

Registration and Further Information

PERSONAL DETAILS

Please print clearly or attach business card:

1) **Name** _____
 Position: _____
 Email: _____

2) **Name** _____
 Position: _____
 Email: _____

3) **Name:** _____
 Position: _____
 Email: _____

Company: _____
 Department: _____
 Address _____
 Postcode: _____ Country: _____
 Tel: _____ Fax : _____
 Nature of Business _____
 Company Size: 1-9 10-24 25-49 50-99
 100-249 250-499 500-999 1000+

SPONSOR

We wish to register this delegate for the course indicated above. We undertake to pay for the period of the program (please print clearly)

Name: _____
 Position: _____
 Signature: _____ Date: _____

TRAINING COURSE

Fundamental Crude Oil & Petroleum Price Mechanism

August 20-24, 2017

In order to guarantee a place on the course delegates are kindly requested to register at least 4 weeks in advance

METHOD OF PAYMENT

1. Please find enclosed a cheque for US\$ _____ made payable to **Advance Studies and Training Centre**

2. Transfer : Commercial Bank of Dubai
Branch: Mankhool Street | **Account Number** 1000125334
Routing Number: 502320103 | **Swift Code:** CBD – UAE. AD

3. Please invoice my institution.
 An invoice will be sent to the mentioned institution on receipt of registration form. Please fill out the sponsor's details below.

CREDIT CARD:
 Please Charge my : (Card Type)
 Master Card Visa Card Others _____

Card Holder Name _____
 Card Number _____
 Expiry Date _____ Security Code No. _____
 Amount to be Charge _____
 Tel. _____ Mob. _____
 Card Holder Signature: _____ Date: _____

SAVE MONEY! DISCOUNTS AND PROMOTIONS!

Register one month in advance and received up 10% discount.

Group of 3 more delegates from the same organization receive a 10% discount

OR

FREE Attendance for 5th delegate from the same organization

REGISTRATION COURSE FEES

Terminal Operations

- **US\$ 3,450 per delegate**

I would like information on holding this program in house

We can bring this course in house directly to your workplace!
Customized Training Programs
 The in-house training of Advanced Studies and Training Center
 Tel: +971 4 221 1141; Email: info@astcdubai.com

DISCLAIMER
 ASTC reserves the right to change or cancel any part of its published programs or teaching facility due to unforeseen circumstances

HOTEL BOOKING
 If you required assistance with booking accommodation for one of our courses, please contact our staff on the following numbers:
Tel: +971 – 4 – 2211141, Fax: +971 – 4 – 2211848; Or email us on: info@astcdubai.com

TRAINING REGISTRATION DETAILS

TERM & CONDITIONS:

1. Fees Include all the tuition, full course documentation, lunches and refreshments for the duration of the program.
2. Incidental expenses: ASTC in NOT responsible for covering airfare or other travel costs incurred by delegates. Delegates will be responsible for their own accommodations.
3. PLEASE NOTE that ASTC reserves the right to refuse admission to the training if proof of payment has not been received prior to the start of the program.
4. An invoice will be sent upon receipt of the registration form. Payment must be received in full 2 weeks prior to the course start
5. **CANCELLATION POLICY**
 - a) A full refund less on administration fee of US\$ 100 will be given for cancellation requests received up to 45 working days prior the event. Cancellation must be made in writing (letter or fax) and reach this office before the 45 days deadline.
 - b) Delegates who cancel than 45 working days before the event, or who don't attend are liable to pay the full course fee and no refunds can be given. However, if you wish to attend the next course, and you have paid your course fee in full, you will only be invoiced for 25% of that course fee. Please note that the next course must take place within the next 6 months of the initial application. Of course, a replacement is always welcome.

I understand and accept the booking Term & Conditions

Signature _____ Date _____

TERMINAL OPERATIONS



Date : August 20 - 24, 2017

Venue : Dubai, UAE

Training Director : Chandrasekhar Rallapalli

Course Objective

Whether new entrants to the oil maritime business or for individual professional development, this course develops knowledge and skills to enhance personal effectiveness and boost career progression. The course addresses key areas of necessary business management skills, including:

- Understanding the maritime supply chain
- Understanding terminal types, configuration and operations
- Managing the terminal business
- Managing HSSE in the terminal operating environment
- Managing terminal operations
- Leading people effectively
- Appreciating terminal economics

DISCOUNTS!

Register one month in advance and received up **10% Discount**

Group of 3 or more Delegates from the same organization received a **10% Discount.**

or

Free attendance for 5th delegate from the same organization

* * *

Training For Success

5 EASY WAYS TO REGISTER AND OBTAIN FURTHER INFORMATION

MEET YOUR TRAINING DIRECTOR:

Chandra is a Chemical Engineer, has worked with one of the world's largest integrated Oil refining company, a Fortune Global 500 Company in India, engaged in Exploration & Production of Oil & Gas, Supply & Trading, Refining & Marketing, in multiple roles spanning across Energy value chain and also worked as Principal Consultant in Energy Trading & Risk Management (ETRM) Practice in Infosys Technologies Ltd.

Highlights:

- R. CHANDRASEKHAR**
- He is a certified International Oil trader with hands-on experience in Trading business.
 - Was responsible for complete import operations of over 650,000 barrels per day of feedstock for Jamnagar Refinery, World's largest refining complex. Worked in the Crude Procurement team in the trading arm handling different portfolios including Physical Trading, Supply Operations and Scheduling etc. His previous roles within the group involved contract implementation, commercial tanker operations, inventory management, cargo scheduling and freight optimization.
 - Business Analyst for design and development of Market Risk solution for calculating Value at Risk (VaR) for an integrated Energy Major in North America.
 - His other expertise include blue-printing and Detailed functional design of integrated Information System for an integrated Refinery & Petrochemical complex. Has varied and rich experience in manufacturing, Trading & Risk Management providing expert engineering and consulting services to Oil & Gas Industry.
 - His other functions include Quality and quantity assessment of Crude Oil including Hydrocarbon Accounting and Loss Control, VLCC Tanker Scheduling, Operations, SPM / Jetty Scheduling, Freight Optimization and Charter Party implementation
 - He has worked on a suite of applications like CommodityXL of Triple point serving entire energy trading cycle starting from deal entry, risk Management, contract administration, operations & logistics management to exposure & MTM calculations, invoicing and settlement.
 - Has published papers in international journals like Oil & Gas Finance Journal. Enriched professional work experience at global locations including United States, Europe, Middle-east and Asia Pacific countries.

Academics:

Bachelor of Technology in Chemical Engg, PG Diploma in Business Management, Diploma in Psychology

Would you like to request this course in house?

Customized Training Programs

The in-house training of Advanced Studies and Training Center

Tel: +971 4 221 1141, Email: info@astcdubai.com

LEARNING OUTCOMES:

- Learn the standard procedures for the handling, loading and discharging of bulk liquids
- Understand international guidelines and regulations concerning tankers and terminals including physical properties and types of cargoes
- Improve the operational efficiency for oil storage and transport
- Become aware of Quality & Quantity risk & loss and learn prevention techniques
- Improve compliance, safety and environmental performances

UPCOMING OIL & GAS TRAININGS (Please enquire for Schedule Date)

- Fundamental of Crude Oil and Petroleum Price Mechanism
- Oil Trader Development Workshop
- Fundamentals of the Oil and Gas Industry
- Economic Aspect s of Production Sharing Contracts
- Petroleum Finance and Accounting Principles
- Petroleum Economics
- Fundamentals of Petrochemicals
- Fundamentals of Reservoir Engineering
- Crude Oil and Petroleum Price Mechanism
- Petroleum Project Economics and Risk Management
- Introduction to Oil and Gas Production Technology

COURSE OUTLINE

- **Introduction to international Trade & Logistics**
 - International Supply Chain & logistics
 - Global Fundamentals- Energy
 - Changing Dynamics
- **Terminal Management**
 - Terminal infrastructure, configuration and equipment
 - Terminal operating systems
 - Major terminal operators
 - Maintenance Organisation & Asset Integrity Management
 - Economics of port and terminal operations
 - Training & Development
 - Maintenance Organisation & Asset Integrity Management
 - Procurement & Contracts Management
 - Store/Warehouse Management
 - Budgeting, revenue and cost analysis
- **Quantification of Cargo**
 - Stock Accounting
 - Understanding of Cargo quantity calculation
 - Importance of pre-inspection
 - Ship and Shore volume calculations
 - Vessel Experience Calculations
 - Principles of custody Transfer
- **Documentation**
 - Pre-arrival Documentation
 - Voyage Instructions/ Doc instructions
 - Cargo documentation- Bill of lading, Q & Q certificates, cargo manifest etc
 - Ship Vetting

- **Health & Safety**
 - Safety Checklists
 - Understanding the Terminal's HSE Management System
 - Ship Shore Interface/Emergency Shut Down Systems.
 - Understanding ISPS Code requirements
 - Understanding security systems and requirements
 - Emergency response & Disaster Management
- **Demurrage, Claims & Laytime Issues**
 - Charter Party terms
 - Basics of Demurrage and implications of jetty operations
 - Calculation of Demurrage
 - Discrepancies in quantity assessment
 - Sample collection and mitigation of claims
 - Documentation for Demurrage and other non-cargo claims
- **LNG Shipping**
 - Introduction to LNG shipping and Storage.
 - LNG ship and Shore Tanks Specifics
 - Tanks design principles and standard designs
 - Loading procedures and critical operations.
 - Discharging procedure

ATTENDEES:

Supply Chain - Personnel involved in crude oil and products transshipment, chartering, shipping, finance-quantity measurement and accounting, cargo operations, planning, scheduling, etc

Logistics - Ship-brokers, traders, shipping agents, claims staff, loading masters, cargo inspectors, surveyors, demurrage departments, marine insurers, charterers, ship-owners: biofuel, gas, LPG, crude oil, oil products, and chemical or mineral resources enterprises.

Administrative and Non-Operational office staff who lack 'on hand' practical Experience.

Oil & Gas Industry - Management who have to formulate and take charge of acceptance policy and practice

5 EASY WAYS TO REGISTER & OBTAIN FURTHER INFORMATION

1 TEL : +971 4 221 1141

2 FAX : +971 4 221 1848

3 P. O .Box : 6878

4 Website : www.astcdubai.com

5 Email : info@astcdubai.com