

# Oil product trading & operations

4-8 November 2024 - Accra, Ghana

Major changes are sweeping across West Africa: exchange rate policy changes, subsidy withdrawal, specification changes and broader liberalisation. This course provides essential training to adapt to this new oil product trading environment. New opportunities are appearing – enhance your skillset to take advantage.

## The Course will cover:

- ◆ **New market dynamics**
  - Impact of Dangote refinery
  - Effect of new exchange rate regime
  - Rewiring of smuggled product
  - Introduction of new product specifications
- ◆ **Pricing in oil markets**
  - Benchmarks and differentials
  - Price makers and price takers
- ◆ **Trading oil**
  - Market participants
  - Oil contracts and clauses
  - Product quality
  - Deal negotiations
- ◆ **Refining industry**
  - Refining economics
- ◆ **The operations process**
  - Documentation
  - Role obligations and rights
  - Letter of credit
  - Letter of indemnity
  - Cargo inspection
  - Areas of contention
  - Breach
  - Dispute resolution
- ◆ **The shipping market**
  - Chartering
  - Freight costing and worldscale rates
  - Vessel vetting and nomination
  - AFRA rates and demurrage



## Who should attend?

- ◆ Downstream market newcomers
- ◆ Supply chain managers
- ◆ Importers & exporters of oil products
- ◆ Refiners
- ◆ Distribution companies
- ◆ Service station operators
- ◆ Government energy regulators

## Course consultant:

**Christopher Heilpern**  
Business and Training consultant

[Download further information on your trainer here](#)

To register : fill in the registration form and send it back to [info@citac.com](mailto:info@citac.com)  
For further information about this particular course:  
Tel: +44 (0) 207 343 0014 - Email: [info@citac.com](mailto:info@citac.com)

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Please fill in this registration form with your relevant details and send it to CITAC via email or fax. For any further information, please feel free to send an email to [info@citac.com](mailto:info@citac.com).

## Delegate Details

Surname: \_\_\_\_\_ (Mr/Mrs/Ms)  
First Name: \_\_\_\_\_  
Job Title: \_\_\_\_\_  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
E-mail: \_\_\_\_\_  
Tax ID: \_\_\_\_\_  
Telephone: \_\_\_\_\_ Mobile \_\_\_\_\_

## Payment Method

### Pay by Credit or Debit Card

If you wish to make payment via credit or debit card, please tick the option below. We will email a payment link to the email address you have provided above with a corresponding invoice.

Credit or Debit Card

### Pay by Bank Transfer

If you wish to pay via bank transfer, please tick the option below. We will then send an invoice with our full bank details to the email address you have provided above for you to complete.

Bank Transfer

## Payment & Cancellation Policy

Delegates must pay 30% of the course fee 30 days before the course commencement date to secure their place. The reservation payment can be made via credit card (personal or company) at no extra cost. The fee to attend a course must be paid in full before the commencement date of the course. Please pay this amount NET OF BANK CHARGES and local taxes. CITAC Africa Ltd. has the right to refuse an attendee entry if the course fee is not paid before the date of the course.

Cancellation or transfer requests must be made in writing (email, letter or fax) and reach CITAC 30 days before the course commencement date. A full refund less a £100 administration fee will then be given. Delegates who cancel less than 30 days before the course commencement date, or who do not attend, are liable to pay the full course fee and no refunds will be granted. There will not be any additional charges if a replacement delegate is nominated and the registration meets the above terms.

CITAC Africa Ltd. has the right to cancel a training course after acceptance of nominations. In this event any course fees paid will be reimbursed in full and CITAC Africa Ltd.'s liability will be limited to the value of the course fees paid.

I agree to the payment and cancellation policy. I have read [CITAC privacy policy](#)

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

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

### - General Information -

All course materials, refreshments and lunches will be provided. The course is non-residential. Assistance with hotel reservations and visas is available upon request.

Places on the course are limited and reserved on a 'first come, first served' basis. Please book early to avoid disappointment.

### - Course Details -

Venue:  
Accra, Ghana,

Duration:  
4-8 November 2024

Course Consultant:  
Chris Heilpern  
(Business Consultant)

Fees:  
**USD \$4,850 per candidate**  
Payable in advance

Course Materials Included  
Refreshments & Lunch

### - Registration -

Please return your registration form to us via one of the following options:

CITAC Africa Ltd.  
N1 Poultry  
London, EC2R 8EJ  
United Kingdom

Tel: +44 (0) 207 343 0014

Company registered number:  
7964011 (England & Wales)