

Special OANH Member Conference Call



Risk Management in the Natural Gas Market – *Hedging as an Insurance Policy*

Hosts: National Energy Services Company (NESC) and South Shore Trading

Date: Wednesday, July 30, 10:00 AM

Moderators: John Grillo, President (NESC)
Ed Ragazzi, Director of Energy Management (NESC)
Glenn Miller, President (South Shore Trading)

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Agenda

- I. Review last year's hedge performance.
NESC's clients were protected against an 85% market rally.
- II. Discuss the economics, historical evidence of storage and demand, the supply demand curve of the natural gas market locally and internationally, the impact of the weak dollar, and the influences of crude oil and heating oil prices.
Market factors:
 - a. New Money Flows in the commodities market.
 - b. The Supply and Demand curve fundamentals.
 - c. Manufacturing consumption and the effects on the market.
- III. Discuss recommendations for purchasing Natural Gas going forward.
- IV. Briefly review a developmental project as an alternative to current purchasing practices.
- V. Detail the necessary next steps to take advantage of possible Natural Gas price breaks.

Plan to participate in this important phone conference only for Academy Members!