

Aho, Patricia

From: Aho, Patricia
Sent: Monday, October 10, 2011 1:54 PM
To: 'cobbsd@api.org'; Boutilier, Lynn A
Subject: Re: Participants in 10/17 Meeting with the Governor

Drew- I look forward to seeing you again and meeting everyone. I will in turn work with the Governor's office to coordinate. If you are going to use handouts, can you please forward them to us by Friday in order to ensure circulation to the Maine officials.

Thanks again,
Pattie Aho
Pattie Aho
Commissioner,
Maine DEP
Sent from my Blackberry.

From: Drew Cobbs [<mailto:Cobbsd@api.org>]
Sent: Monday, October 10, 2011 12:56 PM
To: Boutilier, Lynn A
Cc: Aho, Patricia
Subject: Participants in 10/17 Meeting with the Governor

Ms Boutilier, Below is a list of people who will be attending the meeting to discuss Canadian Oil Sands Development with Governor LePage on Monday, October 17, 2011 at 11:15 in the Cabinet Room of the Governor's Office. We appreciate your assistance in setting up this meeting. Drew Cobbs - API

Consul General Pat Binns - Canadian Consulate General in Boston
Cindy Schild – API, Manager of Refining
Drew Cobbs – API, Director of the Eastern Region
Larry Wilson, Portland Pipe Line Corporation, President
David Cyr – Portland Pipe Line, Secretary -Treasurer

Aho, Patricia

From: Drew Cobbs <Cobbsd@api.org>
Sent: Monday, October 10, 2011 2:04 PM
To: Aho, Patricia
Subject: RE: Participants in 10/17 Meeting with the Governor

Will Do

From: Aho, Patricia [<mailto:Patricia.Aho@maine.gov>]
Sent: Monday, October 10, 2011 1:54 PM
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Boutilier, Lynn A

From: Drew Cobbs <Cobbsd@api.org>
Sent: Friday, October 14, 2011 3:55 PM
To: Boutilier, Lynn A
Cc: Aho, Patricia
Subject: Handouts for the meeting with Governor LePage
Attachments: keystone GHG emissions.pdf; Oil Sands Energy.pdf; me.pdf; KeystonePipeline.pdf; Portland Pipe Line Corporation Data Sheet 2011-10.pdf

Importance: High

Per your request, attached are the handouts for our meeting on Monday. Have a Good Weekend. Thanks - Drew



Oil Sands

A strategic resource for Canada, North America and the global market

GHG Emissions

Addressing the issue

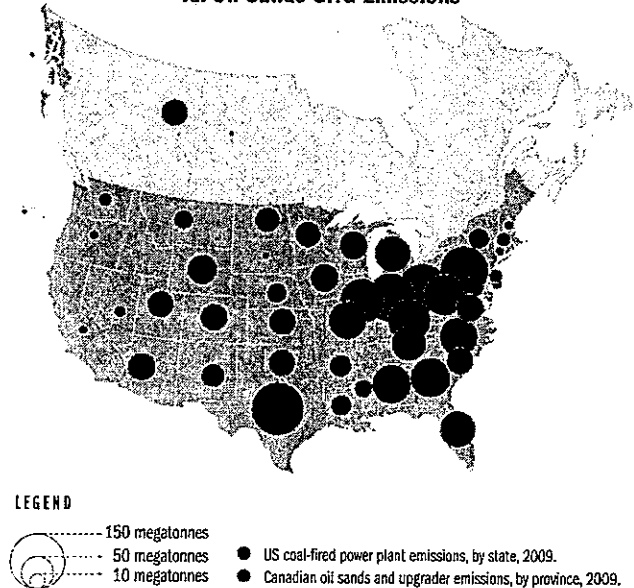
Canada is one of the only major oil-producing nations to have established an economy-wide GHG reduction target. By signing on to the Copenhagen Accord, Canada has committed to reducing GHG emissions by 17 percent below 2005 levels by 2020. Federal and provincial regulatory frameworks are currently being developed to reduce GHG emissions. Possible actions include steps to increase energy efficiency, fuel diversity, stricter tailpipe emission regulations and greener energy systems.

Alberta is the first jurisdiction in North America with mandatory GHG emission reduction targets for large emitters across all sectors. As of July 2007, the Government of Alberta requires facilities that emit more than 100,000 tonnes of GHG emissions a year to reduce their emissions intensity by 12 percent. Companies that are unable to comply with the target through direct emissions reductions can use recognized offsets or pay a C\$15 per tonne fee into a clean energy technology fund. This fund has collected almost C\$200 million that is being invested in technologies and projects that will reduce GHG emissions.

U.S. coal emissions are nearly 40 times greater than oil sands

Regardless of the source, GHG emissions are a shared global challenge. Coal-fired power plants make up about a quarter of U.S. GHG emissions and in 2009, these emissions were nearly 40 times greater than emissions from the oil sands.¹

U.S. GHG Emissions From Coal-fired Power Plants vs. Oil Sands GHG Emissions



Note: The area of each power plant is proportional to each jurisdiction's greenhouse gas emissions.

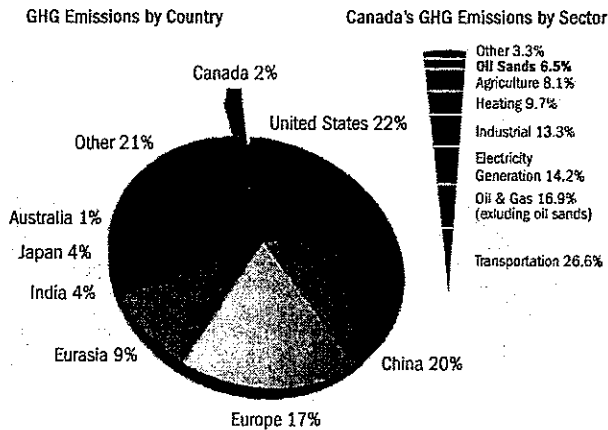
6.5 percent of Canada's emissions: 0.1 percent of global emissions

Extracting bitumen and other heavy crude oil requires more energy than the production of lighter and more accessible forms of crude oil. This tends to make heavy oil production more emissions-intensive per barrel of oil produced.

¹ Based on data from the U.S. Energy Information Administration

The oil sands contributed about 6.5 percent of Canada's total GHG emissions in 2009, which is equal to 0.1 percent of global emissions.²

Global GHG Emissions



Source: Environment Canada.

Five to 15 percent more GHG intensive than the average crude

Oil sands-derived crude oil, on a life-cycle, or "well-to-wheels" basis, is on average 5 to 15 percent more GHG-intensive than emissions from average crude oil.⁴ In some cases, oil sands crude has similar or lower life-cycle emissions than other heavy crude oil.⁵

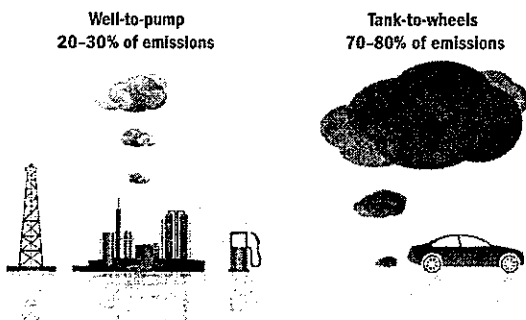
29 percent reduction in GHG per barrel

The oil sands have a long history of technological innovation that has led to improvements in energy efficiency and associated emissions reductions. Oil sands cogeneration operations, which produce electricity as a by-product of oil sands production, are an example of this. For example, cogeneration operations produce approximately 15,000 gigawatts of power per year. Between 1990 and 2009, oil sands GHG emissions per barrel were reduced by 29 percent. It is expected that emissions per barrel will decline by an additional 10 percent over the next 20 years.⁶

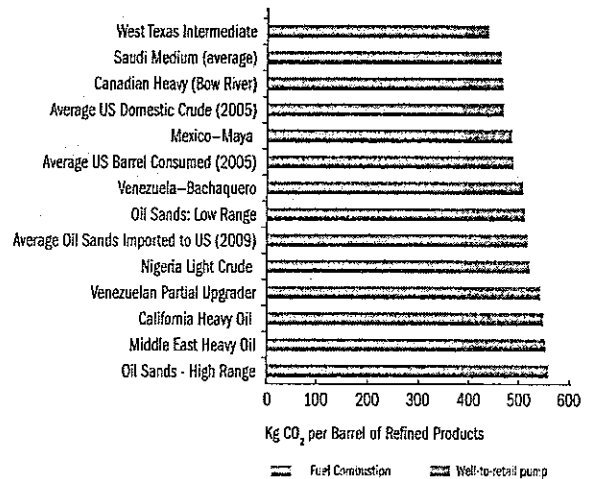
70 to 80 percent of life-cycle emissions come from a vehicle's tailpipe

GHG emissions from oil production should be considered in their full context, taking into account the emissions produced when the oil is consumed. For example, final combustion emissions of gasoline emerging from tailpipes account for 70 to 80 percent of life-cycle emissions.³ These vehicle emissions are the same, regardless of the crude oil from which the gasoline is derived.

Life-cycle emissions



Life-cycle GHG emissions for various sources of crude oil



Source: IHS Cambridge Energy Research Associates (CERA) *Getting the Numbers Right*, 2010.

² Environment Canada (2010) *National Inventory Report, 1990-2008*, and Natural Resources Canada.

³ International Energy Agency (2010) *World Energy Outlook*.

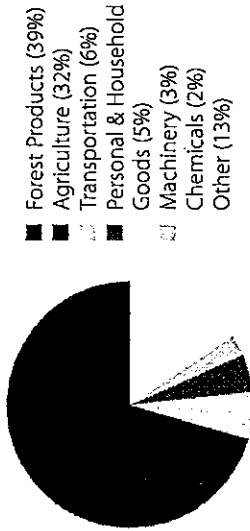
⁴ Cambridge Energy Research Associates (CERA) (2010), *Getting the Numbers Right*.

⁵ CERA (2010).

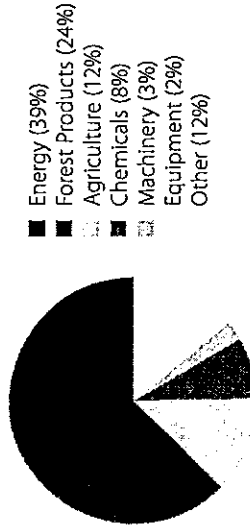
⁶ CERA (2010).



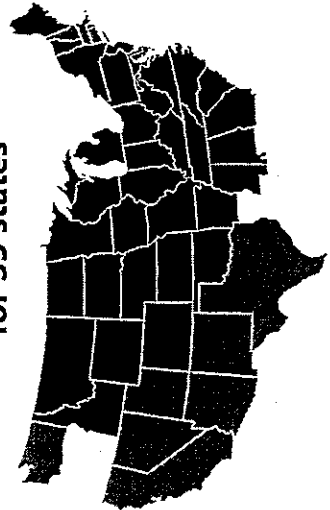
Maine exports \$975 million in goods to Canada



Maine imports \$2.4 billion in goods from Canada



Canada is the top export destination for 35 states



■ Canada is the state's #1 export market
 ■ Canada is the state's #2 export market

U.S.–Canada: working together

- More than 8 million U.S. jobs depend on Canada–U.S. trade
- Canada is the top export destination for 35 states
- Total Canada–U.S. merchandise trade: \$481 billion
- Canada is the United States' largest and most secure supplier of energy: oil, natural gas, electricity and nuclear fuel
- About 400,000 people cross the Canada–U.S. border daily

For more information on Maine's trade relationship with Canada, please contact:

Consulate General of Canada
 Three Copley Place, Suite 400
 Boston, MA 02116
 Phone: (617) 247-5100
 Fax: (617) 247-5190
 www.boston.gc.ca

MAINE

- 37,200 jobs in Maine depend on Canada–U.S. trade
- 60 Canadian-owned companies in Maine employ 5,505 people
- Maine sells more goods to Canada than to any other country in the world
- Total Canada–U.S. goods and services trade: \$627 billion



Canadian Consul General to New England Patrick Binns (right) with Maine Governor Paul LePage (left)

New England's largest wind power project

In January 2007, TransCanada Corporation, a North American energy infrastructure company based out of Alberta, filed an application with the Maine Land Use Regulation Commission (LURC) for a zoning change and development permit for its Kibby Wind Power Project in Eustis, ME. Now, just four short years later, all of the Kibby Wind Power project's 44 turbines are operational, providing clean energy to the New England power grid. This 132 megawatt project is the largest wind power development in New England, providing renewable electricity for the equivalent of 50,000 average-sized Maine homes.

To date, TransCanada has spent more than \$350 million on materials, labor and services to build the project in Franklin County, Maine, where TransCanada's Kibby Wind Farm project is located. Throughout this project, TransCanada has supported

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September 2011
 All figures in U.S. dollars (US\$1,000=C\$1.0299). Job numbers are based on 2008 data from a 2010 study commissioned by the Embassy of Canada. All other figures are based on 2010 data. World Institute for Strategic Economic Research (WISER): Canada's export ranking (February 2011); Statistics Canada: trade (February 2011 release), tourism (May 2011 release); Dun & Bradstreet: Canadian-owned companies and employment (June 2011 release). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, D.C.



approximately 300 construction jobs, 90% of which have gone to Maine residents. The project is complete and 13 additional people have full-time jobs maintaining the turbines and overseeing local operations.

A possible expansion has been permitted by the LURC which would allow 11 additional turbines on the adjacent Sisk Mountain ridge. Existing infrastructure built for the recently-completed Kibby Wind Power Project would minimize the environmental impact of the new expansion. TransCanada estimates that the new development will generate an additional 120 million kilowatt hours a year, which when combined with the electricity from the Kibby wind power site could power homes in Bangor, Augusta, Lewiston and Portland.

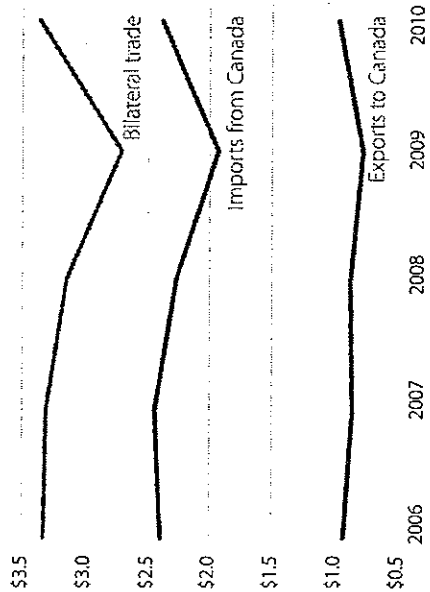


TD Bank thrives in Maine

TD Bank, one of the 10 largest banks in the United States, maintains a corporate office in Portland and has over 2,600 employees throughout the state of Maine. TD Bank is a member of TD Bank Group and a subsidiary of The Toronto-Dominion Bank of Toronto, Canada, a top 10 financial services company in North America and one of the few banks in the world rated Aaa by Moody's. TD Bank's current footprint comprises 12 states throughout New England, the Mid-Atlantic and Florida, as well as the District of Columbia. In addition to banking products, the bank and its subsidiaries provide clients with customized wealth management services through TD Wealth Management, and insurance products and services through TD Insurance, Inc., one of the largest insurance agencies in the Northeast.

Maine-Canada bilateral trade

2006-2010, in billions of U.S. dollars



Maine-Canada facts

Foreign export markets

Largest export market..... Canada
 % foreign-bound goods sold to Canada.....33%

Jobs

37,200 jobs in Maine depend on Canada-U.S. trade

Merchandise trade

Maine exports to Canada.....\$975 million
 Maine imports from Canada.....\$2.4 billion
 Bilateral trade.....\$3.4 billion

Top exports

Fish & seafood.....\$233 million
 Crude wood materials.....\$206 million
 Paper & paperboard.....\$112 million
 Lumber.....\$38 million
 Stationery & office supplies.....\$30 million
 Motor vehicle parts, except engines.....\$27 million
 Wood pulp.....\$16 million
 Containers.....\$13 million
 Ships, boats & parts, except engines.....\$7 million
 Plastic film & sheet.....\$7 million

Top imports

Petroleum & coal products.....\$665 million
 Wood pulp.....\$404 million
 Natural gas.....\$144 million
 Electricity.....\$122 million
 Vegetables.....\$55 million
 Softwood lumber.....\$49 million
 Newsprint.....\$44 million
 Containers.....\$38 million
 Basic plastic shapes & forms.....\$33 million
 Fresh or frozen fish, whole or dressed.....\$33 million

Tourism account

Maine visits by Canadians.....900,400
 Maine imports to Canada.....\$305 million spent
 Maine visits to Canada.....193,900
 Maine imports from Canada.....\$76 million spent

A Shared Vision for Perimeter Security and Economic Competitiveness



Prime Minister Stephen Harper and President Barack Obama announce a shared vision for perimeter security and economic competitiveness.

On February 4, 2011, the Prime Minister of Canada and the President of the United States issued a Declaration on a Shared Vision for Perimeter Security and Economic Competitiveness. The Declaration establishes a new long-term partnership that will accelerate the legitimate flows of people and goods between both countries, while strengthening security and economic competitiveness.

The two leaders also announced the creation of a U.S.-Canada Regulatory Cooperation Council (RCC) to find ways to reduce and prevent regulatory impediments to cross-border trade.

As part of the Declaration, Canada and the U.S. will develop a joint action plan on perimeter security and economic competitiveness that will set out a range of initiatives in four key areas to improve both countries' ability to manage security risks, while facilitating the flow of people, goods and services. The four areas of co-operation are: addressing threats early; trade facilitation, economic growth and jobs; integrated cross-border law enforcement; and critical infrastructure and cyber-security.



Leading Petroleum Transportation Pipeline Company

Portland Pipe Line Corporation (PPL) is a leading petroleum transportation pipeline company that along with its parent company Montreal Pipe Line Limited (MPL), collectively referred to as PMPL, provide a vital energy link to supply Eastern Canadian refineries with crude oil produced from around the world. Along with a world class deep water pier facility, operations center and tank farm in South Portland, Maine, PPL operates two pipelines, one of which is currently idle, that traverse Maine, New Hampshire and Vermont delivering crude oil to Quebec. The system is capable of delivering up to 602,000 barrels per day of oil to the Canadian market. With a focus on safety and environmental responsibility, PMPL has become well respected in the industry for our commitment to operate with the highest integrity. The safety of our employees, neighbors, and facilities is paramount. Protecting and safeguarding the environment is a top priority incorporated into all of our operations, policies and processes.

History

The PMPL system was established in 1941 to transport crude oil by pipeline from South Portland, Maine, to Montreal, Quebec, as an alternative to direct marine shipments of crude oil into Montreal by crude oil tankers. Since it first opened in the autumn of 1941, PMPL has delivered over 5 billion barrels of crude oil to Canada. It is an energy system that through cooperation and careful planning has been able to protect the environment and deliver oil safely for more than 70 years.

Safety and Environmental Excellence

PPL is proud of its safety record, having operated for over 13 years without a lost time incident and over 7 years without a recordable injury. Additionally, PMPL has had a history of flawless environmental performance, including no significant pipeline or vessel spills in many, many years. PPL is the recipient of numerous distinguished environmental and safety awards, including:

- U.S. Coast Guard Benkert Award for Excellence in Marine Environmental Protection: Gold: 2004, 2000, 1995; Bronze: 1997
- American Petroleum Institute (API): 2010 API Safety Award; 2009 Distinguished Environmental and Safety Award (Small Operator); and Environmental Performance Award (six consecutive years)

Current Operations and Economic Benefit

- PPL employs 40 employees in the U.S.; 37 are Maine residents
- Approximately 80 ships offload annually in South Portland; Each marine tanker docking at PPL's Pier 2 generates \$50,000 in direct economic benefits to Portland Harbor for a total annual benefit of approximately \$4 million
- Operating with the 24-inch pipeline, PPL transports 175,000 barrels of crude oil per day to Quebec
- PPL annually pays approximately \$1.5 million in Maine State Income Taxes and approximately \$2 million into the Maine Coastal and Inland Surface Oil Clean-up Fund
- PPL annually pays approximately \$1.0 million in local Maine property taxes

Facilities

- Pier 2 Marine Terminal - South Portland, Maine - Constructed in 1956 and upgraded in 2002 with the capability of handling some of the largest and deepest draft vessels on the East Coast with up to 52 feet of draft and 170,000 deadweight tons of cargo
- Tank Farm - South Portland, Maine - Includes 23 external floating roof tanks with a storage capacity of 3.6 million barrels
- Pipelines - Maine, New Hampshire, Vermont - An 18-inch and a 24-inch pipeline stretching 236 miles (166 miles in the U.S. and 70 miles in Canada) from South Portland, Maine to Montreal, Quebec
- Pump Stations - Maine, New Hampshire, Vermont - 6 U.S. pump stations along the right-of-way spaced from 25 to 40 miles apart. The pump stations are located in South Portland, Raymond and North Waterford, Maine; Shelburne and Lancaster, New Hampshire; and Sutton, Vermont

Community

PPL operates the pipeline system in a number of communities throughout Maine, New Hampshire and Vermont, and is committed to being a good corporate neighbor. Relationships with landowners and the public at large, state and federal regulatory agencies, town officials and emergency response personnel are all critical to our continued safe operations. PPL has provided land to the City of South Portland for Bug Light Park and the Greenbelt Walkway and made financial contributions to a number of non profit organizations, including specifically:

- The United Way
- Friends of Casco Bay
- Gulf of Maine Research Institute

PPL maintains the integrity of our assets in such a way as to endeavor to remain an employer of highly skilled Maine residents, a viable component of Maine's energy infrastructure and a key contributor to the economic base of our great State of Maine.



Government of Canada

Gouvernement du Canada



Oil Sands

A strategic resource for Canada, North America and the global market

Energy Security and Economic Benefits

Canada is the United States' most secure supplier of oil

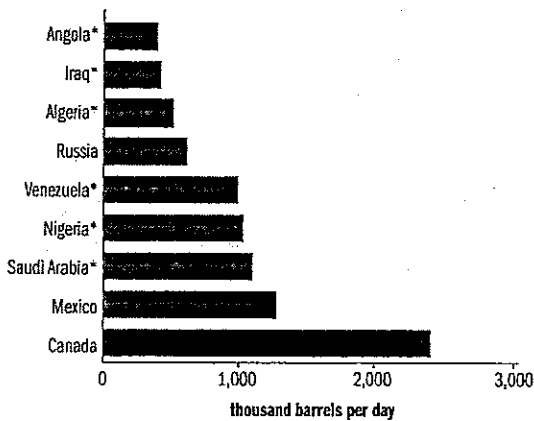
Canada is the largest supplier of crude oil and petroleum products to the U.S., safely delivering 2.5 million barrels per day in 2010, making up 21 percent of U.S. imports.¹ When U.S. domestic production is considered, this means on any given day, one in eight cars in the U.S. is using Canadian oil.

Oil sands can help the United States eliminate dependency on foreign oil

A 2011 study commissioned by the U.S. Department of Energy shows that higher oil imports from Canada, almost all of which would come from the oil sands, could eliminate U.S. dependence on imports from foreign suppliers such as Nigeria, Russia, Venezuela and Libya by 2030.²

Canada – Your Largest and Most Secure Energy Supplier

U.S. Imports of crude oil and petroleum products



* OPEC Member Source: EIA, 2010 data.

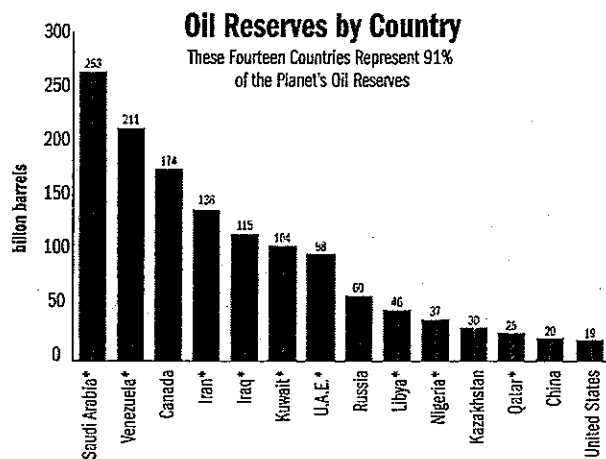
Oil sands represent approximately 60 percent of the world's accessible oil

With oil reserves of 174 billion barrels, Canada is third only to Saudi Arabia and Venezuela in proven global oil supplies, of which Canada's oil sands account for 169 billion barrels. The 169 billion barrels are "proven," meaning their production is economically feasible given current prices and technology. As technology evolves, these reserves could grow even larger, up to an estimated 315 billion barrels.

The vast majority of crude oil in the world has been nationalized. While Canada holds about 13 percent of the world's proven oil reserves, Canada has not nationalized its oil industry, has no government-controlled national oil company, works through markets and private investments, and is not a member of OPEC. Canada holds approximately 60 percent of the world's oil that is accessible to private investment.

¹ US Energy Information Administration Website: U.S. Imports by Country, http://www.eia.gov/dnav/pet/pet_move_impcus_a2_nus_ep00_im0_mbbtpd_a.htm.

² EnSyS (2010): *Keystone XL Assessment for the U.S. Department of Energy*.



* OPEC Member Source: EIA, 2009 data.

Oil will be dominant for years to come

Oil is a vital source of energy, currently providing about one-third of global energy needs.³ Canada, along with the rest of the world, is working toward a long-term transition to a lower carbon economy by improving energy efficiency standards and increasing the use of alternative and renewable energy. Nevertheless, oil will likely remain part of the energy mix for Canada and the world for decades to come. Even under the IEA's most stringent low carbon scenario, oil will still provide 26 percent of the world's energy mix in 2035.⁴

While large infrastructure investments are being made in the oil sector, Canada continues to make strategic investments in clean and renewable energy technologies and energy efficiency. These investments aim to shift Canada toward a lower carbon economy of the future while providing the energy we need in the near term. During this transition, the responsible development of the oil sands will provide North America with a secure source of crude oil.

The Canada-U.S. energy relationship produces significant economic benefits:

- between 2010 and 2035, oil sands development is anticipated to support, on average, an estimated 93,000 jobs per year in the United States. If the Keystone XL pipeline is approved, this average is expected to grow to 160,000 U.S. jobs per year;⁵
- oil sands development is also anticipated to contribute, on average, C\$8.4 billion per year to the U.S. gross domestic product between 2010 and 2035. If the Keystone XL pipeline is approved, this average is expected to grow to C\$14.4 billion per year;⁶
- roughly 1,000 U.S. companies supply the Canadian oil sands sector.⁷



³ International Energy Agency (IEA) (2010): *World Energy Outlook 2010*, p. 80.

⁴ IEA (2010), p. 80.

⁵ Canadian Energy Research Institute (CERI) (2011): *The Economic Impacts of Staged Development of Oil Sands Projects in Alberta*.

⁶ CERI (2011).

⁷ Canadian Association of Petroleum Producers (2011).

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Revised August 2011

KEYSTONE XL PIPELINE PROJECT: Driving U.S. energy security and economic benefits

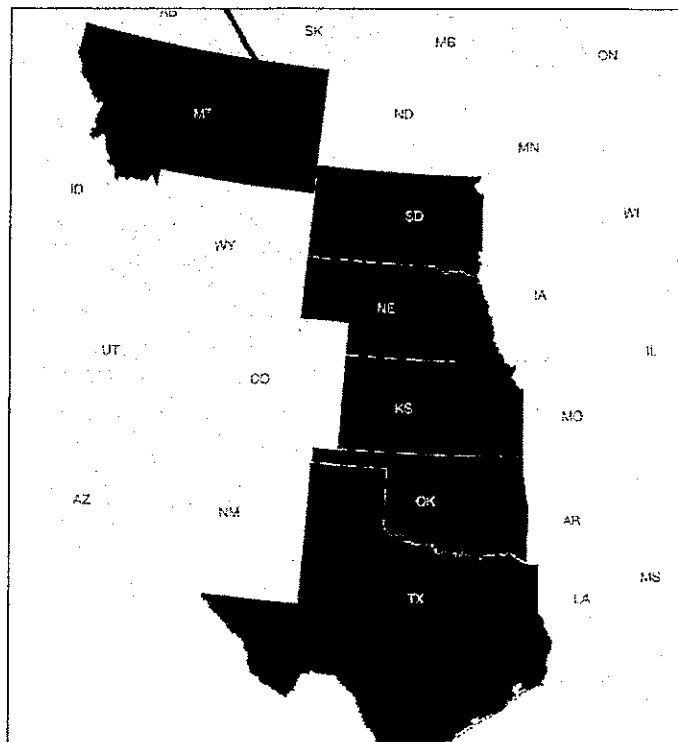
September 2011

Keystone XL

- TransCanada's proposed Keystone XL expansion is a 1,661 mile, 36-inch crude oil pipeline that would stretch from Hardisty, Alberta southeast through Saskatchewan, Montana, South Dakota, and Nebraska. It would link up with a portion of the Keystone Pipeline that would be built through Kansas to Cushing, Oklahoma, continuing to a delivery point to serve the Port Arthur, Texas refining marketplace.
- When completed, the expansion would increase the commercial capacity of the Keystone system from 590,000 to roughly 1.1 million barrels per day.

Economic benefits

- The **construction** of the Keystone XL pipeline represents a \$7 billion economic stimulus project that will create the equivalent of 20,000 high-wage manufacturing jobs and 118,000 indirect jobs in the supplier and service sectors during construction.
- **160,000 U.S. jobs per year** will be supported by oil sands development between 2010 and 2035 if Keystone XL is approved, as compared to 93,000 U.S. jobs per year if it is not approved.
- Oil sands projects are forecast to contribute **\$359 billion to U.S. GDP** between 2010 and 2035 if Keystone XL is approved, as compared to \$210 billion if it is not approved.
- Almost **1,000 American companies** supply goods and services for oil sands development, including 5 companies in Montana, 2 in South Dakota, 5 in Nebraska, 7 in Kansas, 35 in Oklahoma, and 169 in Texas.



Proposed Keystone XL Pipeline rout

Additional job/tax creation by state during construction

State	Person-years of employment	State tax revenues
Montana	5,531	\$7.5 million
South Dakota	5,102	\$8.5 million
Nebraska	7,551	\$9.5 million
Kansas	6,721	\$15.0 million
Oklahoma	14,440	\$21.3 million
Texas	50,365	\$41.1 million

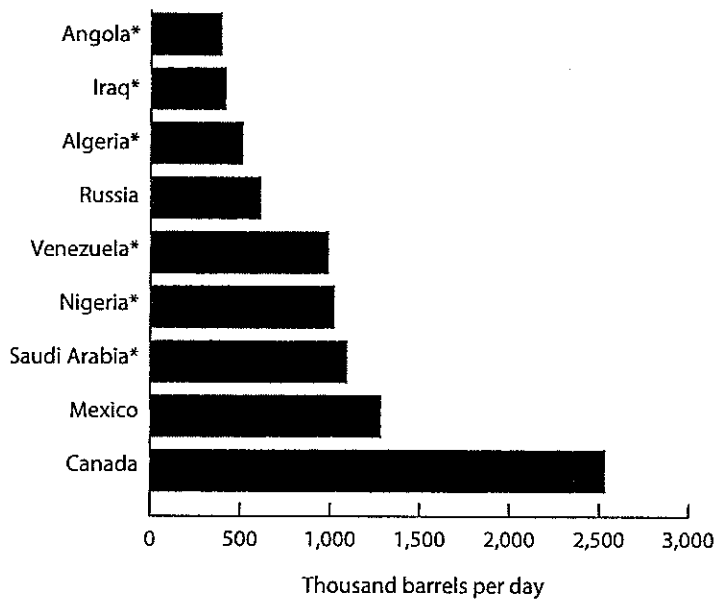
Source: Perryman Group Study, June 2010

Energy security

- Canada supplies more oil to the U.S. than any other country, meeting 13% of current U.S. petroleum needs and representing **23% of U.S. petroleum imports**.
- Long term oil supply is critical in a world where **supply risks are growing**, whether due to declining production from once reliable sources or rising geopolitical risks in other key oil-producing regions. According to government forecasts, oil and natural gas will provide more than half of the energy needs for American consumers even as alternative energy sources like ethanol and other renewable energy sources expand.
- Many U.S. refineries are already configured to process heavy oil; they also have excess capacity as a result of **reduced production from Mexico and Venezuela**.

Canada — Your largest and most secure energy supplier

U.S. Imports of crude oil and petroleum products



*OPEC Member

Source: EIA, 2010 data

Environmental performance

- **Pipelines** are the safest and most efficient method of transporting large volumes of crude oil and petroleum products over long distances.
- The physical and chemical properties of the crude oils to be transported by Keystone XL are not unique and are similar to those already being transported and processed by other pipelines and refineries across the United States.
- Oil sands derived crude oil has been shipped on pipelines from Alberta to the U.S. for several decades. According to Alberta's Energy Resources Conservation Board, pipeline performance data confirms there is no indication that the types of pipelines transporting blended crude bitumen or synthetic crude oil have any increased risk of internal corrosion.
- Canada has strong **environmental laws and standards**, a robust safety regime and an experienced pipeline regulator, the National Energy Board which operates at arm's length from the government.
- In response to concerns regarding the environmental performance of the oil sands, the Government of Canada has mobilized its resources to develop an integrated **environmental monitoring plan** for the oil sands.
- In addition to complying with existing U.S. **safety codes**, Keystone XL will comply with 57 additional pipeline safety and integrity conditions, which go well beyond the existing federal regulations developed by the U.S. Pipeline and Hazardous Materials Safety Administration.

Embassy of Canada

501 Pennsylvania Ave. NW Washington DC 20001

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www.washington.gc.ca