

# OIL TERMINAL MANAGEMENT AND LOGISTICS FOR TRADERS.

*International training programme for the best practices sharing and series of onsite visits*

# 10-12

June, 2013

Netherlands  
(Amsterdam – Rotterdam)



## ONSITE VISITS:

- Port of Amsterdam, Oiltanking Amsterdam B.V.
- Port of Rotterdam, Service Terminal Rotterdam (S.T.R.)
- Botlek Tank Terminal Rotterdam/Abengoa Bio Ethanol Production Plant \*

\* Visit is to be continued



This international practical workshop will provide delegates with a broad and detailed insight to the key issues in the expanding oil terminal and storage business and finding the most effective logistics solutions for traders.

## ENSURING COMPETITIVENESS AND PROFITABILITY OF OPERATING IN A VOLATILE MARKET

**The objective of the Programme:** comprehensive examination of the oil market trade flows, oil and products terminals management processes and **logistics specifics**. The seminar provides its delegates with information on general trends in business administration and regulation as well as **transshipment and storage tariff rate management**.



## PROGRAMME IS RECOMMENDED FOR

Terminals and oil storages' owners and managers, exporters and international traders, storages' and terminals' clients for crude, oil products and gas transshipment and storage services.



The Programme includes onsite visits to the most advanced oil terminals of the ports of **Amsterdam** and **Rotterdam: Oiltanking Amsterdam B.V., Service Terminal Rotterdam, Botlek Tank Terminal Rotterdam/Abengoa Bio Ethanol Production Plant \***

These visits will provide an insight into terminal operations, various transportation options for crude oil and petroleum products (local pipelines, railways, motorways), as well as storage and throughput options, operating models, technology, safety measures, etc.



## DAY 1.

### Introduction

- Overview of the programme content and plan
- Objectives of the programme
- Professional jargon and units of measurement

### Oil terminals and their business environment

- Oil terminal management
- Terminals' business: rent income, investment, finance
- Supply and demand. Trade flows and current issues in crude oil and products trading
- Increasing workload on logistical systems and growth in storage capacity
- Key issues facing oil terminals and storages
- What drives the market?
- Terminals' financial and commercial activities
- Rate policy
- Operations: placing orders, key segments, safety issues

### Global Tank Storage

- Captive versus independent
- Global capacity (growth, shift to the east)
- Ranking 30 largest players

### Global Locations

- ARA
- Singapore
- Houston

### China focus

- North China
- East China
- South China

**Exercise:** Selection of a market segment for storage capacity

### Oil terminal capacity development, financing and assessment

- Strategic location
- Licenses and approvals
- Market potential and competition assessment
- Throughput / capacity utilisation guarantees
- Sources of finance and their characteristics

**Exercise:** Negotiation of key terms and conditions in long-term storage contracts for crude oil and petroleum products.

**Case study:** Terminal management by Oiltanking



### Port of Amsterdam

#### Onsite visit to the Port of Amsterdam

Tour of the port infrastructure and its water area. Offshore tour aboard a ship. Port of Amsterdam: the background and the present. The unique experience of development and changes of the port and its oil terminals. The Port of Amsterdam has developed itself as one of the leading gasoline ports in North West Europe.



#### Onsite visit to terminal – Oiltanking Amsterdam B.V.

Oiltanking Amsterdam B.V. terminal is one of the most advanced European oil terminals which will give the delegates a detailed insight into terminal operations, various transportation options for crude oil and petroleum products as well as storage and throughput options and safety measures. Since many years Oiltanking Amsterdam is acknowledged by the oil industry as a first class service provider for storage and blending of gasoline. Being located so close to the refineries in the Amsterdam-Rotterdam-Antwerp (ARA) region, clients of Oiltanking Amsterdam are well positioned to collect the various components needed to blend gasoline and other oil products.

The growing import demand of gasoline in the USA, West Africa and various other overseas countries strengthen the position of Oiltanking Amsterdam B.V. At the same time middle distillates imports into Europe are increasing. Oiltanking Amsterdam is very well connected by inland waterways to the hinterland and provides a perfect place to break bulk and ship the products down the river Rhine. Oiltanking Amsterdam is connected to Schiphol airport via a 20 km pipeline and has also a pipeline connection with crude platforms in the North Sea. After treatment the crude is shipped to the nearby refineries. With a total storage capacity of ca 1.6 million cbm, Oiltanking Amsterdam plays a significant role in the logistical process to cover the imbalances in supply and demand of petroleum products worldwide.



### DAY 2. MORNING

#### Oil terminal activities and technical maintenance

- Blending, separation and contamination
- Oil and water separation
- Clean-up and maintenance
- Approvals for specific types of activity

#### Roles, Functionalities of Tank Terminals

- Import/Export
- Industrial
- Hub
- Make bulk/break bulk
- Strategic
- Transport

#### Tank Terminal Management

- Managerial
- Commercial
- Operational
- Technical (maintenance, repair, expansions, refurbishments)
- Environmental
- Strategic policy, business development

#### Terminal design and layout

- Tank farm layout:
- Jetties, railway and motorway loading racks
- Pumping and compressor facilities
- Operations control and personnel
- Law and standards

**Exercise:** Designing a terminal based on given parameters and assumptions

#### Health, safety and environmental protection

- Gas testing
- Fire and explosion threat
- Ignition sources
- Air, water and land contamination
- Vapour recovery
- Safety
- Risk assessment
- Law and standards, ISPS Code

Transfer to Rotterdam.

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### DAY 2. Afternoon



#### Onsite visit to the Port of Rotterdam

Rotterdam is the home port for one of the main oil and chemical centres in the world. Its strategic location and unrivalled access to the European market ensure that the most prominent companies set up business in Rotterdam. Thanks to a strong refinery cluster and synergy between more than 45 (petro-) chemical concerns, Rotterdam boasts an unrivalled industrial cluster. Strengthened by the high degree of specialisation in the storage and handling of all kinds of liquid bulk. The cluster is interconnected and linked to Europe by means of a 1500-km pipeline. Get to know the pulsating heart of Rotterdam's port.

- Rotterdam port terminals: the background and the present
- Conceptual solutions for the development of ports and terminals given the scarcity of land areas
- Supply and demand, trade flows and current issues in international crude oil and products trading
- The Rotterdam financial model underpinning the relationships between the port and terminals. Location of refining capacity within the port area. The applicability of the Amsterdam model in Rotterdam context.



## Onsite visit Service Terminal Rotterdam (S.T.R) V.O.F.

Launched in May 2005 in the Dutch port of Rotterdam, Service Terminal Rotterdam (STR) v.o.f. is used for transshipment as well as for blending and storage of fuels. With a 50% stake in 'STR', LITASCO Group's company LUKOIL Benelux B.V. carries out joint operations with their Dutch partner Burando Holding B.V.

The terminal is equipped with advanced security, oil movement and fuel control systems. It is certified for Quality, Health, Safety and Environmental Management.

## DAY 3. Trading logistics

### Oil Terminals and Overall Transportation Economics

- Rail transport and tariffs
- Inland waterborne (barges etc)
- Ocean tanker freight. Worldscale system
- Efficiency of transport routes

**Exercise:** Selection of optimal transport routes

### Contango and use of storage

- Market structure for crude oil and products
- Use of storage for contango plays

- Use of futures and swaps in contango trading
- The value of the option to store oil

**Exercise:** Contango trade

### Oil quality issues and relevance for storage

- Specifications and potential for contamination
- The growing issue of ultra-low sulphur content
- Blending and its use for creation of value

**Exercise:** Blending calculation

The organizer reserves the right to make any changes to the programme.

## PARTICIPATION FEES AND TERMS:

Delegate package with 3 nights accommodation:  
£2400

- Participation in the programme and onsite visits
- Lunches and coffee-breaks
- Transfer Amsterdam – Rotterdam
- Accommodation for 3 nights in a 4 star hotel in Amsterdam

To inquire additional information  
or to register as a delegate please  
contact:

Delegate package without accommodation: £1750

- Participation in the programme and onsite visits
- Lunches and coffee-breaks
- Transfer Amsterdam – Rotterdam

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Delegate package with 4 nights accommodation:  
£2550

- Participation in the programme and onsite visits
- Lunches and coffee-breaks
- Transfer Amsterdam – Rotterdam
- Accommodation for 4 nights in a 4 star hotel in Amsterdam

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