

**Crude Oil and Refined Products
Shipping Operations and Introduction
to Trading**

**1, 2 or 3 Days Mix and Match Course
11th, 12th and 13th November 2009
Geneva**



**Consilience Energy Advisory
Group Limited
&
Thomson Reuters**



CEAG is a specialist consultancy with in-depth knowledge of all aspects of global energy markets and trading. Founded in 1999, it is 100% owned by its founding partners and its team of consultants enjoy vast experience of all aspects of the energy industry. Its scope of practice covers:

- Trading practices and trading policy formation;
- Litigation support;
- Education and training; and,
- Articles and publications.

Clients include oil majors, independent E&P companies, utilities, trading market authorities, financial institutions and energy trading companies. Based in London, it also works extensively with businesses in Europe, Africa, USA and the Far East, reflecting the global nature of the energy industry. See www.ceag.org.

Training Courses are offered across all areas of the company's operations. These courses can be run both on a "be-spoke" basis for individual customers and on an "Available to Market" basis, such as this one.

This course follows the successful running of a similar course over 2 days at the same location in January of this year. It has now been expanded to 3 days to include petroleum products. The course is split in to 2 distinct parts. Day 1 covers shipping operations. Days 2 and 3 cover crude oil and products trading. Day 1 will provide useful background for Days 2 and 3 and delegates are encouraged to attend all 3 days, but delegates may attend either just Day 1 or just Days 2 and 3 depending on their needs.

Learn with the Thomson Reuters Markets Academy

Thomson Reuters is sponsor to this CEAG course. Discover new ways to learn with the Thomson Reuters Markets Academy. Take advantage of the latest face-to-face and online learning options to get the best from your Thomson Reuters Service.

Workshop Training: Start with our introductory courses to build confidence in the core product functionality of your Thomson Reuters product.

Certification Program: The Thomson Reuters Markets Academy Certification Program offers our customers, and specific partners, the opportunity to participate in a series of introductory courses and allows them to take part in the exam to be Thomson Reuters certified.

eTraining: With our instructor led 30-minute online sessions you can learn without leaving your desk.

Simply go to <http://www.reuters.com/academy> and select your country to find the course catalogue with the latest schedule and the online booking facility to reserve your place. Or get in touch with us directly and write us a mail to reuters.academy.contact@reuters.com or phone 0800 7388 3775.

The Course will be led by **Liz Bossley, Nigel Harris and Catherine Jago**. Specialist guest speakers may also be included.

Liz is CEO of CEAG and has a 30-year career in international energy markets, spanning trading and marketing, management of marketing departments and extensive experience of negotiating transportation, lifting and joint venture agreements. Her theatres of experience include the UK, Norwegian, Danish and Dutch sectors of the North Sea, Africa, the Gulf of



Mexico, the Mediterranean market and the Far East. She began her career at the British National Oil Corporation trading state participation, royalty and equity oil on behalf of the British Government. After a brief spell in the City of London as an oil analyst, she joined Enterprise Oil plc as Head of Marketing, where she was responsible for selling the group's crude oil and related products, amounting to 10% of total UK North Sea production. She is the principal author of "The Hole in the Barrel", "Trading Natural Gas in the UK", "Bossley's Guide to Energy Conversions", "BFO: The Future Market", "Project Finance Using the Forward Oil Curve", "Climate Change and Emissions Trading: What Every Business Needs to Know" and "Emissions Trading and the City of London".

Nigel is a senior associate with CEAG and has nearly 35 years of oil trading and broking experience. An economist by training, he has worked in supply, trading and refining for BP and as a crude oil broker, for 3 different companies - First National Oil Consultants, Amerex Petroleum and Tullett Prebon. This has given him an unparalleled list of industry contacts and friends. He has witnessed first hand the gradual commoditization of the oil market and was one of the first brokers to become involved in the dated to paper 'CFD' market. With vast execution experience Nigel is able to advise clients on the working of the derivatives market and to assist their entry into and ongoing participation in the market. His most recent activities have seen him assist independent E & P Companies bring new crude oils to the Market.

Catherine is a senior associate with CEAG. During her 27 years of oil industry experience she has worked for a major oil company in price forecasting and refinery operations, as a price reporter, a broker, a trader, a management consultant, a lecturer and as an oil expert witness, all primarily but not exclusively in the oil products market. She is a director of Ciren Energy Limited, a small oil trading company which also offers advisory services to other companies on oil trading, price risk management, strategy, organisation and performance improvement. She specialises in expert witness work in oil products and shipping litigation, working closely with lawyers to resolve disputes arising from issues such as contract discrepancies, off specification material, shipping delays and oil and shipping standard industry practice. She therefore brings a wealth of hands-on experience to this course.

DAY ONE 11th November 2009

Crude Oil and Refined Products Shipping Operations

The course will provide an in-depth understanding of shipping operations, nomination procedures, cargo documentation and demurrage. It will explain the structure of contracts and the content of industry standard general terms and conditions of trade, including the use of letters of credit to guarantee payment. It will demonstrate how shipping operators and traders can work together to achieve the best results.

DAYS TWO and THREE 12th and 13th November 2009

Introduction to Crude Oil and Refined Products Trading

The course will provide a unique, practical and comprehensive analysis of the world of the oil trader. It details trading techniques and contracts and examines the oil price formation process. The course explains trader jargon, itemizes the trading instruments and contracts encountered in the market place for trading physical from onshore terminals, from offshore terminals and on dedicated tankers. It demonstrates

the use of the forward, futures and derivatives markets to hedge the physical oil price and lock in a refining margin. It analyses the different types of basis risk encountered in the market.

Who Can Benefit from Attending the Course?

Day One is designed to assist new members of staff to climb the operations learning curve. It will provide a sound appreciation of what motivates traders and how operators can work with traders to achieve the best overall results for your company.

Who Can Benefit from Attending the Course?

Day Two is an ideal introduction to oil trading for new traders and for shipping operators. For trading managers it is a useful refresher, a helpful support for training new staff and an invaluable aid for briefing colleagues from other disciplines. For senior managers, lawyers, finance personnel and auditors it lifts the lid on the activities of oil trading departments.



Day 1: Crude Oil and Refined Products Shipping Operations: Course Content

	09.00 – 09.30	Coffee and Registration
Section I	09.30 – 10.00	International Oil Supply and Demand Overview
Section II	10.00 – 11.00	Contract Generation. What needs to be agreed when doing a deal and producing a contract. Comparison of different GTCs from around the world.
	11.00 – 11.20	Break
Section III	11.20 – 12.15	Key contract clauses for operations. Price and payment procedures, delivery, shipping issues, cargo inspection, inspector's duties.
Section IV	12.15 – 13.00	Shipping documentation and nomination procedures. Operational tolerance management, quality specifications, ETA, EVA and EDP, co-loads, the questionable role of B/Ls, certificates of quantity/quality/origin, terminal timesheets and the distribution of documents.
	13.00 – 14.00	Lunch
Section V	14.00 – 14.40	Freight and demurrage. Ship sizes, Incoterms, charter parties, voyage/time charters, the role of Worldscale, laytime and demurrage calculation.
Section VI	14.40 – 15.10	Credit terms. Credit lines/exposure/monitoring. Open credit, parent company guarantees, letters of credit, letters of indemnity.
	15.10 – 15.30	Break
Section VII	15.30 – 16.00	Special issues for equity producers. Production sharing, lifting agreements
Section VIII	16.00 – 16.30	Special issues for products. Quality Specifications.
	16.30 - 17.00	Question time and homework



Day 2: Introduction to Crude Oil and Refined Products Trading, Part 1: Course Content

	09.00 – 09.30	Coffee, Registration and Homework Answers
Section I	0930 – 10.10	Introduction to Refining
Section II	10.10 – 10.50	Key Product Streams
	10.50 – 11.10	Break
Section III	11.10 – 11.50	Product Blending
Section IV	11.50 – 12.25	Price Formation. The different elements of price
Section V	12.25 – 13.00	Marker grades and crude oil forward markets. 21 day BFOE
	1300 – 1400	Lunch
Section VI	1400 – 15.00	Case Study relating to product streams, product blending and product forward markets
Section VII	15.00 – 15.40	Futures Market. The contracts, the bid/offer spread, EFPs, expiry, open outcry, screen trading. Margining and platforms for clearing.
	15.40 – 16.00	Break
Section VIII	16.00 – 16.45	Price Assessments and what they mean. Platts, Petroleum Argus, LOR, Reuters, Exchanges (ICE)
	16.45-17.00	Question Time and Homework



Day 3: Introduction to Crude Oil and Refined Products Trading, Part 2: Course Content

	09.00 – 09.30	Coffee and Homework Answers
Section I	09.30 – 10.30	Swaps. Fixed/Floating legs. The most liquid crude/products swaps and their use.
Section II	10.30 – 11.10	CFDs. Individual cargo hedging.
	11.10 – 11.30	Break
Section III	11.30 – 12.30	CFD Case study.
Section IV	12.30 – 13.00	Freight. Worldscale, benchmark voyages, FFAs and Imarex.
	13.00-14.00	Lunch
Section VI	14.00 – 15.15	Options. Puts, calls, strike price and option premium. Case study.
	15.15 – 15.45	Break
Section VII	15.45 – 16.15	Changing Legislation and the impact on refining and trading. Alternative Fuels.
Section VIII	16.15 - 17.00	Concluding Case Study. Locking in a refining margin
	17.00	Question Time

While every effort will be made to maintain this programme, CEAG reserves the right to make amendments and substitutions in the event of unforeseen circumstances.

TO BOOK ONLINE VISIT: <http://www.ceag-store.co.uk/products.asp?cat=9>

Price:

£2,200 + VAT (Three days)

£1750 + VAT (for days 2 and 3 only)

£750 + VAT (for day 1 only)

10% DISCOUNT FOR MULTIPLE BOOKINGS

Venue

Thomson Reuters SA
Route de Thonon 153
1245 Collonge-Bellerive
Geneva
Switzerland



Cancellation Policy

In the event of cancellation after 23rd October 2009, delegates will be offered the choice of a place on a subsequent CEAG run course or a 50% refund.



Booking Form: Shipping Operations and Introduction to Trading 11th, 12th and 13th November 2009 Alternatively Book online at http://www.ceag-store.co.uk/products.asp?cat=9					
Order	TITLE	Dates (Please specify)	No. of Delegates	PRICE (£)	AMOUNT (£)
Oil Course	3 Days - Operations and Trading	11 th , 12 th & 13 th Nov		750	
Oil Course	2 Days - Trading	12 th & 13 th Nov		1750	
Oil Course	1 Day - Operations	11 th Nov		2200	
10% Discount (Multiple bookings)					
VAT @15.0%					
TOTAL PRICE					

Your Full Postal Address:.....

Contact Name in Your Company.....

I undertake to pay the amount of plus VAT (if applicable) within 14 days of receipt of CEAG Ltd invoice.

Your Signature.....

Post Booking Form to: Sarena Steeds, CEAG Ltd, 311 East Block County Hall, Forum Magnum Square, London SE1 7GN, United Kingdom.44 (0) 20 7401 3838 Or e-mail: sarenasteeds@ceag.org Or Tel: +44 (0) 20 7928 1222 or +44 (0) 20 7928 3111 Or book online at: <http://www.ceag-store.co.uk/products.asp?cat=9>