

# Supply and distribution: organisation, operations and economics



27-30 September 2010, London, UK

EI member £2,585.00 inc VAT Non-member £2,820.00 inc VAT\*

\*includes complimentary Affiliate membership to the Energy Institute

In the chain between oil rig and customer lie a number of functions all of which have an effect on the final margin available to the marketers. When it comes to marketing the finished product, Supply and Distribution are the core functions delivering the goods to the right place, at the right time, in the right quantity and at the right price.

This course is designed for those who are or will be operating in the supply and distribution functions and will provide the background knowledge to allow them to take the right decisions on how to supply the network at the right cost. The course will also benefit those involved in functions which interface with supply and distribution and who wish to improve their understanding of their impact on their business.

A brief introduction to refining will be provided for those who are new to the business or who may have forgotten the basics of turning crude into finished product. This will highlight the strengths and weaknesses of the different refineries and the effect these can have on their output, leading to the need to source product from different locations at different times.

Fuel specifications will be reviewed and the impact of differing requirements for different markets discussed.

Sourcing product will be examined, whether available from a parent company refinery, purchased on the open-market and stored in third party facilities, purchased ex-rack, handled on a throughput basis or exchanged both nationally and internationally.

Primary supply mechanisms, pipelines, ship, rail or road, are a core function and the options will be reviewed along with the impact they have on the economics of the market and their influence on the layout of the network. Terminal location and network planning will be examined along with the effect of competitor locations, exchange opportunities, and environmental considerations and legislation.

Terminal design has a substantial influence on the efficiency of the operation and the course will consider tank numbers and capacity, loading rack configuration, staffing levels, safety issues and training.

The final link in the chain is the transport operation where in-house operations compete with contract haulage. The overall effect of the network and its impact on routing, load optimisation and backhauling operations will be discussed, as well as the benefits of multi-shift delivery patterns.

The course will also review benchmarking techniques allowing you to assess how you are performing against your competitors and where opportunities exist for improvement.

The subject will be considered from a national and international perspective.



## Who should attend?

- Logistics and distribution personnel, contractors, managers with network planning, supply and transportation responsibilities
- Marketing managers and planners
- Supply, logistics and distribution analysts
- Major oil companies' personnel with strategic or operational roles
- Finance and performance measurement managers

# Registration form

To register, by post or fax, please complete this registration form in BLOCK CAPITALS and return it to the address below, together with payment of all fees.

Nick Wilkinson, EI Oil and Gas Training, Energy Institute, 61 New Cavendish Street, London W1G 7AR, UK  
 f: +44 (0)20 7255 1472

To register by email, please provide the same contact details (shown below), together with the relevant course details and send to: [nwilkinson@energyinst.org](mailto:nwilkinson@energyinst.org) To book online, visit: [www.energyinst.org](http://www.energyinst.org)

I am/my employer is a member of the EI and entitled to the EI member's rate. EI Membership Number: .....

Family name: ..... Mr/Mrs/Miss/Ms/Dr/Other: .....

Given name(s): ..... Name to be used on badge: .....

Job title or present position: .....

Company/Organisation: .....

Name and address against which an invoice should be raised: .....

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t: ..... f: .....

e: .....

Mailing address for joining instructions (if different to invoice address above): .....

.....

Please indicate if you have any particular dietary requirements: .....

I confirm that I have read and agree to the conditions of registration as specified in the General Information section.

Signature: ..... Date: .....

**Under UK Excise Regulations, delegates from all countries are required to pay VAT on any course taking place in the UK.**

Course Title: .....

Course date: ..... Cost of course: £ .....

Course Title: .....

Course date: ..... Cost of course: £ .....

Less 10% discount for each **subsequent** delegate from the **same** company attending the **same** course on the **same** date £ .....

TOTAL PAYMENT £ .....

The total amount may be paid by Sterling Cheque or Draft drawn on a bank in the UK.

I enclose my remittance, made payable to the Energy Institute, for: £ .....inc VAT

To pay by Credit or Charge Card, circle appropriate card name and give card details below:



Card No: \_ \_ \_ \_ / \_ \_ \_ \_ / \_ \_ \_ \_ / \_ \_ \_ \_ Start Date \_ \_ / \_ \_ Expiry Date \_ \_ / \_ \_

Please enter your 3-digit\* security code above. This will be deleted upon authorisation. \*4-digits for Amex users.

Credit/Charge card holder's name and address: .....

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Signature: ..... Date: .....

# General information

## Payment

Full payment must be received before a place can be guaranteed. Under UK Excise Regulations, delegates from all countries are required to pay VAT on any event taking place in the UK. Please note that VAT may be liable to amendment. All prices are correct at the time of going to press, but may be subject to change without prior notice.

## Acknowledgement of registration

Confirmation of registration and a VAT receipt will be sent to all delegates. Joining instructions will be sent out prior to the start date of the course. If you have not received your acknowledgement seven days prior to the start date of the course, please contact EI Oil and Gas Training at the Energy Institute to confirm your booking.

## Language and course materials

All presentations, course materials and supporting documentation will be presented in English.

## Cancellation

In the event of a delegate cancelling, a refund of the registration fee less a 20% administration charge will be made provided that notice is received in writing at least 28 days before the date of the course. No refunds will be paid after that date. However, course papers, as supplied to attendees, will be provided after the event.

## Substitution

If you are unable to attend, a substitute delegate may attend in your place, provided that EI Oil and Gas Training is notified in advance.

## Enquiries

EI Oil and Gas Training,  
Energy Institute, 61 New Cavendish Street,  
London W1G 7AR, UK  
t: +44 (0)20 7467 7100 f: +44 (0)20 7255 1472  
e: [nwilkinson@energyinst.org](mailto:nwilkinson@energyinst.org)  
[www.energyinst.org](http://www.energyinst.org)

## About the course provider

The Energy Institute (EI) is the leading professional body for the energy industries, representing almost 12,000 professionals both nationally and internationally.

A Royal Charter membership organisation, the Energy Institute serves society with independence, professionalism and a wealth of expertise in energy matters, creating a home for energy professionals and a scientific and technical reservoir for industry. It is licensed by the Engineering Council (UK) to offer Chartered, Incorporated and Engineering Technician status to engineers.

The Energy Institute (EI) cannot accept any liability for any loss, cost or expense suffered or incurred by

any person arising from reason of war, including threat of war, riots and civil strife, terrorism or threats thereof, natural disaster, weather, fire, flood, drought, technical, mechanical or electrical breakdown within any premises visited by delegates in connection with the course, non provision of services provided by hotel companies or transport operators, industrial disputes, governmental action, regulations, or technical problems which may affect the services provided in connection with the event. The right to exclude any delegate, guest or substitution and to reject any application for registration is reserved. The Institute reserves the right to make any changes to the courses as considered necessary.

## DATA PROTECTION ACT

The EI will hold your personal data on its computer database. This information may be accessed, retrieved and used by the EI and its associates for normal administrative purposes. If you are based outside the European Economic Area (the 'EEA'), information about you may be transferred outside the EEA. The EI may also periodically send you information on membership, training courses, events, conferences and publications in which you may be interested. If you do not wish to receive such information, please tick this box

The EI would also like to share your personal information with carefully selected third parties in order to provide you with information on other events and benefits that may be of interest to you. Your data may be managed by a third party in the capacity of a list processor only and the data owner will at all times be the EI. If you are happy for your details to be used in this way, please tick this box