

Oil Academy

Familiarize yourself with the most important topics in the oil industry.

The Oil Academy is your opportunity to brush up on the ins and outs of the international oil trade. Expect an in-depth knowledge sharing experience that is unmatched in the tank terminal industry.

About the trainer



Patrick Kulsen is Managing Director at PJK International and TankTerminals. For clients which are active in oil trading, oil products/chemicals distribution and tank storage, Patrick heads market research and consultancy projects. Recent projects focused mainly on market and commercial due diligence of tank terminal assets up for sale. Patrick has degrees in Quantitative Finance (MSc.), Industrial Engineering (MSc.) & Mechanical Engineering (B).

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Practical information

This two-day course can be held either in our offices in Breda, the Netherlands or in-company. In-company training is provided globally at your business premises anywhere in the world.

Expect an interactive training involving participants with Q&A and exercises. After completion participants will receive a certificate of participation and a printed syllabus with course material.

This program is for reference only and subject to change without prior notice.



INSIGHTS GLOBAL

Program

Day 1

MODULE 1: OVERVIEW OF THE NWE / ARA REGION

Introduction of the NWE / ARA market structure, upstream and downstream sector.

MODULE 2: REFINING ECONOMICS

Chemistry of oil, installation and configuration of refineries, and profit margins of refineries.

MODULE 3: RISK MANAGEMENT

Derivatives and hedging, hedging in NWE crude markets, and hedging in ARA product markets.

MODULE 4: TANKER BARGE ECONOMICS

Transport modalities in NWE, introduction of the barge market, barge market structure, and freight rates.

Day 2

MODULE 5: OIL PRICES - DYNAMICS, RELATION & IMPACT

Benchmark prices, features of oil prices, and relation between oil prices, trading and risk management.

MODULE 6: SHIPPING & DEMURRAGE

Shipping basics: tanker vessel freight markets, Nomination & demurrage (barges for ARA), Differences between barges and vessels.

MODULE 7: ARBITRAGE AND SPREAD TRADING

Arbitrage between spot and futures markets, trading hubs, CIF/FOB arbitrage, and storage arbitrage strategy.

MODULE 8: OIL FORWARD CURVES

Characteristics of forward curves, calendar spread dynamics and forecasting.

Interested? Get in touch!

Are you interested in joining the Oil Academy?

Click on the button below or send an email to

info@insights-global.com

GET IN TOUCH