Orientation & Welcome

• Summary
  – Safety Orientation
  – Enbridge Overview
  – Cushing Area Overview
  – Enbridge Terminal Operations
  – Cushing Analytical Lab
• Certain information provided in this presentation constitutes forward-looking statements. The words such as “anticipate”, “expect”, “project”, and similar expressions are intended to identify such forward looking statements. Although Enbridge believes that these statements are based on information and assumptions which are current, reasonable and complete, these statements are necessarily subject to a variety of risks and uncertainties pertaining to operating performance, regulatory parameters, economic conditions, and commodity prices. You can find a discussion of those risks and uncertainties in our SEC filings. While Enbridge makes these forward looking statements in good faith, should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary significantly from those expected. Enbridge assumes no obligation to publicly update or revise any forward looking statements made herein or otherwise, whether as a results of new information, future events, or otherwise.
Introduction to Enbridge

Assets include:
- Wind
- Solar
- Geothermal
- Gas Processing
- Gas Distribution
- Truck & Rail Transportation
- Crude Oil Pipeline
- Crude Oil Storage
- Natural Gas Pipeline
- Refined Products Pipeline
Enbridge N.A. Pipeline System

15,249 miles of pipeline
2.2 million bpd of crude oil
100 commodities
13% of U.S. daily crude oil imports

Expansions
- Eastern Access
- Flanagan South
- Wrangler Pipeline
wranglerpipeline.com
Storage Volumes:

Hardisty, AB    10.5 million bbls
Cushing, OK     14.7 million bbls
Other Locations 7.0 million bbls
NYMEX Crude specifications reference that bbls must be deliverable to “Teppco and Equilon terminals” at Cushing.

Enterprise is the Teppco Terminal referenced in the NYMEX contract

Enbridge Terminal is the Equilon Terminal
Enbridge Mid-Continent Assets

- Enbridge Cushing Terminal
- El Dorado Terminal
- West Patoka Terminal
- Spearhead Pipeline 20/22”
  - 193,000 bpd capacity (Red)
- Ozark Pipeline 22”
  - 231,000 bpd capacity (Yellow)
- W. Tulsa Pipeline 10”
  - 80,000 bpd capacity
  - Currently idled
Cushing Terminal Summary

- Approximately 90 tanks
  - 55,000 to 575,000 bbls
  - Some date back to 1927
- 14.7 million bbls shell cap.
  - 11.7 million working cap.
  - 1 million operational
- 19 new tanks under construction
  - Will add 4.5 million shell capacity by Dec 2012
  - 3.7 million working capacity
  - More capacity projected to come online in 2013
Cushing Terminal Operations

Typical Services provided
- Crude oil storage
  - Segregated storage
  - Common storage (Condo)
  - Throughput (pass through) storage
- Pipeline throughput transfers
  - Spearhead, Ozark, W. Tulsa
- Custom crude oil blending
  - Per customers specifications
• Enbridge is a third-party service provider for storage and throughput
  – Other terminals may run a Crude Marketing business in addition to contract storage business
    • These terminals may take advantage of blending up to crude specifications for the profit of the terminal
    • If WTI under the 0.42% spec is received into their terminals, they may comingled it with other higher sulfur crudes bringing the blend up to 0.42% spec. limit - This “upgrades” a cheap sour crude to sweet ($$$$
  – Enbridge Cushing Terminal does not blend crudes in this way for its own financial benefit.
Cushing Terminal Operations

- Enbridge strives to maintain the quality of each barrel received
  - Contact with line fill during transfers is possible
  - Common or Comingled (Condo) storage
  - Customers elect how to handle their tank bottoms
- Our goal is to give the customer the same barrel they delivered to us as much as is reasonably and practically possible
Cushing Analytical Lab

- In operation since 1992
- Originally proprietary testing
  - For Texaco, Shell, and
  - Equilon terminal operations
- Today - operates as an independent lab
- Resource for Enbridge Pipeline and Terminal operations, system wide
- Offers third party service to companies doing business in the Mid-Continent region
Cushing Analytical Laboratory

Analytical Lab Stations

Sample Processing Area
Lab Equipment

ICP Analyzer

High Temp Distillation Simulation
Testing Services Offered

- Acid Number
- Ash Content
- Base Number
- Carbon, Micro
- Corrosion
- Distillation, Atmospheric
- Distillation, Simulated
- Flash Point, PMCC
- Gravity, API
- Gravity, Pycnometer
- Gravity, Specific
- Metals Content by ICP
- Neutralization Number
- Nitrogen, Chemiluminescence
- Nitrogen, Colorimetric
- Organic Chlorides
- Pour Point
- Salt in Crude, Electrometric
- Salt in Crude, Titrimetric
- Sediment by Centrifuge
- Sediment by Extraction
- Sediment by Filtration
- Sulfur Content
- Vapor Pressure, Wet
- Vapor Pressure, Equivalent
- Vapor Pressure, LPG
- Viscosity, Index
- Viscosity, Kinematic
- Viscosity, Saybolt
- Water by Centrifuge
- Water by Distillation
- Water by Karl Fisher
Cushing Analytical Lab

- Experienced Technicians
- Onsite Testing
  - Direct from tank to lab
- 24-hour Sample Drop Off
- Confidentiality
  - Protects customer business
- Competitive Pricing
- Expedited Sample Processing
Questions?

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