INTERNATIONAL OIL SUPPLY, TRANSPORTATION, REFINING & TRADE



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TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
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Introduction

Crude oil leaves the wellhead as a commodity with no fixed price, no guaranteed destination, and a value that changes with every grade, freight rate, and refinery configuration. Between production and the pump sit supply contracts, tanker charters, pipeline nominations, refinery economics, and trading desks that price risk by the hour. This International Oil Supply, Transportation, Refining & Trade Training Course gives oil and gas professionals a complete working method for that chain. Participants learn crude and product markets, pricing and benchmarks, supply and offtake contracts, marine and pipeline transport, refining economics, and trading and risk management. Furthermore, the course connects physical operations to commercial outcomes.

International Oil Supply, Transportation, Refining & Trade Course Objectives

- Interpret crude assay data, product yields, and quality specifications.
- Apply pricing benchmarks: Brent, WTI, Dubai, and differentials.
- Structure supply, offtake, and term contracts with correct pricing clauses.
- Plan crude and product transport by tanker, pipeline, and rail.
- Apply Incoterms and chartering basics to oil cargo movements.
- Evaluate refining economics with gross product worth and netbacks.
- Manage blending, quality give-away, and specification compliance.
- Apply hedging tools: futures, swaps, and options to price exposure.
- Manage counterparty, credit, and operational risk in oil trade.
- Measure performance with margin, freight cost, and inventory days.

Course Methodology

- Facilitated sessions built on real cargo documents, contracts, and refinery data.

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- Case workshops on pricing disputes, quality claims, and cargo delays.
- Netback and refining margin calculation exercises with live price data.
- Contract and charter party review labs for oil cargoes.
- Group exercise on a supply and trading plan with risk exposure mapping.

Who Should Take This Course

- Oil supply, trading, and scheduling professionals.
- Refinery planning and economics analysts.
- Crude and product logistics coordinators.
- Supply chain and procurement staff in oil companies.
- Shipping, chartering, and cargo operations officers.
- Finance, risk, and audit staff covering oil trade.

International Oil Supply, Transportation, Refining & Trade Course Outlines

Day 1: Oil Markets, Grades, and Pricing

- Crude oil formation, grades, and key quality parameters.
- Crude assay interpretation: API gravity, sulphur, and yield profiles.
- Refined products and their specification standards.
- Benchmarks: Brent, WTI, Dubai, and regional markers.
- Pricing formulas, differentials, and assessment agencies.
- Spot, term, and formula pricing structures.
- Market participants: producers, traders, refiners, and end users.

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Day 2: Supply Contracts and Commercial Terms

- Term supply, offtake, and spot deal structures.
- Pricing clauses, indexation, and price review mechanisms.
- Quantity, tolerance, and delivery scheduling terms.
- Quality specification clauses and rejection rights.
- Demurrage, laytime, and nomination procedures.
- Payment security, letters of credit, and credit limits.
- Force majeure, destination restrictions, and sanctions clauses.

Day 3: Transportation and Logistics

- Tanker types: VLCC, Suezmax, Aframax, and product carriers.
- Chartering basics for oil cargoes and freight rate drivers.
- Incoterms applied to oil and product movements.
- Pipelines, nominations, and batch scheduling.
- Terminal operations, storage, and tank farm management.
- Blending in tank and quality give-away control.
- Cargo documentation: bill of lading, certificate of quality and quantity.

Day 4: Refining Economics and Product Placement

- Refinery configuration types and complexity.
- Gross product worth and refining margin calculation.
- Netback calculation from market price to wellhead.
- Crude selection and optimisation economics.
- Product placement, export markets, and arbitrage.

- Inventory management and working capital in oil.
- Refinery shutdown, turnaround, and supply continuity.

Day 5: Trading, Risk, and Performance

- Price risk: flat price, basis, and time spread exposure.
- Hedging instruments: futures, swaps, and options.
- Counterparty, credit, and operational risk management.
- Trading controls, delegation of authority, and compliance.
- Freight and currency risk in international oil trade.
- KPIs: margin, freight cost per barrel, and inventory days.
- Building an integrated supply and trading improvement roadmap.

Conclusion

By successfully completing the International Oil Supply, Transportation, Refining & Trade Training Course, participants will have acquired a thorough working knowledge of crude and product markets, benchmark pricing and differentials, supply and offtake contract structures, marine and pipeline transport with chartering basics, refining economics with netback and margin calculation, hedging instruments, trading risk controls, and supply performance measurement. They will leave able to price, move, and place oil with clearer commercial judgement and controlled exposure. Gentex Training Center delivers this programme with oil supply, refining, and trading practitioners working in live markets.

FAQs for the International Oil Supply, Transportation, Refining & Trade course

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Q1 What is the "International Oil Supply, Transportation, Refining & Trade" course about?

It is a five-day programme on moving crude and products from production to market profitably. It covers oil markets and grades, benchmark pricing, supply and offtake contracts, tanker and pipeline transport, refining economics, hedging and risk management, and trade performance measurement.

Q2 What are the key benefits of the "International Oil Supply, Transportation, Refining & Trade" course?

Participants price and structure deals with clearer commercial logic, identify where margin is lost between wellhead and market through netback analysis, and control price and counterparty exposure with the right instruments and limits. They also reduce quality claims and demurrage disputes through better contract and cargo handling practice.

Q3 What skills will I gain from the "International Oil Supply, Transportation, Refining & Trade" course?

You will gain crude and product market and pricing analysis, supply and offtake contract structuring, oil transportation and cargo operations management, and refining economics, hedging, and trade risk management.

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Q4 What tools, methods, or standards are covered in the "International Oil Supply, Transportation, Refining & Trade" course?

The course works with crude assay interpretation covering API gravity, sulphur content and yield profiles, product specification standards, the pricing benchmarks Brent, WTI and Dubai with regional markers and differentials, price assessment agency practice, spot, term and formula pricing structures, term supply and offtake contract clauses, price review mechanisms and tolerance terms, quality specification clauses and rejection rights, laytime, demurrage and nomination procedures, letters of credit and credit limit setting, tanker classes including VLCC, Suezmax, Aframax and product carriers, chartering and freight rate drivers, Incoterms applied to oil cargoes, pipeline nomination and batch scheduling, terminal and tank farm operations, in-tank blending and quality give-away control, cargo documentation including bills of lading and certificates of quality and quantity, refinery configuration and complexity analysis, gross product worth and refining margin calculation, netback calculation, crude selection economics, product placement and arbitrage analysis, inventory and working capital management, hedging instruments covering futures, swaps and options, delegation of authority and trading controls, and KPIs covering margin, freight cost per barrel and inventory days.

Q5 How is the "International Oil Supply, Transportation, Refining & Trade" course applied in real-world practice?

Teams apply it when pricing a term crude supply contract, evaluating a cargo's netback to the wellhead, choosing between pipeline and tanker for an export movement, reviewing refining margin after a crude slate change, hedging a flat price exposure, and investigating a quality claim on a delivered cargo.