



DONALD W. WOODS, P.Eng.

Manager, Unconventional

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Don has been a Sproule professional since 2001. Don is an Associate of Sproule in Calgary and manages the Unconventional Engineering Group. Don's experience at Sproule has been primarily in the areas of unconventional property and corporate reserves evaluations, acquisitions and divestitures, security commission reports and investment advice. Don has also provided support to legal teams for litigation and has provided expert witness testimony. He also lectures to the petroleum industry through Sproule's in-house course on the "Evaluation of Canadian Oil and Gas Properties". Prior to joining Sproule, Don spent 20 years working in various technical and management positions with Mobil Oil Corporation in Canada, the U.S.A. and in Europe. Don has worldwide experience in Argentina, Austria, Belgium, Canada, China, Colombia, the Czech Republic, Denmark, Egypt, France, Germany, Hungary, Indonesia, Iran, Iraq, Italy, Ivory Coast, Kazakhstan, Mexico, the Netherlands, Nicaragua, Nigeria, Norway, Olowi, Peru, Portugal, Spain, Sudan, Russia, United Kingdom, the United States and Venezuela.

Diplomas and Degrees

- ❖ B.Sc. Chemical Engineering with Distinction (1978), University of Calgary, Calgary, Alberta, Canada.
- ❖ B.Ed. (1973), University of Calgary, Calgary, Alberta, Canada.

Continuing Education

- ❖ Production Engineering (Mobil Oil Corporation, 1981)
- ❖ Applied Reservoir Engineering (Mobil Oil Corporation, 1984)
- ❖ Effective Supervision (Mobil Oil Corporation, 1985)
- ❖ Writing Effectively (Mobil Oil Corporation, 1988)
- ❖ Team Building and Problem Solving (Mobil Oil Corporation, 1991)
- ❖ Politics of Oil (Mobil Oil Corporation, 1997)
- ❖ LNG Fundamentals (Mobil Oil Corporation, 1999)

Memberships

- ❖ Association of Professional Engineers, Geologists and Geophysicists of Alberta (APEGGA)
- ❖ Society of Petroleum Evaluation Engineers (SPEE)
- ❖ Society of Petroleum Engineers (SPE)

Work Responsibilities

- ❖ Manage Unconventional Engineering Group, which does the following:
 - ❖ Instructor for Sproule course in “Evaluation of Oil and Gas Properties”.
 - ❖ Estimate reserves and evaluate client’s domestic or unconventional oil and gas properties using a variety of engineering software.
 - ❖ Audit client and third-party evaluations.
 - ❖ Conduct reservoir and production engineering studies to assist clients in determining potential opportunities.
 - ❖ Conduct property optimization studies.
 - ❖ Assist clients in preparing master development plans for properties.
 - ❖ Provide expert opinion and testimony.

Previous Employers

- ❖ 1980-2000 **Mobil Oil Corporation**, Fairfax, Virginia, *Manager*

- 1998-2000 Manager, Natural Gas Marketing, Mobil Europe Gas Inc., The Hague, The Netherlands
 - ❖ Concluded gas sales agreements.
 - ❖ Concluded gas transportation and balancing agreements.
 - ❖ Managed asset sales and data rooms.

- 1995-1998 Manager of New Business Development and Market Integration – Europe, Mobil Europe Gas Inc., The Hague, The Netherlands
 - ❖ Secured government approvals for export of natural gas.
 - ❖ Negotiated cooperation agreements.
 - ❖ Negotiated downstream joint ventures.
 - ❖ Developed downstream gas strategies.
 - ❖ Developed international operations for natural gas shipping/balancing/sales.

1991-1995 Planning Manager, Mobil Erdgas-Erdoel GmbH, Hamburg, Germany

- ❖ Prepared business and investment plans for Mobil's German E&P affiliate.
- ❖ Evaluated and prepared proposals for major affiliate investments.
- ❖ Evaluated and prepared proposals for natural gas sales and purchase contracts.
- ❖ Prepared investment strategy studies for gas storage.
- ❖ Conducted Work Processes Study.
- ❖ Worked on team to develop international integrated upstream and downstream gas strategies for Mobil's European Gas.

1990-1991 Producing Manager – West Texas, New Mexico, Utah and Colorado, Mobil Exploration & Producing U.S. Inc., Midland, Texas

- ❖ Managed 70 TBD business.
- ❖ 280-person organization including reservoir, production and facilities engineering, geology and operation.

1987-1990 Planning/Producing Advisor – New York/Fairfax, Virginia, Mobil Oil Corporation, Fairfax, Virginia, USA

- ❖ Prepared investment proposals to top management and board approval.
- ❖ Optimized international E&P capital investment program.
- ❖ Developed plans for Mobil's North American assets sales.
- ❖ Advised management on international operations and capital investments.
- ❖ Advised management on Hibernia development project.

1983-1987 Reservoir Engineering, Mobil Oil Canada Ltd., Calgary, Alberta, Canada

- ❖ Optimized and implemented annual drilling programs.
- ❖ Optimized miscible and waterfloods.
- ❖ Reserve coordinator for Northern Alberta and British Columbia areas.
- ❖ Implemented hydrocarbon miscible floods.
- ❖ Provided reservoir management for horizontal (pattern) and vertical waterfloods and hydrocarbon miscible floods.

1980-1983 Operations Engineer, Mobil Oil Canada Ltd., Wimborne, Alberta, Canada

- ❖ Designed and supervised well repair operations.
- ❖ Designed and supervised new well completions.
- ❖ Designed and supervised fracture and acid stimulation.
- ❖ Designed and installed optimum artificial lift equipment and gas lift.
- ❖ Optimized operations in existing fields/facilities in central Alberta.
- ❖ Installed and optimized artificial lift equipment.