



GLOBAL ENERGY BUYERS CONFERENCE

May 25-26, 2011 – Chicago, USA / June 7-8, 2011 – Brussels, Belgium

Global energy procurement

Capitalizing on a changing world

- China to the U.S.: How is the energy world connected
- Regionalizing your energy strategy
- Transatlantic energy management: A case study
- The key to effective global energy management
- Where does sustainability meet energy procurement

A large, high-resolution aerial photograph of Earth from space, showing a vast, arid, orange-brown desert landscape in the foreground and middle ground, with a blue ocean and white clouds visible in the distance. The horizon of the Earth is visible at the top of the image.

A Unique Perspective

About Fellow-McCord

Fellow-McCord is a privately owned and operated global energy management and sustainability firm. For nearly two decades, we have worked with our clients to minimize risk, improve long-term budget stability and gain increased control over the cost of energy.

Fellow-McCord offers the following services:

- Management and consulting
- Energy sourcing
- Risk and regulatory
- 24/7 energy desk
- Demand management
- Demand response
- Sustainability

Energy management priorities can vary by type of organization. At Fellow-McCord, it does not matter if our client is focused on the price of energy, the amount of energy it consumes, the regulatory impacts of its decisions or the effect of its energy decisions on its customers, we have the experience and expertise to create a customized strategy to help all our clients achieve their energy goals. This expertise is applicable across a variety of consumer segments including industrial, commercial or higher education clients, as well as municipal or cooperative utilities.

We take a comprehensive approach to energy management that simultaneously addresses energy price, consumption, asset and operations management. As a result, our clients enjoy lower energy prices, improved energy efficiency and a reduction in carbon emissions improving financial performance and promoting environmental sustainability.

We manage the energy portfolio of more than 100 multinational clients with a global energy spend in excess of \$14 billion. By leveraging our long-standing industry relationships, we offer the resources, information and systems to manage our clients' needs from the energy source to point-of-end use.

Fellow-McCord supports the global energy management practice with nearly 400 associates located throughout our affiliated offices in Boston, Chicago, Houston, London, Minneapolis, Mumbai, Pittsburgh, San Francisco, Singapore, Washington, DC and our corporate headquarters in Louisville, Kentucky.

About EnergyQuote JHA

EnergyQuote JHA is a market-leading energy consultancy with more than 200 specialists delivering services to more than 800 professional energy buyers across the UK and Europe. Our portfolio of services provides a resilient and high-quality offering to customers underpinned by a powerful combination of market expertise, systems capability and talented individuals.

EnergyQuote's services include:

- Carbon and sustainability
- Market analytics
- Strategic risk management
- Energy procurement
- Trading desk
- Bureau services

With more than 35 years' experience in the oil, power and gas markets, EnergyQuote has a long history of helping energy buyers implement effective ways of reducing costs and meeting sustainability objectives. With our expansion into new markets across Europe, we now trade more than €4 billion of energy contracts annually.

Our primary goal is to drive innovation and quality at all times, and we have consistently led the way in pioneering new services, from our energy funds to our pan-European Trading Desk system. We continue to invest heavily in leading-edge technology in order to offer a tailored range of purchasing solutions that ensures buyers obtain the most appropriate contracts and products to help grow their business.

We assist our customers in the development of risk management strategies that underpin everything from energy purchasing decisions to the implementation of environmental policies. To help customers gauge market developments intelligently, we offer an information toolkit incorporating market analysis, industry guidance and advice on timing purchases.

Against a backdrop of increasing environmental legislation across Europe, we advise companies how to increase efficiency, manage emissions and reduce their overall carbon footprint and thereby meet regulatory targets. These services include individual consultations, training sessions, briefing seminars, workshops and market intelligence reports that keep organizations up-to-date with the ever-changing environmental issues of the day.

EnergyQuote JHA remains a privately owned company with offices in the UK, Belgium, Italy, Romania, Bangalore, India and associate offices in Amsterdam and Singapore.

Conference Agenda

Day One

7:00p **Networking dinner and drinks**
Discuss your specific energy requirements with our regional specialists

Day Two

9:00a **How to Implement a Global Risk Management Policy**
EnergyQuote JHA: Jonathan Lydiard-Wilson

- Introduction to the global strategy development model
- Key principles for identifying and managing risk
- How to define your appetite for risk on a global basis
- How to measure your risk and translate into regional strategies
- How to structure the right limits and controls for a global business
- Risk management tools
- Case study – developing your own risk policy

10:00a **Global Energy Drivers – Oil, Coal and Gas**
Fellon-McCord: Brian Habacivch

- Is energy market volatility here to stay
- How is the energy world connected from China to the United States
- What are the principle drivers of energy prices today and tomorrow
- Global gas revolution – is gas the new oil
- Good intelligence – how to monitor the world's energy market fundamentals

10:45a **Break**

11:10a **BRIC and the Rest of the World**
EnergyQuote JHA: Charles Fenton

- Regulatory market status comparison around the world
- What are the signposts to watch for deregulation
- Activities to be performed by a global energy buyer
- Managing a global energy portfolio across deregulated and regulated markets

11:55a **Building Blocks of Corporate Global Energy Management – A Case Study**
Owens Corning: David Andres, Global Leader, Energy and Precious Metals.

- Sourcing - how it gets organized
- Demand side management
- Sustainability
- Risk management

12:50p **Lunch**

2:00p **Regulation and Carbon Management**
Fellon-McCord: George Kehler

- Overview of regulation international, United States, Europe and Asia Pacific
- What are the business drivers and pitfalls for international companies
- A review of regional and international protocols and standards
- How to achieve compliance with sustainability and carbon emissions regulation
- Developing a framework for an integrated energy, carbon and sustainability strategy

2:45p **Break**

3:10p **Data, Data, Data...Where Global Sustainability Meets Global Energy Procurement**
Fellon-McCord: Rick Sievertsen

- Sustainability – the biggest challenge in a corporate environment
- The dovetailing of energy efficiency and sustainability
- Measuring sustainability – the management tools
- Data collection – how to optimize the performance of internal data providers
- Effective budget forecasting
- Carbon compliance and how to ensure against green washing

4:00p **Conclusion**

Speaker profiles

Brian A. Habacivch

Senior Vice President, Research and Publications,
Fellon-McCord



Brian Habacivch serves as editor-in-chief of Fellon-McCord publications and research. He works with a team of energy analysts in evaluating and advising on energy markets and risk to Fellon-McCord's energy-intensive clients. Until July 2008, he also served as senior vice president of research and publications for Constellation NewEnergy-Gas Division, LLC, North America's largest commercial and industrial natural gas retailer.

Prior to joining Fellon-McCord in 2002, he was director of business development for Allegheny Energy. Brian also spent 10 years at Sprague Energy Corp., where he was responsible for industrial-account natural gas marketing, major accounts, as well as various aspects of liquid fuel marketing, project development and acquisitions. Brian began his industry career as senior associate editor for Gas Daily and Gas Markets Week, two nationally recognized natural gas-industry publications.

George Kehler

Director, Sustainability Programs
Fellon-McCord



George Kehler is a 10-year veteran of renewable energy, energy efficiency and carbon management initiatives. He currently directs Fellon-McCord's growing demand for products and services designed to help its clients reduce their energy consumption and carbon footprint through a range of sustainability strategies.

Prior to joining Fellon-McCord, he served as senior commercial manager at The Dow Chemical Company where he pioneered alternative energy strategies and served as a company spokesperson on climate change. He also was the product director of sustainability at Advantage IQ, global electricity procurement manager with Union Carbide Corporation and energy manager at Praxair.

Charles Fenton

Head of European Consultancy
EnergyQuote



Charles has more than 15 years of experience in the energy sector. He has a very strong understanding of the energy industry and, since 2002, has been pivotal in developing risk management policies for a number of Europe's largest packaging manufacturers and consumer product producers. He provides buyers with great insight into the pan-European energy markets,

helping them to assess the strengths, weaknesses and characteristics of each country in relation to procuring and buying electricity and gas.

Rick Sievertsen

Vice President, Sales and Marketing
Fellon-McCord



Rick Sievertsen has more than 26 years' experience in the energy industry. He has worked in the fields of energy management, renewable energy, risk management, technical and business solutions, sustainable business practices and consultative sales. As Fellon-McCord's vice president of sales and marketing, Rick is responsible for providing direction for the company's sales and marketing activities.

Prior to joining Fellon-McCord in 2010, Rick served as commercial business development leader for Honeywell Utility Solutions and as vice president, client solutions for Advantage IQ. Other positions include serving as chief executive, sales and marketing for Sebesta Blomberg & Associates, Inc., founder and CEO of Innovative Energy Partners and vice president, strategic accounts for TXU Energy Services.

Jonathan Lydiard-Wilson

Director
EnergyQuote



Jonathan joined EnergyQuote JHA having previously specialized in strategy and change management consultancy within the financial and IT sectors.

Jonathan pioneered EnergyQuote's risk management, strategy, carbon and sustainability services focusing on processes used within the financial institutions and the evolving carbon markets and adapting them to the dynamic requirements of the industrial and commercial energy and carbon markets.

He has worked successfully with a large number of pan-European and country-specific clients, often working with parent companies at a global level, to produce custom-made solutions and clear deliverables within their individual energy and carbon policies and strategies.

GLOBAL ENERGY BUYERS CONFERENCE

REGISTRATION FORM

TO ATTEND THE MAY 25-26, 2011, SESSION IN CHICAGO, USA, PLEASE REGISTER ONLINE:

www.regonline.com/global_energy_buyers_conference

Registration fees are:

\$1,600 Global Energy Buyer
\$995 Energy Association Member
\$800 Fellow-McCord Client

For more information, contact:

Lisa Mills at Fellow-McCord
(502) 214-9368 or lmills@fellowmccord.com

TO ATTEND THE JUNE 7-8, 2011, SESSION IN BRUSSELS, BELGIUM:

Please fax back the completed registration form to:
+44 (0)20 7603 6415

Please photocopy this page if you need to apply for multiple delegates.

The workshop fee is

€1,200, or
\$1,600 Global Energy Buyer
\$995 Energy Association Member
\$800 Fellow-McCord Client

For more information, contact:

Oliver Smith at EnergyQuote
+44 (0)20 7605 2376 or o.smith@energyquote.com

Full name _____

Company fax _____

Address _____

Telephone _____

Job title _____

Email _____

Discounts are available per additional delegate. Additional delegates receive a 20 percent discount.

Please select the relevant box

I wish to book for the named delegate and understand this registration is made subject to

- May 25-26, Chicago, USA
 June 7-8, 2011, Brussels, Belgium

Date _____

Signed _____

Payment

- Payment method Credit Card Check*
 Company Invoice** BACS Transfer***

Please debit my VISA Mastercard Switch

Card Number

Expiration date Issue no. (Switch only)

VAT number _____

Cardholder's name _____

Cardholder's address _____

Postcode _____

I enclose a cheque for the sum of _____ made payable to EnergyQuote JHA*

Send me an invoice for _____ to the address shown on the registration form. I have included our VAT number above. (If invoice address is different please inform EnergyQuote JHA)**

Sterling Bank Transfer quoting reference PA09 plus company name.
Bank Details: NatWest Bank plc.
IBAN: GB53NWBK60072043552293,
IBAN BIC: NWBKGB2L, Sort Code: 60-07-20,
Account Number: 43552293,
Account Name: Energy Management Brokers Ltd,
Branch Address: 341 Upper Richmond Road, London, SW14 8QP***

Euro Bank Transfer quoting reference PA09 plus company name.
Bank Details: Lloyds TSB plc, Old Bond Street Branch,
39 Piccadilly, London W1V 0AA.
A/C No: 86065361 Sort Code: 30-96-24
IBAN: GB75 LOYD 3096 2486 0653 61
BIC: LOYD GB21014***

Terms and Conditions: Payment Information: Payment must be received in Sterling (GBP) prior to the event. Cancellations: All cancellations must be received in writing. Where cancellations are made at least 30 days prior to the first day of the workshop the registration fee will be refunded in full less an administrative fee of £100. Where cancellations are made within 30 days of the first day of the workshop the registration fee remains payable in its entirety. Substitutions are available at any time. Please Note: It may be necessary for reasons beyond the control of the organizers to alter the content or timing of the program. Admission is by invitation only to bona fide customers.

EnergyQuote JHA reserves the right to restrict admission.