



OUTLOOK FOR NATURAL GAS MARKETING AND TRANSPORTATION CONTRACTING

A Multi-Client Study

45 pages
18 Figures
6 Tables
1 Appendix

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ziff

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GROUP**

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TRANSPORTATION CONTRACTING ANALYSIS

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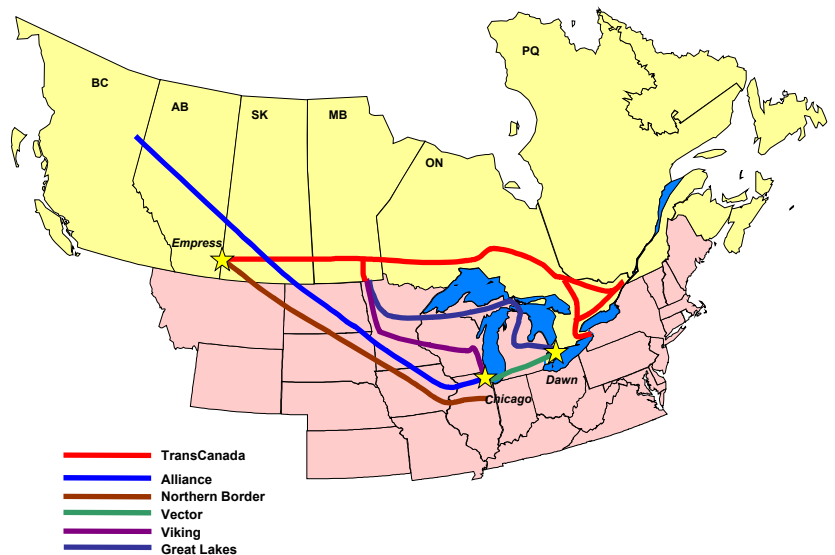
ZIFF ENERGY GROUP

Outlook for Natural Gas Marketing and Transportation Contracting

Many natural gas merchants have left the stage. Large long term firm transportation contracts expire in 2003! How will the gas marketing and transportation landscape be reshaped in 2004 and beyond?

This new multi-client marketing and transportation contracting assessment provides western Canadian producers, gas distributors, marketers, pipelines, large end-users, and governments with Ziff Energy's strategic insights and cutting-edge opinions on the impact of significant contract *expiries of over 4 Bcf/d* during the next 5 years. The marketing and transportation contracting assessment answers these questions for clients in western Canada, central Canada, Midwest, and the Northeast:

- Who will contract for firm long haul pipeline transportation capacity?
- Who will replace the natural gas merchant marketers who have left the business?
- What future changes can be expected regarding pipeline transportation? Will pipeline capacity from western Canada re-fill? When?
- What are the possible impacts on the AECO/Chicago (Dawn) pricing differential?
- What are the specific market and transportation issues by industry sector?
- How will industry participants be affected by the current evolution in natural gas marketing and transportation?



Ziff Energy will undertake a detailed and extensive industry analysis of the natural gas sector participants. The objectives of this study are to provide participants with insight on the views of industry participants, coupled with the in-house knowledge and experience at Ziff Energy.

Chapter 1 - Executive Summary

- Key findings and summary of the multiclient study
- Issues, uncertainties, and insight to solutions

Chapter 2 - Transportation Contract Analysis

- Contract expiry profiles by pipeline
- Gas price differential analysis and implications
- Re-contracting of long-haul contracts
- Replacement of Independent Marketers/Traders

Chapter 3 - Industry Trends

- Gas purchase strategies by Distributors and End-users
- Gas sales strategies by Producers
- Views and opinions from industry participants
- Emerging new players - are they here to stay?

A Strong Project Team

Ziff Energy Group, an experienced and well established energy consulting firm (offices in Houston and Calgary) provides independent research, analytical support, counsel advice, and expert testimony for our clients. Our ability to cohesively intertwine our specialty knowledge of the energy industry (natural gas markets, supply, transport, storage, regulatory, and pricing), coupled with our ability to clearly articulate our expert opinions, adds immediate value to your team. Our project team at Ziff Energy provides our clients the benefits of many years of strategic and tactical experience in the North American gas industry that allow us to identify critical drivers and provide our opinion on the fundamentals. The project team will provide you with insightful marketing and transportation analysis at a critical time in the natural gas industry.



Bob Reid, M.A.Sc., P.Eng. - Executive Associate, a gas pipeline executive for over 35 years, at the forefront of the development of pipelines in Canada and the United States. Mr. Reid has practical executive experience with respect to economic (rate design), technical, and operational matters for gas pipelines. He will conduct *private interviews of transport holders* and provide his assessment.



Bill Gwozd, P.Eng. - Vice President, Gas Services, has overall responsibility for the development and implementation of consulting and other gas services at Ziff Energy Group. Mr. Gwozd's experience focuses upon gas supply strategies, gas storage, pipelines, and NGL projects. His knowledge of how gas storage interrelates with gas transport balancing will be included within his assessment.

Supported by a cadre of Senior Associates (topic specialists), and supporting analytical staff.