



Natural Gas Purchase & Sales Contract Management LNG06



**Oil & Gas
Consultancy Services & Technical Training Providers**

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Course Description:

This course has been designed to compliment the Natural Gas Utilization & Project Development course. It is prepared to sharpen participants' skills in contract negotiation for the purchase of gas for liquefaction purposes and for the energy production.

Participants will also be exposed to how best to negotiate for both long and medium term gas sales contracts bearing in mind the linkages and the divide of both the Pacific and Atlantic rims (basins) of the LNG market.

The course will be conducted using 'live materials' that will enhance understanding and learning & teaching.

Course Contents:

1. Natural Gas & LNG Chemistry
2. Natural Gas Markets – Supply & Demand Pattern
3. Gas Sales for Electricity / Utility Industry
4. LNG Marketing Dynamics – The Division of the Pacific and Atlantic Rims (Basin)
5. The USA LNG Market Peculiarities
6. New Trends in LNG marketing & Update on LNG Plants



7. Gas Contract Negotiation, Pricing & Value

- Fundamentals Issues in Gas Contracts Negotiations
- Purchase & Sales Contract Issues
- Practical Class Session Simulating a Purchase & Sales Negotiation
- The Virtual Gas Company vs. National Oil Co.

8. LNG Pricing and Gas Pricing – the relationship

Who Should Attend?

- Economists
- Engineers
- Lawyers
- Management Staff
- Operations & Commercial Staff

Venue:

Please visit our website or contact us for details.

Tuition:

£2,950 +VAT

5 day program

5 easy ways to
register or to
make an enquiry:

1.Web

www.petroconsultenergy.co.uk

2.Email

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