

Solving Oil Product Supply Chain Challenges

23rd - 27th October 2023 - Cape Town, South Africa

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 5 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

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
 For further information about this particular course: Tel: +44 (0) 207 343 0014 - Email: 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.

CITAC Training Courses IMPORTANT COVID-19 information:

Cancellation and/or change:

- CITAC monitors international and local developments closely and will communicate with participants regularly.
- CITAC recommends to participants to have full travel insurance in case COVID-19 restrictions force CITAC to cancel. CITAC will not be responsible for travel costs and travel cancellation fees.
- If a participant has to cancel in case of COVID-19 restrictions, CITAC will keep the amount paid by the participant as credit for another course or will refund the amount paid if requested. Please contact : info@citac.com

Requirements for travel to South Africa:

Please check all Covid-19 related requirements for travel to and from South Africa.

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:
Cape Town, South Africa
Dates:
23 - 27 October 2023
Course Consultant:
Bruce Hutchison
Business and Training Consultant

Fees:
USD \$4,595 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.