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Centre for
Management
Technology®
Into our 24th year

Petroleum Quality Briefing

Oil Sampling & Determinability

14 August 2007 ■ Marina Mandarin Singapore

WHO SHOULD ATTEND

- Crude oil, Feedstock, Refined Product Operations Managers
- Energy Risk Management Team
- Technical Service Superintendent
- Light Distillates Department Executives
- Head Distillates Department Executives
- International Trading & Chartering Managers
- Cargo Assurance Managers
- Trading and Supply Managers
- Strategic Team Procurement Manager
- Supply & Logistics, Tanker & Coordination Team

Industry Course Leader With Extensive Experience

Richard Taylor, SGS

He graduated from Victoria University of Manchester, UK with a degree in Chemistry.

He is responsible for all aspects of Technical governance for the SGS group in Asia Pacific, including the maintenance of quality and associated technical and ethical standards in all SGS facilities, development of new projects and group technical training in the region.

He is currently Business Development Manager for SGS Oil, Gas & Chemicals Asia Pacific - Technical Governance / Projects / Health and Safety.

As fuels become ever more complex, supply chains more fragmented and new components such as biofuels enter the supply chain, testing of fuel batches for conformance with specification can only grow in importance. Whilst the acquisition of knowledge about specifications, test methods and similar is necessary, two underlying and rather old subjects remain poorly understood in many ways, and yet are of fundamental importance in many contracts, disputes and negotiations. These two foundation issues are sampling and determinability.

In the workshop you will receive grounding on petroleum sampling and its significance for quality. Many claims and disputes have arisen because parties involved did not specify sample types or did not separate samples. Hear how proper sampling, measurement and testing will help avoid and prevent claims, maintain your competitiveness and company's reputation.

From common misconceptions to the underlying principles and standard methods, the workshop focuses on practical applications whilst highlighting recent and current developments in an interactive setting. Methods of sampling, measurement and testing of petroleum products are explained and demonstrated. How quality is maintained throughout the distribution system is also emphasized.

Clarify your doubts and concerns from framing the contract to issues on drawing samples and getting it tested. Always ask for more samples is a useful mantra you will learn. Your investment in the workshop will be worth the competency and knowledge achieved.

Sampling & Determinability

“Avoiding and Minimising Claims”

CMT with SGS are pleased to announce “Sampling & Determinability” as the first in the series of the Petroleum Quality Briefings for participants within the Oil and Gas Industry.

- An overview of the issues as they stand today
 - What standards exist
 - What can be done above and beyond that which is contained in the standards
 - Where standards are weak, obsolete or absent
- A review of the applicability of core standards, methodologies and terminology
- A list of “common misconceptions”
 - About the standards
 - About exceptions, special cases and non-routine method adaptation
 - About the practical use of methods.
- Standards examined will be those from ISO, ASTM, API, EI/IP and similar bodies
- On sampling
 - Underlying principles and a few statistics
 - Standard methods – list and overview
 - Where “special” samples are always required
 - Sample handling
 - Sample marking
 - How long do samples last
- On determinability
 - What are determinability, Reproducibility and repeatability
 - How can the three numbers: D, R and r be used (and how they cannot be used!)
 - D, R and r and specifications – limits and common sense
 - When is a test critical and when isn't it critical
 - Disputes, D, R and r

1st in a series of Petroleum Quality Briefings. For your Corporate Risk Management Strategy.

Other briefings include.

- Water testing in crude and fuel oil
- Naphtha Testing
- Gasoline Testing
- Fuel Oil Testing
- Gas Oil Testing
- Aviation Fuel Testing
 - New regulations & its impact
- Shipping Measurement

Contact nadia@cmtsp.com.sg for more information

CMT into our 24th year is a global conference organizer HQ in Singapore. CMT's dedicated team works closely with market leaders to analyze the latest industry trends and provide information supporting your decision making. Our annual 60 events encircle the globe from Asia Pacific to the Middle East to New Europe/Russia and Latin America.

COURSE TIMINGS

Registration : 9:30 am
 Course Starts : 10:00 am
 Lunch : 12:45 – 13:15 pm
 Course Ends : 15:30 - 16:00 pm
 This Compact 5 hours briefings are designed to meet traders' and operations' tight market schedule

CERTIFICATE OF COMPLETION

A Certificate of Completion will be awarded upon successful completion of each course. This serves as evidence of your personal and professional commitment to your career.

TO REGISTER

Online: www.cmtevents.com
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 Singapore 449269

REGISTRATION

Oil Sampling & Determinability

Name	_____
Position	_____
Email	_____
Name	_____
Position	_____
Email	_____
Tel	_____
Fax	_____

Company	_____
Address	_____
City/Postcode	_____
Country	_____
Approving Manager's Name	_____
Position	_____
E-mail	_____

TELEGRAPHIC TRANSFER

Account Name: **Centre for Management Technology**
 A/C No: **151 - 000585 - 001**
 Bank: HSBC Singapore
 Branch: Marine Parade, Singapore
 Swift Code: HSBC SGSG
TT must include additional SGD20 for Beneficiary's Bank charges. Delegates must bear all bank charges and local taxes (if applicable). Fees must be NETT of ALL charges.

Fees: The full Registration Fee is **SGD995** per person. The fee includes cost of all sessions, luncheon, coffee/tea & documentation.

Cancellations, Refunds & Transfers: A full refund will be promptly made for all written cancellations 3 weeks before the meeting. Thereafter, cancellations are not refundable. A substitute may be made at any time.

Photocopy Registration Form to Preserve Brochure Copy. Aug 2007

Update your details at www.cmtevents.com

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