



N618: Introduction to the Downstream Petroleum Industry

Tutor(s): Michael Ervin

2 Days

Competence Level:
Awareness



Classroom Course

Summary

This two-day course has been designed for downstream (refining, transportation, and marketing) sector employees, suppliers, government regulators, industrial petroleum buyers, or others interested in gaining a broad understanding of the refining, supply, and marketing of petroleum products. The course provides a North American perspective on this industry describing its infrastructure, processes, logistics, regulatory aspects, and future challenges.

Learning Outcomes

Participants will learn to:

1. Develop a broad understanding of the key elements of refining: processes, infrastructure and issues.
2. Explain petroleum basics: types, uses, and characteristics.
3. Understand the principles of petroleum supply: how production is managed to meet market demands.
4. Understand how petroleum products are distributed across the continent.
5. Characterize the issues and challenges surrounding petroleum products, alternative fuels and engine technologies, and the environment.
6. Develop an understanding of the key players and infrastructure involved in petroleum marketing.
7. Examine and evaluate petroleum pump prices using the “Pump Price Margin Model” and through historical analysis of price data.
8. Better understand issues pertaining to the downstream petroleum sector and the public, particularly in regards to pricing and price regulation.
9. Develop a wholistic understanding of the entire downstream petroleum industry.

Duration and Training Method

Two classroom days providing 1.6 CEU (Continuing Education Credits) or 16 PDH (Professional Development Hours)

Who Should Attend

A wide range of participants have found the understanding gained to be invaluable: downstream industry employees; upstream producers; suppliers to the downstream sector; government regulators; industrial petroleum buyers; and anyone else who requires a broad understanding of the refining, supply, and marketing of petroleum products.

Course Content

Course Agenda

Day One

1. Introduction: What is “Downstream”?
2. Crude Overview
3. Refining Basics: Processes, Infrastructure and Issues



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4. Petroleum Basics: Types, Uses, and Characteristics
 5. Supply: Managing Production to Meet Demand
 6. Distribution: Moving Petroleum across the Continent

Day Two

7. Petroleum Products and the Environment: Issues and Challenges
8. Marketing Overview: The Players and Infrastructure
9. Understanding Pump Prices - The Pump Price Margin Model
10. The Downstream Sector and the Public: Prices and Regulation
11. Understanding Pump Prices - Historical and Comparative Views
12. The Future of the Downstream Petroleum Industry