



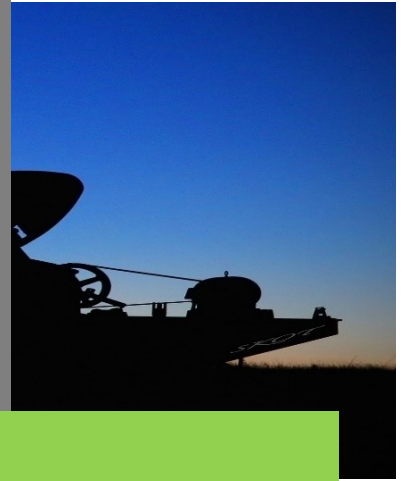
Production Flexibility Crude Oil Selection Course

Online Course

Comprehensive 3-Day Training Course

13-JUN-18

Production flexibility – Crude Oil Selection Course Course Info Page



ABOUT THE COURSE

The course is focused on the crude oil selection process and its impact on refinery processing and the quality of finished products. It provides practical guidance on the building, interpretation and significance of the crude basket, crude oil assay generation and interpretation, yields, economics, crude blending, compatibility, stability, environmental impact and post-evaluation process. Additionally, the course gives the perspective of how crude oil quality impacts the refinery assets and refining processes. Case studies are used to illustrate the importance of each aspect of the crude selection process.

COURSE OBJECTIVE

Understanding the importance and complexity of the crude oil selection process and its impact on the quality of finished products, refining assets and processing.

WHO SHOULD ATTEND

- Refinery unit managers
- Refinery technical personnel
- Planning and scheduling specialists
- Trading and blending specialists
- Crude trading specialists
- Laboratory supervisors and technical personnel
- Sales, marketing and product trading specialists
- Professionals looking for business benefits from managing the crude selection process.

OUTCOME OF THE COURSE (RETURN OF INVESTMENT)

Upon completion of the course, you will improve the production flexibility of your organisation by:

- Understanding the complexity and the impact of a crude selection process
- Ability to build the crude basket
- Ability to generate and interpret Crude Oil Assay
- Evaluation of crude processing – technology and economy
- Performing the process simulation and simplified unit capacity calculation
- Understanding the environmental concerns of crude oil processing
- Understanding the crude oil processing impact on the quality of the finished products

COURSE FORMAT

- Daily sessions will be from 09:00 CET to 15:30 CET
- Interaction and discussion of participants will be encouraged
- The course is designed for a maximum of 15 participants
- Prerequisite knowledge – basic to intermediate
- The course language is English

MATERIALS AND BONUSES OFFERED IN THE COURSE

- Course materials with case studies and references
- Certificate of attendance
- Free consulting service in the scope of the course for all participants for three months after completion of the course

VENUE

Online course

IN-HOUSE TRAINING

- The in-house training is a cost-effective and efficient approach to knowledge and skill development
- Choose from the list of courses or request a tailored approach <https://oilcon.hr/courses/>

FEES AND DISCOUNTS

1190 € for the 3-day course per participant

- The fee covers trainer fees, training materials, completion certificate
- **Group Discount**
- We offer a discount of 20% for three or more participants from the same company

Early-bird fee

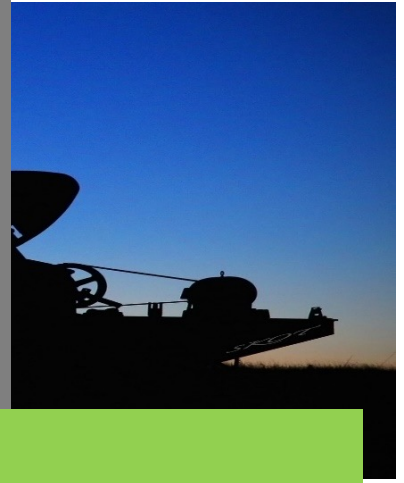
1190 € for the 3-day course per participant

- The discount is available for registration 20 days before starting date of the course

HOW TO REGISTER

- On-line registration by visiting <https://oilcon.hr/courses/>

Production flexibility – Crude Oil Selection Course Course Agenda



Day 1

- Introduction – energy outlook and demand
- Energy sources
- Crude oil – introduction
- Composition and classification
- Sources and production
- Basic crude oil chemistry
- Carbon distribution
- Crude oil refining – basics
- Opportunity crudes and where lay the opportunity
- Introduction to the crude oil selection process
- Elements of the selection process
- Challenges of crude oil selection
- Basic crude oil contaminants
- Asphaltenes
- Case study and group discussion – Important criteria for crude oil selection

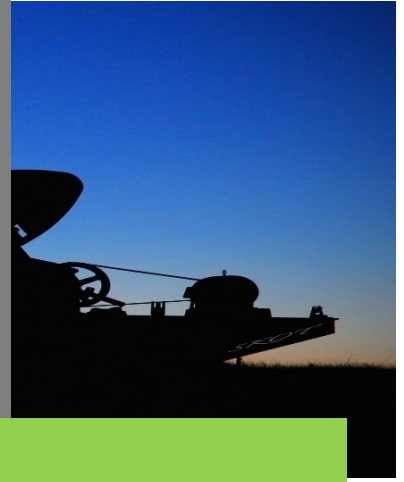
Day 2

- Crude oil evaluation process
- Key elements of the evaluation process
- Crude oil preselection process
- Crude oil assay – introduction
- Crude oil assay – types and formats
- Crude oil assay - data generation
- Laboratory and generic data
- Products' quality data
- True boiling point (TBP distillation curve)
- Crude oil assay - data interpretation
- Crude oil blending - introduction
- Principles and rules of blending
- Blending strategies
- Compatibility of crude oils
- Compatibility testing and commercial solution options
- Case study and group discussion – Crude blending and compatibility of crudes

Day 3

- Compatibility of crudes - influence on refinery equipment and finished product stability
- Additive treatment
- Crude oil compatibility matrix
- Crude oil blending matrix
- Building the crude basket
- Master table of evaluated crude oils
- Economic evaluation
- Key elements of refinery economics
- Planning and scheduling
- Refinery processes and crude oil
- Options for residue upgrading
- Case study: Crude selection process – real case
- Course summary and discussion

Production flexibility – Crude Oil Selection Course Trainer and Organiser



MEET THE TRAINER

Sanda Telen has 25+ years of experience in the oil and gas industry as a manager and consultant, with expertise in conventional, biofuels and alternative fuels, ranging from the crude selection process to formulation of finished products, providing services for the oil and gas industry, auto industry, distributors and traders, chemicals and additive producers and suppliers. She supports business improvement and development, helps navigate complex regulations and organises general and tailor-made training courses and workshops. She has broad operational experience in product portfolio strategy, product recipes, formulations and additive selection, product quality road mapping and benchmarking. As a long-time laboratory manager, she has comprehensive knowledge of laboratory processes, including laboratory staff training and equipment selection and financing, benchmarking, efficiency improvement and total quality management processes.

Sanda holds a university degree in chemical engineering, a PhD in analytical chemistry and a business school diploma.

ABOUT THE ORGANISER

Oilcon Oil&Energy Consulting was founded in 2016 as an independent consulting company. It provides consulting support in business and technical development designed for the oil and gas industry and related businesses, industrial and independent laboratories, and government and NGO bodies. It provides tailor-made solutions using proven, project management-based tools and methodologies and is focused on sustainable results.

In addition to consulting services, Oilcon Oil&Energy Consulting provides general and tailor-made workshops, courses and training programs for the oil and gas industry. The programs ensure consistency, productivity and continuous development of competencies. The in-depth knowledge and extensive technical and operational experience of the trainers guarantee that the programs are delivered to the highest standards.

TERMS AND CONDITIONS

By registering for and/or attending an Event, you are agreeing to, and accepting of, the following Terms and Conditions.

Registration Fee

This includes attendance at the event, documentation, lunch and coffee breaks. Your travel costs and hotel accommodation are not included in the registration fee.

Payment

Payment is due within 7 days of the invoice date or immediately if less than a month before the start of the event. Payment is due after the deduction of any bank charges. Full payment must be received by Oilcon Oil&Energy Consulting in order to guarantee entry to the event. Payment may be made by bank transfer. We accept bank transfers in GBP, USD or EURO. Prices are expressed without VAT:

Accommodation

Hotel accommodation is not included in the Registration Fee but we usually negotiate special rates for our participants with the event venue. Your event registration confirmation email will provide instructions on how to book a room at the hotel.

Event Language

The event language is English.

Visas

Should you require a visa for your entry to the country of the event, we do not provide the visa itself but we are able to assist with supplying visa invitation letters to support the completion of your application. In many cases, you will need to apply for a tourist visa only. Please check your registration confirmation message for further information and allow plenty of time to apply for your visa.

Cancellations and Refund Policy

Cancellations made one month prior to the event will be refunded in full, minus an administration charge of EUR 200. We regret that cancellations made less than a month before the event cannot be refunded or credited. Substitutions may be made at any time. In cases where a refund is agreed, the amount will be refunded via the original mode of payment.

Photography/Videography

By registering to attend the event, the participant consents to the official event photographer/videographer taking such materials which may feature the participant and/or his/her guest(s), and the use of such materials in future marketing material and post-event publicity. If the Participant or any of his/her guest(s) object to this, they must notify us prior to the Event.

Disclaimer

Oilcon Oil&Energy Consulting reserves the right to alter the content and/or timing(s) of its programmes and speakers, although this rarely happens. Oilcon Oil&Energy Consulting is not responsible for the content of presentations or the views expressed by third parties. Oilcon Oil&Energy Consulting is not responsible if the event is cancelled or delayed due to force majeure.

Data Protection

The information given in the registration form by the Participant is processed in accordance with the Data Protection Act. By registering, you are agreeing to receive further information related to the event. In addition we may send you information about our other events if we deem them to be of relevance to you. If you do not wish to receive other relevant information from Oilcon Oil&Energy Consulting please inform us.

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