

Organized by:



COURSE
CRUDE AND PETROLEUM
www.cconnection.org/events/gdb_dubai

GASOLINE & DIESEL BLENDING

Learn how to profit, make, and optimize blending formulas

Millennium Plaza Hotel Dubai, UAE • 12 - 14 February 2018

COURSE DIRECTOR:

ARA BARSAMIAN

President of Refinery Automation Institute
(ex-EXXON)

Register and Pay By
23 January 2018.

Early Bird Discount

Save US\$285

(See back page for details)

WHO SHOULD ATTEND

- Gasoline Traders / Blenders
- Fuel Oil / Distillates Traders
- Middle & Senior Managers
- Business Development Managers
- Marketing & Products Trading Managers
- Planning / Operational Engineers
- Fuel / Project Engineers
- Blend Schedulers
- Marine Managers
- Laboratory Supervisors
- Business Analysts
- Sales Representatives
- Cargo Inspectors / Surveyors

COURSE (3 DAYS)

COURSE HIGHLIGHTS

- Review specs around the world: APA (Singapore, Dubai, Saudi), EU, USA, Latin America, etc.
- Determine what blend components you should buy and use for specific grades
- Assess pricing of each component relative to market and future trends
- Evaluation of blend components for best profits
- Optimize blend recipe formula for maximum profitability
- Ethanol blending and impact on properties
- BioDiesel (FAME) and Renewable Diesel Properties and Blending
- Measuring environmental compliance
- Hundreds of references: specs, price bulletins, blend component data base, list of world oil refineries, other blending information sources
- **Course includes on-site laboratory visits**

FREE

- 800+ pages Gasoline & Diesel Blending Handbook
- 35+ Blending Programs and Exercises
- Gasoline and Diesel Blending Optimizer Program (Demo)
- Blending Components Data Base
- Gasoline and Diesel Specifications Catalogs
- And more...

This is the most comprehensive fuel blending training available in the world.

REGISTER TODAY!



CERTIFICATE OF ATTENDANCE

All participants who successfully complete the seminar will be provided with an official Certificate of Attendance

Visit us at:

@infoCconnect on twitter

facebook.com/conferenceconnection

ABOUT THE COURSE

Over the course of three-days, the program seeks to focus on gasoline and diesel blending techniques concentrating on the creation and optimization of profitable blend formula. In addition to comprehensive analysis of blend components including pricing and the environmental impact, the program seeks to educate participants through real life case studies and exercises.

In order to get the maximum benefit, participants should bring their own Windows laptop with Microsoft Excel (2007 or later) with SOLVER add-in software installed for this course.

COURSE (3 DAYS)

COURSE EXPERIENCE

- How to calculate blend profitability
- Estimating blend component prices
- Exploit profitability of calculating non-linear properties accurately
- Dispute resolution using property measurement precision
- Using Ethanol and Biodiesel profitably

COURSE DIRECTOR



Ara Barsamian is currently President and Chief Executive Officer of Refinery Automation Institute, LLC. A fuels blending automation consulting firm, Refinery Automation Institute specializes in the profitable growth, development, and implementation of blending operations and technology.

Previously, he served as a group head of Exxon Research and Engineering Company where he designed, implemented, started up, and commissioned over 20 blending and oil movement systems across the United States, Europe, South America, the Middle East, and Asia.

In 1985, he formed 3X Corporation, which was later acquired by ABB, building on his 40+ years of experience in over 60 blending automation and optimization projects.

Ara is a member of ASTM, AIChE, ISA, and IBIA. He graduated from the City University of New York with a B.S. and M.S. degrees in Electrical Engineering.

BENEFIT FROM TEAM AND MAX-FLEX FEE FOR BLENDING COURSES BY ARA BARSAMIAN

Gasoline and Diesel Blending (GDB)
12 – 14 February 2018, Dubai, U.A.E

Bunker Fuel Blending (BFB)
8 – 9 November 2018

Gasoline and Diesel Blending (GDB)
12 – 14 November 2018

BFB course is held back-to-back with the GDB course, hence companies may nominate different participants to attend BFB and GDB, and benefit from the Special "Max-Flex" Fee per person (minimum requirement of 2 persons from the same company, each attending 1 event). See Registration Form or email info@cconnection.org

TESTIMONIALS

- "I really got good insights into the topic and now have better understanding of what blending is all about" (SIBUR International)
- "I was deeply impressed how comprehensive, thoroughly composed and well structured the course was. It is well balanced between lectures and exercises" (Expert Marketing, SIBUR)
- "I learnt a lot – and was able to tie my previous information and knowledge to a more structured format" (Engagement Manager, Trident Consulting)
- "Truly a pleasure...Thank you for sharing your perspective" (ExxonMobil)
- "Ara has tremendous knowledge and experience" (Regional COO, Mitsubishi Corporation)
- "Thank you for the valuable info shared through the course" (Operation Officer, Qaiwan Global Energy DMCC)
- "Ara Barsamian is very knowledgeable, which made it easier to understand the course" (Operations Coordinator, Aramco Trading)
- "The course was very detailed and Ara has much experience on both theories and hand-on practices" (Asst Manager-Distribution Operations, Pertamina)
- "Ara has a variety of field experiences for oil business, including blending, analysing and optimization" (Senior Manager, SK Energy)
- "Course is very informative. Ara's explanation is based on experiences and business views" (Senior Manager, Idemitsu Kosan)
- "The course is very detailed & it also provides a macro view" (Business Analyst, Singapore Refining Company Pte Ltd)
- "The strengths of the course were a very experienced instructor & software materials are perfect" (Oil Trader, North Energy Trading LLC)
- "This course is really recommended for those that are involved in blending" - Petronas
- "The courses were rich on information on different issues related to crude oil and blending of fractions. The exercises, lab visit, discussion and social talk at the courses was very tangible & memorable" - Senior Research Scientist, Kuwait Institute of Scientific Research".
- "Informative and insightful. Gives good overview" - Account Manager, Pengerang Terminals

COURSE OUTLINE



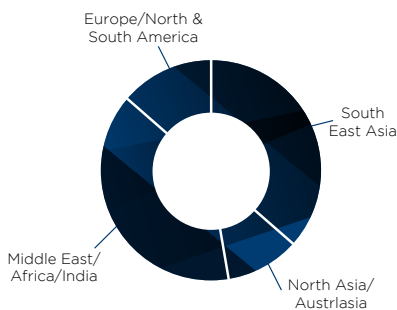
- Introduction to Gasoline Blending
- Gasoline Specifications, Components & Typical Additives
- Examples of Blending Equipment
- Hands-on Demos Using Gasoline Blending Tools (during all 3 days)
- Blend Non-Linear Property Calculations
- Improved Blending Economics Through Optimum Recipe Calculations
- Lab and On-line Tests
- Precision, Dispute, Resolution, and Setting Blend Targets
- Clean Fuels and Environmental Issues
- In-Line Blend Release & Certification
- Ethanol Blending

REGISTRATION: 8.00 a.m | SESSIONS: 9.00 a.m TO 5.00 p.m
LUNCH: 12.30 p.m TO 2.00 p.m | REFRESHMENTS WILL BE SERVED MID-MORNING & MID-AFTERNOON

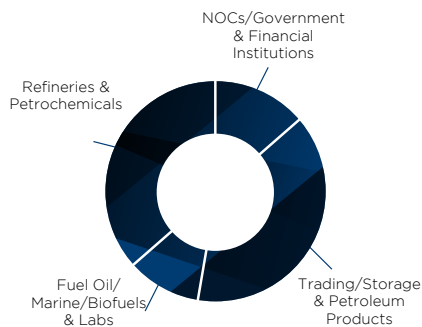
- Q&A Session (multiple)
- Diesel Specifications, Components, Additives
- Hands-on Demos of Diesel Blending Tools
- Calculating Diesel Non-Linear/Linear Properties
- Diesel Lab and On-line Tests
- Biodiesel & Renewable Diesel
- Calculating Benefits of Blending Automation
- Q&A Session
- Wrap-up

Conference Connection's Blending Courses have been attended by traders, refiners, petroleum product blenders and technical professionals annually, from over fifty (50) countries.

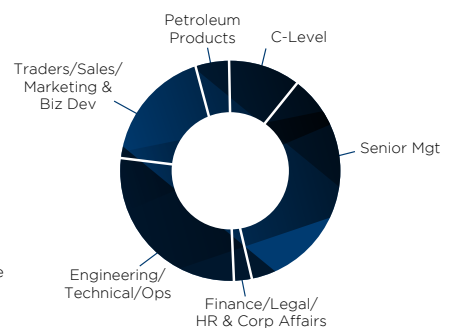
BY REGION



BY INDUSTRY



BY FUNCTION



PAST PARTICIPATING COMPANIES

- ADNOC Refining
- Afco Energy
- Baker Hughes
- BAPCO
- BP Singapore
- Chevron U.S.A.
- Cargill International Trading
- China Aviation Oil
- Concord Energy
- Cosmo Oil International
- CPC Corporation
- Emirates General Petroleum (Emarat)
- ENOC
- Eni Trading & Shipping
- ExxonMobil Petroleum and Chemical
- Gunvor Group
- Hanwha Total Petrochemical
- Hyundai OilBank
- Innova Refining
- Inspectorate International
- JX Nippon Oil & Energy
- Kuwait Petroleum Corporation
- Kuwait National Petroleum Company
- Kuwait Institute of Scientific Research
- Lukoil Asia Pacific
- Mabanafit
- Maddox
- MENA Energy
- Mitsubishi Corporation
- MENA Energy
- Mitsubishi Corporation
- Pream
- Petroforce Trading and Shipping
- Oiltanking Odfjell Terminals & Co.
- Oman Trading International
- ORYX GTL
- Pengerang Terminals
- Pertamina Energy Services
- PETROBRAS
- PetroChina International
- Petron Corporation
- PETRONAS
- Petco Trading
- Phillips66 International Trading
- PTT International Trading
- Qaiwan Global Energy
- Qatar Petroleum
- Qatar Shell
- Reliance Industries
- Samsung Total
- Sasol Oil
- Saudi Aramco
- SATORP
- Shell International Trading
- Singapore Petroleum Company
- Singapore Refining Company
- SGS
- SK Energy
- SOCAR Trading
- S-OIL Corporation
- Star Energy Oiltanking
- Statoil
- Sibur International
- Summit Petrochemical Trading
- Sumitomo Chemical Singapore
- Thai Oil Public Company
- Trident Consulting
- The Bangchak Petroleum
- TOTAL
- Toyota Tsusho Petroleum
- Turkey Petroleum Refineries
- Unipet Singapore
- Vitol Asia
- Vopak

GASOLINE DIESEL BLENDING
5 EASY WAYS TO REGISTER
**REGISTER
NOW!**

MAIL

Conference Connection Pte Ltd
135 Middle Road #05-01,
Bylands Building, Singapore 188975
(ROC No.: 199405166R)


PHONE

Singapore
(65) 6338 0064


FAX

Singapore
(65) 6338 4090


EMAIL

info@cconnection.org


WEB

www.cconnection.org/
events/gdb_dubai

This Contains Your Unique Registration Reference.
Please Do Not Remove Mailing Label.

DATES & VENUE
12 - 14 February 2018
Millennium Plaza Hotel

P.O. Box 191055, Sheikh Zayed Road, Dubai, UAE

Tel: +9714-387-7777

Email: info.mphd@millenniumhotels.com

REGISTRATION FEES

Full Fee	US\$2,850
Early Bird Fee	US\$2,565
Team Fee*	US\$2,565
Special Max-Flex Fee**	US\$4,750

* Team fee only applies after 23 January 2018 and for the second and subsequent delegate from the same company and billing address.

** Gasoline & Diesel Blending course (GDB) is held back-to-back with the Bunker Fuel Blending course (BFB) November 2018. Nominate different participants to attend GDB and BFB, and benefit from the Special "Max-Flex" Fee per person (minimum requirement of 2 persons from the same company, each attending 1 event).

Fees include daily luncheon and coffee breaks and one set of course documentation. **Travel and accommodation costs are not included.**

Registration Conditions

- All registrations must be on the prescribed form or in writing and will be on a confirmed basis unless otherwise notified in writing.
- The organizers reserve the right not to accept prior and on-site registrations without payment.

- Delegates whose payments are not received before the event are required to furnish proof of payment on-site.
- Staff at the event will request a credit card guarantee without proof of payment.
- The organizers reserve the right to impose conditions of entry for walk-in delegates.
- Access to this event is at the discretion of Conference Connection, who reserve the right to refuse or impose conditions of entry to any individual or company.

PAYMENTS

- All payments must be made in US Dollars by Inter-Bank Transfers within 14 days of receipt of invoice (bank details will be provided upon receipt of registration).
- Please quote event name, invoice number and delegate name for bank transfers. Please instruct your bank to remit the full amount, nett of bank charges.

CANCELLATION AND SUBSTITUTION POLICY

- No refunds whatsoever will be made for cancellations received after the cut-off dates below, but delegates can be substituted if the organizers receive prior notification (please note that 2 weeks' notice of substitution is required for visa application / cancellation as the case may be):

	Dubai
1 st Cancellation Cut Off Date	22 January 2018
2 nd Cancellation Cut Off Date	29 January 2018

- Cancellations, notified in writing, received and acknowledged **before 1st cut off date** will be levied an administrative fee of 5% for paid cancellations and 10% for unpaid cancellations.
- For paid and unpaid cancellations notified **between 1st & 2nd cut off dates**, 50% of the invoiced fee will be charged and one set of the course materials will be given (post event).
- For unpaid registrations which have been invoiced and are subsequently cancelled **after 2nd cut off date**, 50% of the invoiced fee will be charged and one set of the course materials will be given (post event).

HOTEL ACCOMMODATION AND VISAS

Delegates will be responsible for their own hotel and visa arrangements. Special rates have been secured at the course hotel for all confirmed delegates. Please request for a hotel form when registering.

DATA PROTECTION

Any client information (name, address and contact details) obtained during your registration/order will be added to our database and may be used by Conference Connection to provide you with further information on its products and services. Conference Connection may make this information available to associated partners for marketing purposes. To restrict or update your particulars please contact **database@cconnection.org**

DISCLAIMER - The organizers will not accept liability for non-approval of visas, individual transport delays and transport disruption, and in such circumstances, our normal cancellation rules and penalties apply. Where matters beyond the reasonable control of the organizers impair or prevent the organizers from being able to perform their obligation under this event, the client releases the organizers from any liability, incidental or consequential, to such matters.

REGISTRATION FORM (II)

Yes! Please register me for the course in:

 Dubai, 12 - 14 February 2018

Yes! I / My colleague would also like to register with the Max-Flex discount for:

 BUNKER FUEL BLENDING (BFB)
 Singapore, November 2018

Please Tick (✓) Accordingly:

1. REGISTRATION FEES

Full Fee	<input type="checkbox"/> US\$2,850
Early Bird Fee	<input type="checkbox"/> US\$2,565
Team Fee (2nd & Subsequent Delegate)	<input type="checkbox"/> US\$2,565 <i>(applies after 23 January 2018)</i>
Special Max-Flex Fee**	<input type="checkbox"/> US\$4,750

All discounts are mutually exclusive and at the discretion of the organizers

2. PAYMENT

- I am sending payment by telegraphic transfer. Please send full details.
- I will need an original invoice

3. ACCOMMODATION

- Please send me a hotel / visa form

4. IN-HOUSE TRAINING

- Please send more information on in-house training programmes

REGISTER NOW!

Please print in block letters and return to:

The Conference Connection Inc

 P.O. Box 1736 Raffles City, Singapore 911758 or the GDB 2018 Secretariat at 135 Middle Road, #05-01 Bylands Building, Singapore 188975, Tel: +65 6338 0064 Fax: +65 6338 4090
 Email: info@cconnection.org Website: www.cconnection.org/events/gdb_dubai

CC/393.1/18 WB
First Name (Mr/Ms/Dr) _____

Surname _____

Job Title _____

Nationality _____

Company _____

Address _____

Country _____ **Postal/Zip Code** _____

Tel _____ **Fax** _____

Email _____

Name & Title of Approving Manager _____

Email of Approving Manager _____

Special Dietary Requirements (if any) _____

Main Business Activity _____

ALL REGISTRATIONS MUST BE ACCOMPANIED BY PAYMENT

(For more than one delegate, please photocopy the registration form)