

# Solving Oil Product Supply Chain Challenges

9-12 June 2025 - Accra, Ghana

**Intense competition and razor thin margins put supply chain efficiency at the core of a profitable supply and distribution business.**

**CITAC's course 'Solving Oil Product Supply Chain Challenges' introduces analytical methods for identifying areas for improvement as well as covering industry best practise.** During this 4 day course, participants cover topics such as risk assessment, optimal product sourcing, contractual technicalities, KPI analysis and more, with case studies included to contextualise the knowledge.

## Operating in Africa

The course will cover the dynamics of oil product trade flows both on the continent and globally focusing on:

- International & African market developments
- African oil product supply and demand
- Oil product supply infrastructure in Africa
- Key market players & strategies in Africa
- Overview of the most common supply chains

## Supply chain resilience

Ensuring quality, quantity, and timing is essential for running an optimised business – this requires rigorous planning and thorough scheduling. This part of the course will focus on:

- Balancing supply & demand
- Volume vs margin
- Demand planning
- Inventory optimisation
- Knowing your costs, capacity and capability
- Risk assessment
- Scheduling and replenishment planning
- Profitability analysis

## Sales and operations planning

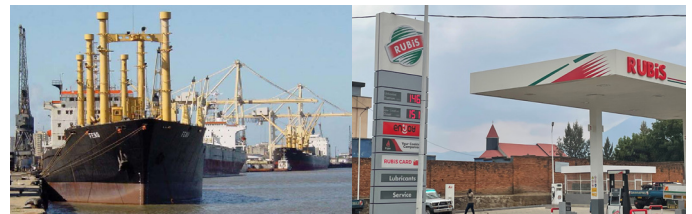
This part of the course drills down into the methods behind robust supply chain operations and centres on:

- Purpose & value
- Key process ingredients
- Ownership & stakeholders
- Key activities
- Design & work flow
- IT and information sharing
- Metrics & KPIs
- Linkage to business & strategic planning
- Roll up to global S&OP

## Supply planning

Participants will thoroughly cover manufacturing & transaction processes along with contractual terms:

- Product Sourcing
- Manufacturing
  - How each product is made
  - Key product specs & what influences them
  - Introduction to refinery margins
- Imports: pricing and freight
  - Price references, base quotes & value of premia/discounts
  - Pricing mechanisms
  - Introduction to world scale, premia & shipping freight



- Imports
  - Contractual terms
  - CIF, CFR, FOB, DET
  - Title risk
  - Demurrage
  - Quality & Quantity
- Optimal Sourcing

## Strategic impact

The course introduces methodologies that participants can take with them to apply in real world applications, such as:

- Supply chain SWOT
- Competitor analysis
- Customer value proposition
- Portfolio concept

## Case studies

Case studies are used as a basis for introducing final concepts and contextualising the topics covered

- Gap analysis
- Building a benefit case

## Who should attend?

- Downstream market newcomers
- Government energy regulators
- Supply Chain Managers
- Importers & exporters of oil products
- Refiners
- Distribution companies
- Finance industry professionals: investment bankers, lenders and project developers

## Course consultant:

**Bruce Hutchison**

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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## Registration Form

### 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.

#### 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.

### 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: \_\_\_\_\_

### - Registration -

Please return your registration to:

CITAC Africa Ltd.  
No 1 Poultry  
London EC2R 8EJ United Kingdom  
Tel: +44 (0) 207 343 0014  
Email: info@citac.com

Company registered number:  
7964011 (England & Wales)

### - Course Details -

Venue:  
Accra, Ghana  
Dates:  
9-12 June 2025

Course Consultant:  
Bruce Hutchison  
Business and Training Consultant

Fees:  
**USD \$3,950 per candidate**  
Payable in advance

### - 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.