

38th Annual

COAL MARKETING DAYS CONFERENCE

The Seminal Coal Buyers/Sellers Event

September 17–18, 2015 • Wyndham Grand Pittsburgh Downtown • Pittsburgh, PA

Exploring the Effects of Regulatory Roadblocks and Global Market Competition

Keynote Address:



How to Navigate the Shifting State of the Coal Industry
Greg Driscoll, President, Chief Executive Officer, Blaschak Coal Corporation

Highlighted Topics:

Met-Coal Market Production

Corsa Coal Corporation
Xcoal Energy & Resources
Bank of America Merrill Lynch
Brean Capital

Thermal Supply/Demand

Patriot Coal Sales LLC
AEP
Doyle Trading Consultants
PA Coal Alliance

Coal-Transport Outlook

Lighthouse Resources Inc.
Waterways Council Inc.
Hellerworx, Inc.
Platts

Sponsored by:



Supporting Organizations:



38th Annual

Coal Marketing Days

Platts **38th Annual Coal Marketing Days** conference is the can't-miss coal event of the year!

Exchange strategic business concepts and discover the latest market trends as you network with senior level executives including coal producers and consumers, coal traders, energy investors, transportation companies, and many others within the coal marketing community.

Why You Should Attend

"The conference is a great place to meet with suppliers and get the latest view on where the market is headed for the upcoming year."

2014 attendee — *Luke Kosnik, ArcelorMittal USA*

Maximize Your Networking Opportunities

Join **Doyle Trading Consultants** in showcasing your products and services to senior-level decision makers. **Platts 38th Annual Coal Marketing Days** conference offers you an excellent opportunity to maximize your 2015 marketing dollars through these sponsorship opportunities:

Breakfast Host • Refreshment Break Host • Luncheon Host • Cocktail Reception Host • Branded Product Giveaways • Exhibitor

To learn more about sponsorship and exhibit opportunities, please contact Lorne Grout, Senior Business Development Manager at 857-383-5702 or email him at lorne.grout@platts.com.

Sponsored by:



Follow us on Twitter at [@PlattsCoal](https://twitter.com/PlattsCoal) #PlattsCMD

38th Annual

Coal Marketing Days

DAY 1: Thursday, September 17, 2015

8:00 **Conference Registration and Networking Breakfast**

9:00 *Chair's Welcome and Opening Remarks*
Christian R. Palich, President, Ohio Coal Association

9:15  **How to Navigate the Shifting State of the Coal Industry**
Greg Driscoll, President, Chief Executive Officer, Blaschak Coal Corporation

KEYNOTE

9:45 **Basin to Basin Analysis — Coal Production Projections for CAPP, NAPP, ILB, and Powder River Basin**

- Updates on each basin's production output
- The railroad's (and the PRB's) dilemma on oil versus coal — Might the Keystone pipeline help?
- Northwest ports — Build them and they will ship (but will anyone buy?)
- Is the Illinois Basin headed for oversupply?
 - can self-discipline trump market share?
 - stay tuned to *As The Basin Turns*
- Northern App — Yawnsville
- Central App — We are not by the cemetery yet, but the whistling may have stopped
- Are there any new kids (basins) on the block?

Alan K. Stagg, President, Chief Executive Officer, Stagg Resource Consultants Inc.

10:30  **Networking & Refreshment Break**

11:00



OUTLOOK
SESSION

Metallurgical Marketplace Updates

- How can US coal remain competitive in the international met coal markets?
- Weathering the slow-down storm — How China's coal import cuts and coke exports may impact global demand trade
- How might domestic and Atlantic demands alone sustain US miners against Australian-led supply growth?
- Analysis on the steel making industry's demand for coal

*Moderator: Hector Forster, Team Leader, Steel, **Platts***

*Lucas Pipes, Managing Director, Senior Analyst, **Brean Capital***

*Jack Porco, President, Chief Commercial Officer, **Xcoal Energy & Resources***

*George Dethlefsen, Chief Executive Officer, **Corsa Coal Corporation***

*Timna Tanners, Metals and Mining Analyst, **Bank of America Merrill Lynch***

12:15



Networking Luncheon

1:45



PANEL
DISCUSSION

Thermal Coal Markets — Coal's Place in the Power Generation Portfolio Mix

- Coal projection outlook for 2015 and beyond
- An examination into the power generation mix — Coal, gas, nuclear, and renewables
- Displacement dynamics — Imminent coal-plant retirements, potential retirements, and the surviving plants
- What effects are low gas prices having on coal-to-gas switching and vice versa?
- How are coal companies preparing for plant retirements?

*Moderator: John Pippy, Chief Executive Officer, **Pennsylvania Coal Alliance***

*Hans Daniels, Executive Vice President, **Doyle Trading Consultants***

*Chuck West, Manager, Coal Procurement, **AEP***

*R. Todd Adkins, Vice President, Thermal Sales & Trading, **Patriot Coal Sales LLC***

3:00



Networking & Refreshment Break

3:30

The Fundamental Dynamics Behind Coal to Gas Switching

- What is the magnitude of coal gas switching in 2015 and what is the outlook for 2016 and beyond?
- Have generators changed their coal procurement strategies to reflect the competition between coal and gas procurement?
- Can generators design their fuel procurement activities to improve coal plant dispatch?

*Emily Medine, Principal, **Energy Ventures Analysis***

4:15

Federal Regulations Overview and their Impact on Grid Reliability

- A changing generation portfolio
 - growth of renewables
 - environmental pressures on fossil
 - EPA's proposed Clean Power Plan
 - the importance of portfolio diversity
- A changing grid architecture and business model evolution
 - new technology and a new physical model
 - declining consumption
 - utility business models
 - NERC's caution flags
- A changing energy utility ecosystem
 - new kinds of players
 - will disruptive technologies be a game changer?

Preston Fowler, Director, Fossil Practice Co-Leader, ScottMadden, Inc.

5:00



Wine & Cheese Networking Reception

6:00

Close of Day One

DAY 2: Friday, September 18, 2015

8:00

Networking Breakfast

9:00

Chair's Review of Day One

Christian R. Palich, President, Ohio Coal Association

9:15

Natural Gas Pricing Trends for 2015 and Beyond

- A summarization of 2015 coal-plant retirements and their impact on natural gas
- Power sector realities and the competitive landscape between natural gas and coal
- Updates on gas storage and demand growth of gas consumption
- Outlook on new plant build — When and where is it occurring?

- When will relief from low natural gas pricing materialize for coal producers — When might gas prices spike again?
- LNG exports are on the horizon — What is the impact of linking US supply to global demand markets?

*Jeff Moore, Senior Energy Analyst, **Bentek Energy***

10:00



Networking & Refreshment Break

10:30



OUTLOOK
SESSION

Coal Industry Transportation Trends — Ports, Barge, and Rail

PORTS

- Millennium Bulk Terminal update — Pushing forward despite low cost of coal

BARGE

- How investment in the US waterway transportation system can result in greater efficiency and capacity for the future of coal
- The importance of the nation's waterways to the transportation of coal and other critical commodities
- The legislative wins for the waterways in 2014-2015 and the challenges still ahead

RAIL

- As long-term contracts expire, what will this mean for coal pricing?
- How to make coal transportation contracts more flexible, in terms of holding back deliveries as natural gas prices dip

*Moderator: Andrew Moore, Managing Editor, Platts Coal Trader, **Platts***

*David Carlile, Vice President, Marketing, **Lighthouse Resources Inc.***

*Mike Toohey, President, Chief Executive Officer, **Waterways Council Inc.***

*Jamie Heller, President, **Hellerworx, Inc.***

12:00

Close of Conference



Conference and Registration Details

Platts **38th Annual Coal Marketing Days** will be held September 17-18, 2015, at the Wyndham Grand Pittsburgh Downtown Hotel in Pittsburgh, Pennsylvania.

Pricing Information

	Early Bird Disc.	Standard Rate
Commercial	\$1,195	\$1,395
Gov't/Muni/Coop:	\$995	\$995

The conference registration fee includes breakfasts, luncheon, reception, refreshments, and post-conference documentation. Payment in full is required for attendance. If payment or proof of payment is not received before the start of the event, our staff will require a credit card guarantee to allow entry. All onsite registrations will be charged an additional \$100. All prices are stated in USD.

Discounts

Discounts or promotional offers cannot be combined.

Early Bird Discount: Register by August 7, 2015 to save \$200 off your registration fee.

Team Discount: Your organization may send 1 executive FREE for every 3 delegates registered at the Standard Commercial Rate. All registrations must be made at the same time to qualify. Rate only available by phone, email, and fax.

Government/Muni/Coop: Verification may be required. Rate only available by phone, email, and fax.

Venue

Wyndham Grand Pittsburgh Downtown
600 Commonwealth Place
Pittsburgh, PA 15222
412-391-4600 (direct)
1-800-207-4421 (toll-free in the US)
www.wyndham.com

**Contact Platts Conferences if you have any physical access or dietary restrictions.*

Discount Accommodations

A limited number of rooms have been reserved for **Platts 38th Annual Coal Marketing Days** conference participants at the Wyndham Grand Pittsburgh Downtown Hotel at a rate of \$159/night + tax for a deluxe room, single or double occupancy.

The discounted rate will be available until **Wednesday, August 26, 2015** — or until the group block is sold-out, whichever comes first. Reserve by calling (direct) or 412-391-4600. Be sure to mention that you are attending the **Platts 38th Annual Coal Marketing Days Conference** in order to receive the discounted rate.

Substitution and Cancellation

Your registration may be **transferred** to a member of your organization up to 24 hours in advance of the conference. **Cancellations** must be received in writing on or before **Thursday, September 10, 2015** in order to be refunded, less a \$195 administrative charge. No refunds will be made after this date. **In case of conference cancellation, Platts liability is limited to refund of the conference registration fee only.** Platts reserves the right to alter this program without prior notice.

Attire

Business

Privacy Statement

Platts values your Privacy. From time to time McGraw Hill Financial shares information collected through this form with other companies whose products or services we feel may be of interest to you. Your information is stored in a secure database in the U.S. and Canada and access is limited to authorized persons. In addition, we have contracted with selected companies in other countries to provide customer service assistance on our behalf. If you would like your name removed from these lists, have questions about our privacy practices or need to confirm the accuracy of your information, please contact Platts Privacy Official at +1-727- 658-3233 or e-mail MarketingOps@Platts.com. For more information about McGraw Hill Financial's Customer Privacy Policy, visit our website <http://www.mcgraw-hill.com/privacy.html>.

REGISTRATION CARD

PC526

- YES! Please register me for Platts 38th Annual Coal Marketing Days conference!**
- I am registering for the **EARLY BIRD DISCOUNT**.
- I am registering at the **COMMERCIAL RATE**.
- I am registering for the **GOVERNMENT/MUNI/COOP DISC**.
- We would like to take advantage of the **TEAM DISCOUNT** (see left for details).

PRIORITY CODE REQUIRED: (appears below mailing address)

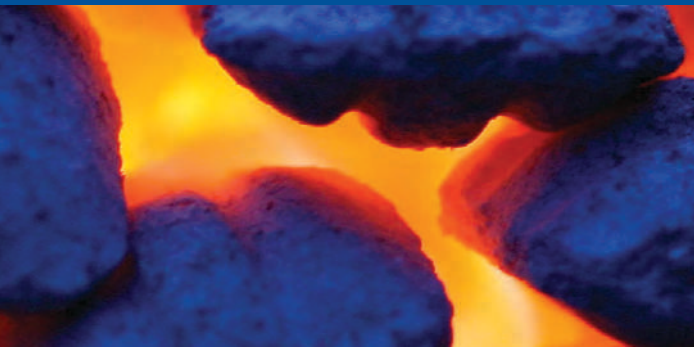
NAME	POSITION	
COMPANY		
DIVISION		
STREET ADDRESS		
CITY		
STATE	COUNTRY	ZIP/POSTAL CODE
TELEPHONE	FAX	
EMAIL		
AUTHORIZED SIGNATURE		
PAYMENT:		
<input type="checkbox"/> MC/VISA:	<input type="text"/> - <input type="text"/> - <input type="text"/> - <input type="text"/>	
<input type="checkbox"/> AMEX:	<input type="text"/> - <input type="text"/> - <input type="text"/>	
Enter your credit card security code (3 digits for MC/VISA, 4 digits for AMEX): <input type="text"/>		
NAME (AS IT APPEARS ON CARD)		EXP. DATE
CARDHOLDER SIGNATURE	Please photocopy this form for additional delegates.	

4

Easy Ways to Register!

1. Visit www.coalmarketingdays.com
2. Call 800-752-8878 (outside the US and Canada: 212-904-3070)
3. Fax 857-383-5744
4. Email registration@platts.com (please include all information requested on registration card)

Register by August 7, 2015 and
SAVE \$200



38th Annual

Coal Marketing Days

The Seminal Coal Buyers/Sellers Event

September 17–18, 2015

**Wyndham Grand Pittsburgh Downtown Hotel
Pittsburgh, Pennsylvania**



www.coalmarketingdays.com



c/o Gallery LLC
4 Raymond Ave., Unit 8
Salem, NH 03079

PRSR STD
U.S. Postage
PAID
Gallery