

# MID AND DOWNSTREAM SECTORS IN OIL AND GAS WORKSHOP

29th - 30th June 2015  
Safari Court Hotel  
Windhoek | Namibia

*The more vertically integrated a company is along the supply chain the more the opportunity to optimise through.....*

## BUILDING SUPPLY CHAIN CAPABILITY

### OVERVIEW

The sophistication and complexity of the supply chain within the oil industry in each country is very much dependant on available infrastructure such as refineries, storage, tankers, pipeline, rail and road. The more vertically integrated a company is along the supply chain such as the oil majors the more the opportunity to optimise, improve margins and offer a competitive pricing. Building this supply chain capability in a systematic way can position a company to enter into deals across the entire supply chain i.e. from crude to customer. It also differentiates the company from the competitors leading to sustainability over the long term.

This workshop is designed to provide delegates with an overview of the supply chain within the oil industry. Specific focus on concepts on how to build, strengthen and optimise your supply chain capability will be explored so that it can be applied to your local markets.

### OBJECTIVES

- Understand what components make up the Supply Chain
- Review how global Supply/Demand patterns affect product flows and pricing
- Identify areas across the Supply Chain that can be optimised
- Review economics along the Supply Chain with focus on margin enhancement
- Identify some of the infrastructure constraints specific to SADC
- Evaluate how these infrastructure constraints limits building supply capability

## TARGET AUDIENCE:

Marketing, planning, finance, commercial development and technical (of middle and senior management experience involved in the oil industry)

## MEET OUR FACILITATOR



**Morgan Naidoo**

Morgan has more than 24 years' experience in the petro-chemical industry having worked for Sasol, DuPont International and Caltex/Chevron. He held senior positions within these organisations' ranging from Senior Scientist, Sales & Marketing Manager for Africa, Distributor Channel Manager, Supply Manager and Trading Manager. He has excellent professional and executive management abilities which include strategic planning, project & stakeholder management, value chain optimisation, contract negotiations, sales channel profitability analysis, operational improvements and business process review principles and methodology. He has a full commercial and business understanding of all aspects and business drivers of oil sales, supply and trading across the entire value chain ranging from crude procurement to end customer. He is highly skilled in the application of organisational restructuring, change management and developing high performing teams. One of his key strengths is his strategic and leadership skills which enables him to maintain a broad perspective on organisational objectives and management. He holds a Master in Science degree from University of Cape Town, an MBA degree from Oxford Brookes University and has completed numerous leadership, professional and technical courses to stay abreast with current trends.





# AGENDA

DAY 1: LECTURE STARTS: 9:00 AM – 16:00 PM  
TEA/COFFEE BREAK: 10:00 AM – 10:15 AM  
LUNCH BREAK: 1:00 PM – 2:00 PM

DAY 2: LECTURE STARTS: 9:00 AM – 16:00 PM  
TEA/COFFEE BREAK: 10:00 AM – 10:15 AM  
LUNCH BREAK: 1:00 PM – 2:00 PM

## DAY ONE

➤ Overview of the Supply Chain in oil industry (In this section we will highlight the components in both the upstream and downstream making up the entire supply chain from crude to customer)

- Upstream
- Downstream

➤ Global product flows for crude and refined products (In this section we look at the utilisation/consumption of crude and refined products in 3 dominant markets and how this impacts product flow globally. We will also explore the effects of seasonality on product flow)

- USA-Europe-Asia

➤ Crude (In this section we will review the different types of crude and how their assay (specs) determines their value)

- Type
- Specification
- Valuation of crude oil
- Transportation

➤ Refineries (In this section we look at the processing cycle at a typical crude refinery. We will provide a general understanding of how the different streams coming off the refinery are blended to make up diesel and petrol)

- Refined products make up
- Refinery balance
- Quality of products

➤ Primary Logistics (In this section we will review the product movement from refineries to terminals using the primary mode of transport. We will provide some insight into scheduling and replenishing plans)

- Ship
- Pipeline
- Rail
- Road

## DAY TWO

➤ Storage (In this section we will look at a layout and operation of a conventional small terminal. We will explore some business process and procedures to keep losses at terminals to a minimum)

- Terminals/Depots
- Loss/Gains

➤ Secondary Logistics (In this section we will look at road transportation of product from terminal to customers)

- Road

➤ Contracts (In this section we will look at of the key components that need to be included in Supply, Storage and Customer agreements)

- Supply
- Storage
- Customer

➤ Government Legislation (In this section we will have an open discussion on some of the key government compliance requirements which could vary from country to country)

- Imports/Exports
- Wholesale licences

END OF WORKSHOP



# AMABHUBESI

## CONFERRING & TRAINING

An Events, Training & Conferencing Company

### REGISTRATION FORM

#### Authorising Person:

First Name: \_\_\_\_\_

Surname: \_\_\_\_\_

Company / Organisation: \_\_\_\_\_

Designation: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email Address: \_\_\_\_\_

Company VAT No: \_\_\_\_\_

Postal Address: \_\_\_\_\_

Postal Code: \_\_\_\_\_

Person dealing with accounts: \_\_\_\_\_

Country: \_\_\_\_\_

Email Address: \_\_\_\_\_

**Date:** \_\_\_\_\_

**Signature:** \_\_\_\_\_

*By completing and signing this form, the signatory accepts the terms and conditions as stated on the registration form.*

#### SUBSTITUTIONS:

**Delegate Substitution.** Substitution is welcome at any time and do not incur any additional charges. Please notify AMABHUBESI in writing of any such changes at least 3 days before the date of the event.

- Please note that the speakers on topics were confirmed at the time of publishing however circumstances beyond the control of the organizers may necessitate substitutions, alterations or cancellations of the speakers and/or topics.
- As such, AMABHUBESI reserves the right to alter or modify the advertised speakers and/or topics if necessary. Any substitutions or alterations will be updated and sent to you as soon as possible
- Delegate substitution must be made in writing 7 days before the start of the event

#### PAYMENT BY MEANS OF BANK TRANSFER


- Please state your full names clearly on the money transfer.
- Please note, bank charges are of your OWN account and this should be stipulated to your bank. Please advise your bank that the charges should be included in your deposit
- A copy of the bank deposit receipt should accompany your registration form and must be posted or faxed (+ 27 11 326 0354)

#### Delegate Attendance Information:

*NOTE: Please provide information as you wish it to appear on your name badge and on the official participant database*

| Title | Delegate Name & Surname | Position | Email | Phone |
|-------|-------------------------|----------|-------|-------|
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 +27(0)11 326 0353  +27(0)11 326 0354

# NAD7,490

## PER DELEGATE

Please complete and return this form to Linda

#### CANCELLATION NOTICE:

By signing and returning this registration form, the authorizing signatory on behalf of the stated company is subject to the following terms and conditions:

- Charge of 50% of the registration fees, plus R700 (+ VAT) Administrative charge will be made for cancellations received in writing at least 14 working days prior to the event.
- For any cancellations received in less than 7 working days before the date of the event, the full fee will be payable and no refunds or credit notes will be given.
- If a registered delegate does not cancel and fails to attend the summit, this will be treated as cancellation and no refund or credit will be issued.

**Registration fees above INCLUDES the following entitlements: Entrance to session, registration pack, daily lunch and refreshment breaks.**

**Registration fees above EXCLUDES the following entitlements: Travel costs and accomodation**

**PLEASE NOTE: - AMABHUBESI HAS A STRICT NO CASH REFUND POLICY**

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| Company VAT No. | <b>4870237817</b>  |
| Branch name     | <b>FNB - Randburg Square</b>                             |
| Account name    | <b>Amabhubesi Training cc</b>                            |
| Reference       | <b>Insert your ref number on the deposit slip please</b> |
| Name of Bank    | <b>First National Bank (SA)</b>                          |
| Branch Code     | <b>261 - 750</b>   |
| Account number  | <b>621 346 581 55</b>                                    |
| Swift Code      | <b>FIRZAJJ</b>   |