including commercial, trading, and finance, Mr. Burns manages a team with unique transport sector experience. The team is strategically positioned in key markets and is charged with identifying, maturing, and operating business opportunities and growing the division. Previously, Mr. Burns has held various positions in both global and regional roles based out of the United Kingdom, the Netherlands, and the United States. After receiving a bachelor's degree in business administration with an emphasis on marketing from California State University, he earned an MBA in business administration from the University of Houston. Mr. Burns has also supplemented his degrees with various executive programs at Stanford, Harvard, and INSEAD.

**Robert Espey** is president and chief executive officer of Parkland Fuel Corporation. Mr. Espey's background includes change management and corporate strategy with a focus on growth and business integration. He joined Parkland in 2008 as vice president of Retail Markets, was promoted to chief operating officer in 2010, and appointed to chief executive officer in May 2011. Prior to Parkland, he was the executive in charge of worldwide sales and marketing at FisherCast Global, before being promoted to chief executive officer there. While vice president of Algonquin Automotive, Mr. Espey led the reengineering of key supply chains to significantly reduce costs. He also worked with Computer Sciences Corporation's strategy and change management practice out of London, England, assisting multinational clients including Alstom Transport, Airbus, Bata Shoes, Kvaerner Engineering, and Meggit Defence. In addition, Mr. Espey also worked with Coca Cola, Shell, Unilever, and the BBC as a consultant while with *What If Impact*. Mr. Espey spent four years in the Canadian Navy as a commissioned officer and possesses a BS of mechanical engineering from the Royal Military College as well as an MBA from the Ivey School of Business.

**Russell Goss** is a marketing project manager with Caterpillar's Global Petroleum Division. He joined the Global Petroleum group in 2011 with a focus on the Land Drilling and Production segment, supporting new product introduction and product support. Prior to Global Petroleum, Mr. Goss worked in Caterpillar's Wheel Loader product group with several responsibilities in the engineering and product validation fields. He has a BS in mechanical engineering from Tennessee Technological University, an MS in mechanical engineering from the University of Tennessee, and an MBA from the University of Tennessee.

**Alan Grosse** has been working at Waukesha gas engines for the past six months as the business



development manager in Sales. Mr. Grosse is part of the esteemed Junior Officer Leadership Program at GE for recent graduates from the US Military. Before coming to Waukesha, Mr. Grosse has spent time over the past two years in GE Energy as a Supplier Audit Leader and in GE Power & Water as the Jenbacher Business Development Manager.

**Reid Larson** is an LNG product engineer for Chart Industries (NASDAQ:GTLS). In this role, Mr. Larson has been instrumental in developing and bringing to market Chart's mobile LNG regasification trailer. This product is designed to provide an uninterrupted supply of natural gas in a single mobile unit with 15,000 gallons of onboard LNG storage to power generator sets used throughout the E&P industry. Mr. Larson has worked for Chart Industries in multiple roles. He brings experience managing and engineering products for mobile and stationary applications in both the natural gas and industrial gas markets. Chart is a leading independent global manufacturer of highly engineered equipment used in the production, storage, and end-use of hydrocarbon and industrial gases. The majority of Chart's products are used throughout the liquid gas supply chain for purification, liquefaction, distribution, storage, and end-use applications, the largest portion of which are energy-related. Mr. Larson holds an MS in mechanical engineering from the University of Minnesota and a BS in physics from Augsburg College.

**Jean-Marc Morin** joined Shell in 1989. In the span of the past 24 years, he has held a number of sales and marketing positions within the Canadian fuels and lubricants lines of business, as well as a couple of assignments within business strategy and finance. Prior to his current role as general manager of Commercial Fuels Canada, he held the position of Downstream-One country program manager, successfully leading the Canadian downstream business through its implementation of global processes, systems, and organizational structure. Mr. Morin holds a bachelor of commerce degree from Laval University in Quebec City.

**Alicia Milner** leads Canada's national trade association for natural gas vehicles, the Canadian Natural Gas Vehicle Alliance ([www.cngva.org](http://www.cngva.org)). Ms. Milner led Canada's natural gas vehicle industry in working with Natural Resources Canada and a broad group of stakeholders to develop the "Natural Gas Use in the Canadian Transportation Sector – Deployment Roadmap" focusing on the environmental and economic benefits of increased use of natural gas for medium- and heavy-duty fleet vehicles in Canada. A graduate of the University of Waterloo and the Richard

Ivey School of Business at the University of Western Ontario, Ms. Milner has holds a BA and an MBA. Her previous work experience includes purchasing management with Procter & Gamble and operating her own communications business. Ms. Milner also chairs the international association for natural gas vehicles, NGV Global. She sits on Canada's National Advisory Council on Energy Efficiency and is a member of the Canadian Society of Association Executives.

**Matt Most** is vice president of commercial development for Encana Natural Gas Inc. He leads his team in strategic market and business development opportunities, creating demand for and selling compressed and liquefied natural gas fueling solutions in the transportation and power generation sectors. Mr. Most also advises on environmental policy and manages natural gas demand initiatives. He joined Encana in 2010 from Edison Mission Energy where he was managing director of environmental policy and strategy. Prior to that role, he served as director of emissions and fuels for Edison Mission Marketing & Trading where he managed emission allowance positions, led a greenhouse gas policy task force, and served as an advisor on environmental investments and regulatory affairs. He brings extensive expertise in environmental markets, advocacy, and new business development. He served on the Illinois Climate Change Advisory Group and Midwest Governors Association's Greenhouse Gas Reduction Advisory Group as a Governor's appointee. He served as chairperson of the Environmental Markets Association for three years and a director for five years. Mr. Most holds a bachelor's degree from Clark University in environmental science and an MBA from Babson College.

**Erik Neandross** is the chief executive officer of Gladstein, Neandross & Associates (GNA), a leading full-service consulting firm specializing in market development and analysis within the on-road and off-road natural gas transportation sector. Mr. Neandross leads GNA's team of engineers and analysts working to help clients assess, plan, develop, and implement large-scale projects to utilize natural gas transportation fuel in on-road heavy-duty fleet operations as well as in various off-road high horsepower operations including marine, locomotive, mine haul, and oil and gas exploration and production applications. He has been at the forefront of some of the largest and most innovative alternative fuel vehicle projects in North America, including the development of several of the US's most successful planned natural gas corridors for heavy-duty trucks in the western United States, Texas, and Pennsylvania.

# SPEAKER BIOGRAPHIES

**Pat Osachuk** is group lead of equipment and staff development for the Canadian Division of Eaton Corporation's Drilling, Completions & Construction business. Mr. Osachuk has been in the oil and gas industry for over 26 years, 12 of which were spent in various field locations in Western Canada. He is currently working in Calgary, and has been with Encana for the past 19 years. Mr. Osachuk has worked in various engineering roles, including completions engineering, production and field operations, production engineering, and facilities design/construction. For the past three years, he has worked on the Fit-for-Purpose Equipment Project, in order to progress new ideas and technology for drilling rig and frac stimulation equipment. He will be presenting one of Encana's bi-fuel projects that has been progressed with Schlumberger.

**Gary Rokosh** is vice president of sales, marketing, and engineering at Calfrac Well Services Ltd. Mr. Rokosh is a professional engineer with a BS in petroleum engineering from the University of Alberta. Prior to his current role, he held the position of manager of sales and marketing for Calfrac where he was responsible for the company's sales and marketing efforts for the Canadian division. Mr. Rokosh began his career in the pressure pumping industry in 1985 and has been involved in all aspects of the industry including operations, engineering, sales, and management. Mr. Rokosh holds memberships in APEGA, SPE International, and CSUR.

**Curtis Rueter** is the LNG/CNG development manager for Noble Energy, Inc. In this role, he is responsible for promoting and implementing the use of natural gas as a motor fuel for drilling, pressure pumping, trucks, and other applications within Noble as well as in Noble's supply chain.

**Peter Scott** is president and chief operating officer of Scott Pump Service Ltd. Mr. Scott joined Scott Pump Service in 2002 following a decade long stint in radio and television broadcasting in the United States. His first assignment was to manage the largest refueling system upgrade project ever undertaken in the Alberta oil sands. The project, which was completed on time and under budget, was also an industry first fleet wide conversion of mine haul trucks to a safer non-pressurized fueling system. In 2004, Mr. Scott was named regional manager for the company's entire oil sands division and led his team through two record-setting years for corporate revenue and earnings growth. In 2006, Mr. Scott was named manager over all mining-related activities at Scott Pump Service. It was during this time that he honed his abilities as a skillful communicator and a dynamic leader capable

of building profitable relationships with Canada's leading resource companies. In 2008, Mr. Scott acquired Scott Pump Service from its founder, his father, Mr. Don Scott. Over the past four years, under Mr. Scott's leadership, Scott Pump Service has nearly quadrupled in size, has opened two new branches, and been recognized as a top employer, top supplier, and one of Alberta's fastest-growing companies.

**Josh Sheffield** joined ComAp LLC in 2009 and worked as a field service engineer, applications engineer in both the Power Generation and Bi-Fuel Divisions, and sales engineer before becoming director of sales in 2012. Mr. Sheffield has 13 years of experience in the power generation industry with areas of expertise in bi-fuel/dual fuel, boilers, heat recovery steam generators, steam and gas turbines, co-generation with reciprocating and turbine engines, paralleling switchgear, emergency stand by, and diesel and natural Gas generator controls.

**Allan Willms** is vice president of the Commercial Fuels Division—West for Parkland Fuel Corporation. Mr. Willms assumed responsibility for Parkland's western commercial fuels operations from Bill Sanford in 2011. He started in 2009 as director of Parkland's pacific region, responsible for the post-acquisition integration of Columbia Fuels and United Petroleum. He has 15 years of general management experience in the automotive industry and an extensive international business development background. He is a values-based, results-driven leader with a BS from the University of Waterloo.

**Les Wise** is principal engineer for Global Development at Calfrac Well Services Ltd. He provides engineering support for equipment manufacturing and operations for all four operating divisions worldwide, and serves in a technical and advisory role for Calfrac executives. His responsibilities also encompass research and development of new technologies and evaluation of potential business opportunities for Calfrac. Prior to joining Calfrac in 2007, Mr. Wise worked for BJ Services for nine years in various technical roles within the well services division, and two years freelancing in engineering and marketing opportunities outside of the oil and gas industry. He holds a BS in mechanical engineering from the University of Alberta and is a member of good standing with the Association of Professional Engineers and Geoscientists of Alberta (APEGA).



## Calfrac Well Services Ltd.

Calfrac is an innovative pressure pumping services provider focused on North America's premier unconventional natural gas and light oil plays plus strategic international markets. With state-of-the-art equipment, in-house R&D, a diversified customer base, an expert team of employees, experienced management, and record annual revenues in 2011, Calfrac is strongly positioned for continued growth. We share the goals of our clients: that's what makes us Customer-Centric. Everything we do is driven by our commitment to helping our clients succeed. Many of our team members have been in this industry for decades. We understand far more than just our own pressure-pumping equipment; we have a deep understanding of oil and natural gas reservoirs, including the complex shale and tight sand/siltstone intervals being pursued nowadays. This is what helps us develop the right fracturing programs, integrated with our continually evolving in-house chemistries, to deliver the optimum well completion results our clients count on.

[www.calfrac.com](http://www.calfrac.com)



## Caterpillar/Finning

Caterpillar Global Petroleum—Caterpillar Inc.'s oil and gas division with headquarters in Houston, Texas—groups all the sales and service activities for Cat oil and gas power solutions. Since the 1930s, Caterpillar has manufactured engines for the oilfield and today provides premier power solutions with outputs from 31 to 16,000 kW. Today, Cat power solutions are utilized in gas compression, well service, and onshore and offshore drilling and production applications. The sales and service network includes more than 2,100 dealer locations worldwide dedicated to support customers in the drilling, production, well service, and gas compression segments.

[www.catoilandgasinfo.com](http://www.catoilandgasinfo.com)



## Chart Inc.

Chart LNG is the industry's unrivaled integrated supplier and worldwide leader in LNG equipment for the transportation and energy industries. As one of a very small number of companies to address the entire LNG value chain—liquefaction, distribution, storage, and end-use—we bring more than 40 years' pedigree in LNG solutions to our customers and thereby facilitate the use of a clean-burning, safe fuel alternative to diesel into your future.

[www.chartindustries.com](http://www.chartindustries.com)



## Dragon

Dragon Products has been producing a wide variety of quality products for the petrochemical, agricultural, transportation, construction, waste and environmental, marine and offshore industries since 1963. Now with our strategic partnership with cryogenic equipment manufacturer Applied Cryo Technologies (ACT), we're helping you put LNG to work and on the move. Whether your need is for mobile LNG regasification units, mobile LNG storage equipment, or road-tested 13,000-gallon LNG transport tankers, our friends at ACT can fulfill your requirements. With ACT's superior engineering and design, along with their unparalleled quality and workmanship, we're building a better future by building a better product. At Dragon and ACT, we make it happen! Find more information for cryogenic transportation, regasification, and storage equipment at [www.appliedcryotech.com](http://www.appliedcryotech.com) and check out our complete line of products on our Dragon website.

[www.dragonproductsltd.com](http://www.dragonproductsltd.com)



## Encana Natural Gas Inc.

Encana Natural Gas Inc., a subsidiary of Encana Corporation, a leading North American energy producer, offers a complete suite of customer-oriented fit-for-purpose CNG and LNG fueling solutions available to a variety of industries. Encana understands that cost savings, corporate image, and abiding by environmental mandates are all drivers in making the decision to switch to natural gas, which is why we offer a total fuel management experience. We offer expertise in transitioning fleets to natural gas so you and your business can gain a competitive advantage. We have the capability to evaluate your fleet's needs, develop a transition strategy, and provide you with a cleaner, more economical, domestic fuel. Encana's complete suite of fueling solutions include permanent CNG and LNG fueling stations, mobile fueling solutions, and regasification fueling solutions.

[www.encana.com](http://www.encana.com)



## Ferus

Ferus LNG is a North American energy services company. Our specialty is delivering integrated natural gas fueling solutions for high horsepower applications. Ferus LNG provides the entire supply chain from LNG supply, transportation, mobile fueling, on-site storage, gasification, and delivery to the engine. Other products provided by the Ferus Group include liquid nitrogen (N<sub>2</sub>) and liquid carbon dioxide (CO<sub>2</sub>) for use in the responsible development of North America's energy resources. The Ferus Group has also been a leader in the development and use of LNG as fuel source in the energy industry. Ferus LNG, in partnership with Encana, is building the first energy industry-focused LNG plant in Canada. The Ferus Group was the first organization in Alberta to purchase LNG-powered tractors and performed North America's first LNG-powered well stimulation.

[www.feruslng.com](http://www.feruslng.com)



## Gas Drive Global/GE

Gas Drive is the authorized distributor and service provider, on behalf of GE's Gas Engines, of Waukesha gas-fuelled engines and parts in Canada, the northern United States, Alaska, Australia, Indonesia, and Papua New Guinea. We are also the authorized distributor of Jenbacher engines and parts in Canada. By working with Gas Drive, you gain compelling advantages: a large infrastructure of service facilities and customer outlets in Canada, the northern United States, Alaska, Australia, Indonesia, and Papua New Guinea; a centralized parts distribution facility in Denver, Colorado; a newly built, 55,000-square-foot, \$12 million parts distribution and remanufacturing/testing facility in Leduc, Alberta; over \$40 million in company-held inventory; ready-to-run Waukesha engines in stock; over 200 fully equipped service trucks enabling us to be anywhere you need us, fast; and best of all, great people with unmatched depth in gas engines, power generation, compression, and processing, including more than 300 qualified technicians and heavy mechanics.

[www.gasdriveglobal.com](http://www.gasdriveglobal.com)



## INOXCVA

INOXCVA manufactures a complete range of products for cryogenic liquid storage, distribution, and vaporization. Equipment is custom-engineered for LNG, LIN, LOX, and LAR service and is optimized for the customer's application. Products offered include transport trailers, railcars, horizontal and vertical bulk tanks, micro-bulk trucks, customer stations, and more. INOXCVA's LNG division is rapidly expanding to support the increased market demand for LNG equipment and infrastructure solutions. As businesses and municipalities move to alternative fuels such as

LNG to reduce operating expenses and meet air quality goals, INOXCVA is helping to expand their refueling capabilities by providing mobile LNG refueling equipment as well as bulk LNG storage tanks and transport trailers to support the initial installation and ongoing operation of permanent LNG fueling stations.

[www.cvatanks.com](http://www.cvatanks.com)



## Parkland Fuel Corporation

Parkland Fuel Corporation is Canada's largest independent marketer and distributor of fuel products, managing a nationwide network of sales channels. We are Canada's local fuel company, delivering gasoline, diesel fuel, propane, lubricants, heating oil, and other products to businesses, consumers, and wholesale customers through community-based operators who care. The addition of LNG to Parkland's multi-energy product mix further enhances our leadership role in meeting the energy needs of commercial and industrial businesses. Bluewave Energy, a division of Parkland Fuel Corporation, will sell and deliver LNG. For any inquiry on the LNG project, please contact Ken MacQuarrie, Corporate Development Manager at Ken.MacQuarrie@parkland.ca or 403-567-2527.

[www.parkland.ca](http://www.parkland.ca)



## Scott Pump Service

At Scott Pump Service we continue to expand our market leadership position by understanding and satisfying the needs of our customers through solutions aligned around safety, environment, and sustainable efficiencies. With headquarters in Edmonton, Alberta, and branches in Edmonton and Fort McMurray, Scott Pump Service was founded in 1952 by Donald Scott. As a pioneer within the mining industry, we continued to change and evolve over the next several decades, expanding our focuses within construction and E&P while continuing to serve the mining industry. Proudly, all of our actions and initiatives are driven by our performance drivers and values. They are an integral part of our everyday work life encouraging personal and professional growth within an enjoyable work environment. As a leader in the business community, we set high standards for ethics, integrity, and accountability while striving to be the company everyone wants to work for.

[www.scottpumpservice.com](http://www.scottpumpservice.com)



## Seaboard Transport

Seaboard Transport and its group of North American companies is focused on providing transportation and logistical solutions to a wide range of industries and customers. Seaboard continues to expand on its existing transport services of bulk petroleum liquids, compressed gases, liquefied petroleum gases, cryogenics, dry bulk commodities, bulk liquid chemicals, waste products, dedicated fleet operations, material handling, bulk liquid storage, and a growing array of other services. Seaboard's heritage of providing 'best in class' bulk liquid transport service to the petroleum and chemical industries in North America has, by its very nature, created a culture of high standards in safety, environmental stewardship, quality performance, and operational excellence.

[www.harmactransport.com](http://www.harmactransport.com)



## Shell Canada Ltd.

Shell has been operating in Canada since 1911 and employs approximately 8,000 people across the country. A leading manufacturer, distributor, and marketer of refined petroleum products, Shell produces natural gas, natural gas liquids, and bitumen, and is Canada's largest producer of sulphur. Shell is one of Canada's oil sands developers and operates the Athabasca Oil Sands Project

on behalf of the joint venture partners. Royal Dutch Shell PLC is incorporated in England and Wales, has its headquarters in The Hague, and is listed on the London, Amsterdam, and New York stock exchanges. Shell companies have operations in more than 90 countries and territories with businesses including oil and gas exploration and production; production and marketing of liquefied natural gas and gas to liquids; manufacturing, marketing, and shipping of oil products and chemicals; and renewable energy projects.

[www.shell.com](http://www.shell.com)



## Simson Maxwell

Simson Maxwell is a leading Canadian manufacturer and supplier of power generation and industrial engine products and services to industrial and commercial markets. Specializing in power generation solutions, Simson Maxwell is proud to offer diesel and gaseous-fueled generator sets, custom packaging solutions, electrical controls, switchgear, and SIMMAX bi-fuel systems. SIMMAX bi-fuel systems offer the best-in-class ComAp engine protection and controls to safely convert industrial diesel engines to bi-fuel operation by substituting diesel fuel with up to 70% gaseous fuel. To date, Simson Maxwell has converted over 20,000 HP to run on SIMMAX bi-fuel systems. Applications include well fracturing units, well servicing equipment, and prime power generators. Bi-fuel kits are available on new engines and retrofits on existing engines.

[www.simmax.com](http://www.simmax.com)



## WesMor

WesMor Cryogenic Companies serve customers around the globe—including many Canadian industrial gas and oil field customers—by providing quality design and workmanship, timely scheduling, fair pricing, and outstanding customer support for new cryogenic equipment manufacturing and repair services. WesMor has rehab facilities in La Porte, Texas; Slidell, Louisiana; and a newly opened repair facility in Port Washington, Ohio; as well as a state-of-the-art manufacturing facility and company headquarters in La Porte, Texas. WesMor products include cryogenic transport trailers, truck-mount tanks, micro bulk, off-shore skids, 20-foot ISO/IMO containers, and queen mobile storage trailers. Other new products include LNG transport, queen mobile storage trailers (with or without pumps), and 40-foot ISO containers. Products under development include mobile LNG fueling stations, a dual ISO container/skid-mounted LNG fueling station, and LNG vaporization/regasification equipment. You can reach a WesMor Cryogenic Companies representative at [doug.thompson@wesmor.com](mailto:doug.thompson@wesmor.com) or 403-505-9104.

[www.wesmor.com](http://www.wesmor.com)



## Westport

Westport Innovations Inc. is a leading global supplier of proprietary solutions that allow engines to operate on clean-burning fuels—CNG, LNG, hydrogen, and renewable natural gas (RNG) fuels such as landfill gas—which help reduce greenhouse gas emissions. Westport technology offers advanced LNG fueling systems with direct injection natural gas engine technology for heavy-duty vehicles such as highway trucks as well as off-road applications including mining and rail. Cummins Westport, our joint venture with Cummins Inc., designs, engineers, and markets spark-ignited natural gas engines for medium- and heavy-duty transportation applications such as trucks and buses. Westport is also one of the global leaders for natural gas and liquefied petroleum gas (LPG) fuel in passenger cars, light-duty trucks, and industrial applications such as forklifts.

[www.westport.com](http://www.westport.com)



**We're expanding our horizons to better serve our customers!**

***Parkland Fuel is pleased to announce their extended partnership with Shell, the global leader in LNG. Bluewave Energy, a division of Parkland Fuel Corporation, will sell and deliver LNG.***

***Bluewave Energy** has a long standing partnership with Shell as their largest branded fuel and lubricants distributor in North America. Bluewave has an extensive network throughout Alberta, British Columbia and Saskatchewan providing a single source of supply and delivery of diesel fuel, gasoline, propane, lubricants and related services to oil and gas companies. We are delighted to add LNG to our portfolio!*

## **The Benefits of Liquefied Natural Gas**

**LNG saves you money.**

Replacing diesel fuel with LNG can save you up to 30% on the cost of fuel for your stationary equipment.

**LNG is a cleaner burning fuel than diesel and propane.**

With increasing environmental restrictions on carbon emissions, LNG can play a pivotal role as it produces significantly less emissions than diesel.

**LNG improves operational safety.**

LNG is not corrosive or toxic and is only flammable within a narrow concentration range. It has higher ignition temperatures than diesel and gasoline. Operating with LNG is safer than most other alternatives.



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**LNG**

# A NEW FUEL DRIVEN BY INNOVATION

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# TECHNOLOGY

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\*Encana Natural Gas Inc., a wholly owned subsidiary of Encana Corporation, creates business development opportunities and provides services to Encana Corporation, who owns and operates the fueling solution assets and provides fueling solutions to customers in Canada.

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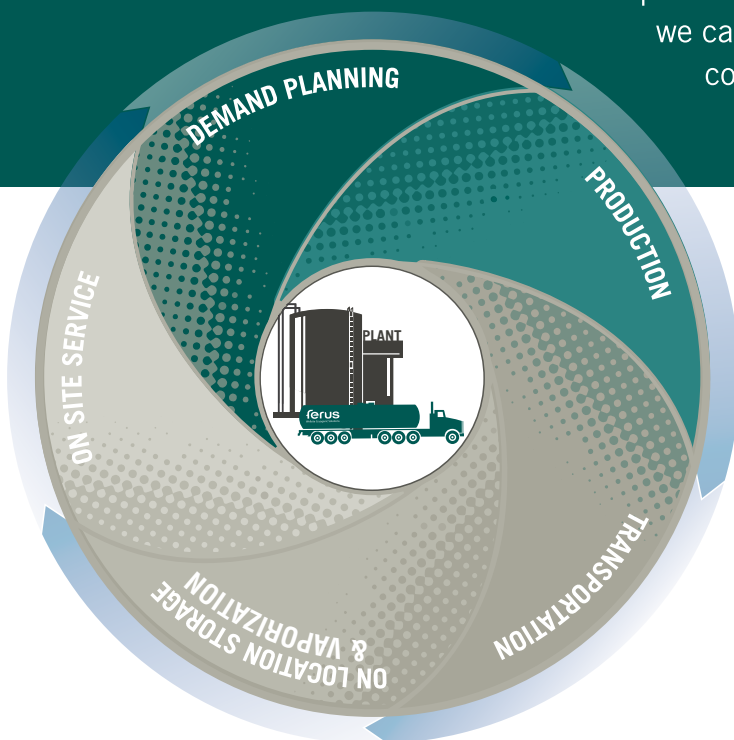


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