

## Solving Oil Product Supply Chain Challenges

14<sup>th</sup> - 18<sup>th</sup> February 2022 - Accra, Ghana

This five day course will cover and discuss the following topics:

### ◆ Assessment of the Market

- International & African market developments
- A focus on African oil product supply & demand
- Oil market infrastructure in Africa
- Key market players & strategies in Africa
- Most common supply chains

### ◆ Supply Chain Strength

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

### ◆ Supply Planning - 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

### Course consultant:

**Bruce Hutchison**

Business and Training consultant

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



### ◆ Sales and Operations Planning

- 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

### ◆ Strategic Impact

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

### ◆ Case Study/Simulation

- 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

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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](mailto:info@citac.com)

##### Requirements for travel to Ghana:

Official information regarding Covid-19 air travel requirements can be found on the [Ghana Civil Aviation](#). On 21 April 2021 the Government of Ghana introduced the mandatory digitisation of all COVID-19 tests for international air travel, with the implementation of the Trusted Travel scheme. [Please check the requirements.](#)

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.  
WeWork - No 1 Poultry  
London EC2R 8EJ United Kingdom  
Tel: +44 (0) 207 343 0014  
Email: [info@citac.com](mailto:info@citac.com)

Company registered number:  
7964011 (England & Wales)

#### - Course Details -

Venue:  
Accra, Ghana  
Duration:  
14 - 18 February 2022  
Course Consultant:  
Bruce Hutchison  
Business and Training Consultant

Fees:  
**USD \$4,850 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.