

Supply Chain Management Strategies for the Oil and Gas/Chemical Business Conference

26-27 April 2001 • Traders Hotel, Singapore

DAY ONE • 26 APRIL 2001

- 8.30 **Registration and Coffee** ■ Typical Benefits ■ Integration-The Key to Success
Ara Barsamian, *President*
Refinery Automation Institute, LLC
- 9.00 **Chairman's Opening Address**
- 9.15 **Integrated Supply Demand Chain: Strategic Simulations To Maximize Oil & Gas/Chemical Operating Profits**
■ Integrated Supply Demand Chain Strategic Simulations tracking monetary policy ■ Impact on global oil, gas, petrochemicals supply, demand, inventory, prices, profit margin, stock prices ■ Procurement, inventory, production costs and investment risks
Dr Warren Huang, *President*
OSA International Operations Analysis
- 9.45 **Fundamental Supply Chain Management for Refining**
■ Crude and Feedstock Selection & Evaluation ■ Crude and Refinery Scheduling ■ Product Blending and Scheduling ■ Mass Reconciliation ■ Supply and Distribution ■ Supply Chain Management Problems and Promises ■ Integration • Databases • Quality of data and models • Expert systems, AI and stochastic models • The Web and the Internet
Ara Barsamian, *President*
Refinery Automation Institute, LLC
- 10.15 **Morning Refreshments**
- 10.45 **Case Study: Learning from Supply Chain Management Strategies adopted by EUROPACK**
■ Closed loop systems for packages ■ Outsourcing of supply chain management ■ Total fluid management ■ Bulk storage and slow mover handling of lubes
Christian Musiol, *General Manager*
(Qualified Economist)
EUROPACK, Packaging and Fluid Management GmbH
- 11.15 **Measuring Supply Chain Costs for the Oil and Gas/Chemicals Business**
■ Key Ingredients of Successful Supply Chain Management ■ True Cost Information ■ Measuring Supply Chain Cost ■ Improving the Supply Chain Processes ■ Implementing Activity-Based Management
Andrew Lim, *General Manager*
ABC Technologies Asia
- 11.45 **Execution: Delivering the SCM Promise**
■ Instrumentation and Regulatory Control ■ Advanced Process Control ■ Real Time Optimization ■ Oil Movements & Storage ■ Lab Information Management
- 12.15 **Networking Luncheon**
- 1.30 **Case Study from SAP's Perspective: Supply Chain Management adopted by an Established World Class Chemical Manufacturer**
■ Overview of SCM adopted ■ Critical Success Factors for SCM Project ■ Business Benefits Delivered
Vincent Ng, *Supply Chain Management*
SAP Asia
- 2.00 **The Terminal To Customer Solution**
■ Problem Definition ■ Solution Approach ■ Era of Change, Decade of Challenge
Pichate Rookapibal, *Vice President*
Distribution Planning Department
Petroleum Authority of Thailand
- 2.30 **Integrated Planning Models**
■ Development of integrated planning models ■ Using crude assay data ■ Incorporating feedstock options ■ Incorporating product blending ■ Incorporating product distribution data ■ Optimization a comprehensive integrated planning model
David M. McClement, *President*
Endeco International
- 3.00 **Afternoon Refreshments**
- 3.30 **Case Study: Successful Logistics Operations Adopted by Oil and Gas/Chemical Corporations**
Dr Andrew C. Thacker
President and Managing Director
New Millenium Group
- 4.00 **Building a Collaborative Supply Chain for the Chemical Oil and Gas Community**
Goh Puay Guan, *Business Development Manager*
ChemNlog
- 4.30 **Case Study of An Integrated Refinery Planning Model in the context of an Oil Refinery/Chemical Distribution System**
David M. McClement, *President*
Endeco International
- 5.00 **Questions and Discussion**
- 5.15 **Close of Day One**

DAY TWO • 27 APRIL 2001

WORKSHOP ADMINISTRATION

Workshop Administration is a pre-arranged program of pre-conference Morning and Afternoon Registration for the Workshop. It will be held from 12.30-2pm.

WORKSHOP ON

Strategic Integrated Supply Chain and TQM To Maximize Oil and Gas/Chemical Profits

Led by Dr. Warren Huang, *President*,
OSA International Operations Analysis

OBJECTIVE

To achieve billion dollar savings with improved market shares through the development and implementation of your strategic investment, procurement, inventory, production, marketing, sales, customer relations decision simulations, integrating supply chain into Total Quality Management, in one year

WORKSHOP AGENDA

- ▲ Current corporate/plant divisional operations performance and business operations strategy
- ▲ Latest developments in Integrated Supply Chain and TQM cost reduction and identification of areas for strategic operations improvement
- ▲ Methodology for Operations Simulations Analysis & strategic decision analysis development
- ▲ Set up cost, quality, market share goal, mission, performance oriented TQM strategic execution
- ▲ Case Studies on the following US and Asian Oil and Gas & Chemical Companies: Mobil, Phillips Petroleum, Bailey Controls, China Petroleum Corporation, China Petrochemicals, SINOPEC, Pertamina, Petroleum Authority of Thailand, Singapore Petroleum, Hualon, Grand Pacific & USI Far East Corporation
- ▲ Monetary policy impact on
 - Global oil & gas/chemical supply and demand & prices forecasts
 - Financial market prices & risk management for saving trillion dollar market loss;
- ▲ Refinery/Petrochemical process operations improvement resulting in multimillion dollar unit cost reduction and quality improvement

About your Expert Course Director

Dr. Warren Huang is the founder of OSA. Dr. Huang received his Ph.D in Chemical Eng. and Operations Research from Polytechnic Inst. of NY and University of Oklahoma. His experience includes 32 years of developing & implementing information and knowledge-based global strategies management systems. His expertise lies in feedstock procurement and inventory, plant operations improvement, oil exploration, reengineering, marketing & sales strategic decision simulation and strategic financial market forecast and risk management training. He has directed restructuring, reengineering, on the job training, TQM cost reduction for state-owned enterprises like Taiwan Petroleum, China Petrochemicals, SINOPEC, Petroleum Authority of Thailand, Pertamina and MNCs like Bechtel, Mobil, Amoco, Phillips Petroleum, Bailey Controls and Stauffer Chemicals. He has directed over 100 projects, each case with up to billion dollars cost reduction, products and market innovation with improved quality and market shares, without hardware investment and staff reduction in one year.

WHY YOU SHOULD ATTEND

In the new economy, companies no longer compete against one another; rather, their supply chains compete against their competitors' supply chains. That is why companies spent millions to maximize their flow of materials and information. One of the technology trends for 2001 is supply chain automation. How do you cut costs and improve profits? Is integrating the answer? Or is it implementing e-supply chain? What are the latest fundamental Supply Chain Management Strategies for the Oil and Gas & Chemicals Business?

Supply Chain Management Strategies for the Oil and Gas/Chemical Business Conference will answer these questions and more. Be the first to explore and exploit this knowledge. Sign up now to be ahead of your competitors!

WHO SHOULD ATTEND

Supply Chain Management Strategies for Oil and Gas/Chemical Business Conference aims to bring together the following executives:
• CEOs/COOs/CIOs/Managing Directors • Supply Chain Managers • Sourcing and Procurement Managers • Business Planning Managers • Planning and Strategy Managers • Operations (Scheduling, Blending, etc.) Managers • Distribution Managers • Logistics Managers • Transportation Managers • Contracts Manager • IT/E-business Managers • e-Biz Strategist • System Analysts, Cost Accountant • VP in Investment, Procurement, Inventory, Feedstock, Production, Marketing & Sales • Senior Technical Operating DCS • B2B Companies & Maintenance Managers

CORPORATE PROMOTIONAL ACTIVITIES

Supply Chain Management Strategies for Oil and Gas/Chemicals Business Conference is targeted at professionals specifically interested in this segment of the business. Take advantage of this opportunity to promote your company's products/ services- reinforce your corporate branding through the following sponsorship options:
• Lead Sponsor • Networking Luncheon Sponsor • Coffee/Tea Reception Sponsor • Golf Polo Shirt Sponsor • Documentation Sponsor • Conference Briefcase Sponsor • Stationery Sponsor • Audio-Visual Sponsor.

For more details, contact Mr Eric Thong, Sponsorship & Exhibition Manager, at Tel (65) 8355 159 or Fax (65) 733 5087 or email eric.thong@ibcasia.com.sg

CONFERENCE DOCUMENTATION PURCHASE

Of course, nothing compares to "being there", but you don't have to completely miss out if you can't fit this event into your diary. You can purchase the "Supply Chain Management Strategies for the Oil and Gas/Chemicals Business" conference papers. Simply tick the box on the registration form, send it with payment and your copy will be on its way to you after the conference. This important document will be the source of invaluable reference for the future.

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