



REGIONAL LP GAS TRAINING COURSE:

LP GAS DOWNSTREAM OPERATIONS & MARKETING EXCELLENCE

2 – 4 December 2014 | Pertamina Corporate University, Jakarta, Indonesia

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LPG
summit



WLPGA



LPG
EXCEPTIONAL ENERGY

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BACKGROUND

World LP Gas demand continues to grow at around 2-3%/year resulting not only in several million tonnes of additional product entering the market but tens of thousands of new personnel added to the business.

In addition some of the major global traditional LP Gas marketers have been exiting the business over the last few years resulting in new companies entering the market.

In order to maintain the LP Gas industry's impressive safety record there is a need to ensure proper training is carried out by a professional organization, especially in the downstream part of the business where safety is a challenge as the product leaves the safe control of the depots and enters the distribution channel where managing safety is left often to dealers, contractors, retailers and the consumer.

The LP Gas Downstream Operation and Marketing Excellence programme is a comprehensive seminar designed to address key operational methodologies for the safe and efficient management of downstream LP Gas operations as well as cover marketing aspects for the management of the business of LP Gas distribution. The seminar will be delivered with case studies and practical experience sharing to reinforce the learning message.

WHO SHOULD ATTEND?

This programme is designed for managers, supervisors and operators responsible for the safe and efficient distribution and management of the LPG business as well as marketers who are keen to develop the value proposition for LP Gas.

The course provides critical and current knowledge to professionals with the following responsibilities within the LP Gas value chain:

- LPG Distribution
- LPG Refilling
- LPG Driver Management
- LPG Marketing
- LPG Operations
- HSE

VENUE:

Pertamina Corporate University - Gd. Griya Legita

Lt. 6Jl. Sinabung II Terusan Simprug

Jakarta Selatan 12220



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Draft Agenda Day One – Tuesday 2nd December 2014

Timing	Day One Programme Item
08.00 - 08.30	Registration and coffee
08.30 - 09.00	Welcome and Introduction from WLPGA Background to the course, description of the programme and the objectives, introduction of all participants <i>David Tyler, Director, WLPGA</i>
09.00 – 09.45	Session One – Introduction to LPG What is LPG? Where does it come from? Main properties and characteristics, typical specifications <i>David Tyler & Makoto Arahata</i>
09.45 – 10.30	Session Two – LPG in the Energy Picture LPG supply and demand, typical applications for LPG, main drivers for growth <i>David Tyler & Makoto Arahata</i>
10.30 – 11.00	Coffee Break
11.00 – 12.30	Session Three - Investing In, and Safely Managing, a Bulk LPG Storage Facility Bulk installations including reticulated LPG systems, the investment case <i>Vic Marinus</i>
12.30 – 14.00	Lunch
14.00 – 15.00	Session Four - Investing In, and Safely Managing, a Bulk LPG Storage Facility Safety and engineering standards <i>Vic Marinus & Rajeewa Sirisuriya</i>
15.00 – 15.30	Coffee Break
15.30 – 16.45	Session Five - Investing In, and Safely Managing, a Bulk LPG Storage Facility Terminals and depots, HSE MS <i>Vic Marinus & Rajeewa Sirisuriya</i>
16.45 – 17.30	Session Six - Investing In, and Safely Managing, a Bulk LPG Storage Facility The case for Autogas <i>Rajeewa Sirisuriya</i>
17.30 - 17.45	Summary, Description of Day Two and Introduction to Case Study Emergency Response, crisis management & handling the media <i>David Tyler & Vic Marinus</i>

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Draft Agenda Day Two – Wednesday 3rd December 2014

Timing	Day Two Programme Item
08.00 - 08.15	Review of Day One <i>David Tyler, Director, WLPGA</i> (Description of the programme and the objectives for day two)
08.15 – 08.45	Case Study Feedback Emergency Response, crisis management & handling the media <i>David Tyler & Vic Marinus</i>
08.45 – 10.00	Session Seven – LPG Cylinder Management Cylinder design, cylinder management, cylinder filling <i>David Tyler & Vic Marinus</i>
10.00 – 10.30	Session Eight – LPG Cylinder Management Composite cylinders <i>Hexagon Ragasco</i>
10.30 – 11.00	Coffee Break
11.00 – 12.30	Session Nine – The Safe Storage, Handling and Distribution of LPG Bulk loading and road transport <i>David Tyler & Vic Marinus</i>
12.30 – 14.00	Lunch
14.00 – 15.30	Session Ten – The Safe Storage, Handling and Distribution of LPG Transporting cylinders through the channel <i>David Tyler & Vic Marinus</i>
15.30 – 16.00	Coffee Break
16.00 – 17.00	Session Eleven – The Safe Storage, Handling and Distribution of LPG Journey Management <i>Vic Marinus</i>
17.00 – 17.30	Session Twelve – LPG an Exceptional Energy Branding and Marketing LPG <i>David Tyler</i>
17.30 – 17.45	Summary and Description of Day three <i>David Tyler</i>

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Draft Agenda Day Three – Thursday 4th December 2014

Timing	Day Three Programme Item
08.30 - 08.45	Review of Day Two <i>David Tyler, Director, WLPGA</i> <i>(Description of the programme and the objectives for day three)</i>
08.45 – 13.00	Visit Tanjung Priok LPG plant (North Jakarta) LPG storage facilities, cylinder filling plant, bulk loading facilities <i>Pertamina</i>
13.00 – 14.00	Lunch
14.00 – 16.30	Visit 3kg distribution channel Dealer, retailer, consumer – bulk installation <i>Pertamina</i>
16.30 – 17.00	Summary and conclusions <i>David Tyler, Director, WLPGA</i>

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ABOUT THE TRAINERS



DAVID TYLER
Director
LP Gas Business

David Tyler is a Director of LP Gas Business an Australian company providing consultancy support to the global LP Gas business.

David is contracted with the World LP Gas Association (WLPGA) in Paris as one of their Directors.

Before establishing his own company in 1996 he worked with Shell International for 25 years, living in Europe, the Middle East, Asia and Australia.

During his career in Shell he was responsible for running Shell's LP Gas businesses in Hong Kong and China.

He has undertaken projects all over the world, focusing on the downstream LP Gas sector — from primary storage through to the consumer.

At the WLPGA he is responsible for major projects within its programme, including training, developing and promoting good business practices, and providing technical support. He is the author of the Association's two flagship documents on Best Practices, Guidelines for Good Business Practices and Guidelines for Good Safety Practices. He has run training courses and best practice workshops for the WLPGA in South America, Africa and Asia focusing on improving safety standards in LP Gas businesses, especially in bulk road transport and cylinder operations.

David is a chartered engineer and has a post graduate diploma in management.

He would be responsible for developing the course materials and for conducting the training.



VIC MARIÑAS
Technical Director
Greenology Innovations Inc.

Vic Mariñas is the Technical Director of Greenology Innovations Inc., a Philippine company focused primarily in LPG engineering works and distribution of LPG equipment. At the same time, Vic is an independent LPG consultant for several Philippine-based companies and foreign organizations since 2012.

Vic is contracted with Clean Energy Fuels Australia as a LP Gas consultant.

He is also on contract with Bonifacio Gas Corporation in the Philippines to set up and implement its HSE Management Systems.

Prior to joining Greenology Innovations Inc. in 2012, Vic worked for 26 years in Shell Gas, with stints in Vietnam and Hong Kong. His last position is LPG Regional Operations and Technical Manager for Asia. In Shell Gas, Vic was responsible for technical, engineering, operations, transport and HSE for LP Gas businesses in 8 countries. His experience covers construction of LP Gas storage tanks and truck unloading facilities, installation of cylinder filling plants, Autogas facilities and bulk consumer, requalification of storage tanks, design and construction of LP Gas reticulation system, HSE audits and assessments, and accident investigation.

Vic was the involved in writing three of the World LP Gas Association's Best Practice Guidelines i.e. Cylinder Management, Bulk Installations and Road Tanker Management and has conducted best practice training on Road Tanker Management and LP Gas Reticulated System for WLPGA in Bali, Indonesia.

Vic is a Registered Mechanical Engineer and has a Master in Business Administration.

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RAJEEVA SIRISURIYA
Director
**Inzolutions Engineering
Australia**

Rajeewa is a Director of Inzolutions Engineering Australia, a business providing project management and consultancy services to the LPG industry in Australia and as well as globally.

Prior to establishing Inzolutions Engineering in 2012, Rajeewa worked for major LPG companies in Australia and Asia. He has more than 18 years of specialised international experience in the LPG industry including storage & distribution projects and autogas development working with Wesfarmers Kleenheat Gas, in Australia, Wesfarmers Kleenheat Elpiji Limited, Bangladesh and Laugfs Gas, Sri Lanka.

During his career at Kleenheat Gas in Australia, he was a senior engineer /project manager of the company's major project team and was responsible for all autogas installation projects in Western Australia for more than 6 years. He was the internal dangerous goods assessor for Kleenheat Gas for LPG and LNG.

Rajeewa was involved in setting up pioneering autogas businesses in Bangladesh and Sri Lanka. Currently he is assisting Petredec Investment's Bangladesh & Myanmar LPG operations on their ongoing projects.

His experience covers setting up autogas installations, bulk LPG/LNG storage & distribution projects, operations & maintenance, HSE management, site assessments and audits. Rajeewa is a Mechanical Engineer with a post graduate diploma in Industrial Engineering.

MAKOTO ARAHATA
Managing Director
Arahata LPG Consulting Co., Ltd.,

Makoto Arahata is a LPG consultant based in Japan. He joined Bridgestone Liquefied Gas Co., Ltd (now ENEOS Globe Corporation) in 1972. He started his career in the R & D department developing a burner systems for LPG.

During his career he worked in various LPG business units including technical development, supply & logistics and has conducted training at various times throughout his career. Arahata-san also had responsibility, as General Manager, for constructing the LPG national stockpile terminal in Japan.

He has lived and worked in Kuwait and London, U.K., for seven years conducting LPG trading. After leaving the ENEOS Globe Corporation he worked for the Japan LPG Association as Overseas Business Manager for three years until June 2014. Since then he has been developing his own company, Arahata LPG Consulting Co., Ltd., in Tokyo, Japan.

He has a Bachelor of Science and is an A-grade license holder for high pressure gas, certified by the Japanese government.

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NIELS FREDERIKSEN
Technical Support Manager
Hexagon Ragasco AS

Niels Frederiksen is a Technical Support Manager of Hexagon Ragasco AS, the world's largest and by far most renowned and experienced manufacturer of type 4 composite cylinders for LPG. He supports the company Sales Team as well as their cylinder customers on technical specifications and installations.

Before joining Hexagon Ragasco AS in 2014, Niels worked for 15 years in the Cavagna Group S.p.A., Italy being responsible for their sales of LPG regulators and valves in the Scandinavian Region. He was also involved in the company's development of valves for LPG bobtail trucks as well as FLT LPG equipment. Prior to this, he was the R&D manager for 20 years at Kosan Teknova A/S, responsible for developing LPG valves, regulators and other accessories for portable cylinders WW.

His experience covers specification and design of LPG equipment like portable cylinder and tank valves, regulators and accessories, CNG valves. Niels have provided on-site technical and engineering support to LPG equipment customers around the globe as well as trouble shooting and plant assessments.

Niels is a CEN/TC286 member and he was involved in writing the first EN standards on LPG valves and regulators during the late 1990's. Today he is representing Norway as an expert in the continued CEN/ISO standard developing program. Niels is a Master of Science and Ph.D. in Mechanical Engineering, and has been active in the LPG business since 1989.

