

COURSE OVERVIEW PE0447(KP1)
Sales & Production Planning (S&PP)

Course Title

Sales & Production Planning (S&PP)

Course Date/Venue

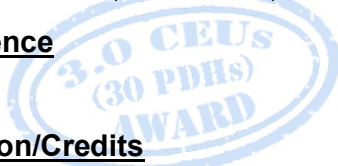
Session 1: May 04-08, 2025/Boardroom 1, Elite
 Byblos Hotel Al Barsha, Sheikh Zayed
 Road, Dubai, UAE

Session 2: October 13-17, 2025/Fujairah
 Meeting Room, Grand Millennium Al
 Wahda Hotel, Abu Dhabi, UAE



Course Reference

PE0447(KP1)



Course Duration/Credits

Five days/3.0 CEUs/30 PDHs

Course Description



This practical and highly-interactive course includes real-life case studies and exercises where participants will be engaged in a series of interactive small groups and class workshops



This course is designed to provide participants with a detailed and up-to-date overview of gas production, distribution, sales and marketing. It covers the natural gas, NGLs, LPG and LNG; the gas production, transportation, processing, selling and distribution; the differences of crude oil in terms of high volume, low energy-content commodity, etc; the proper gas sales, marketing strategies and negotiations; the commercial agreements, transportation contracts and other important commercial aspects in gas industry; the pricing and formulas and benchmark prices used in gas industry; analyzing the gas markets of Kazakhstan and Russia; and the pipeline gas in Asia, Europe, China, Kazakhstan and Russia.



Course Objectives

Upon the successful completion of this course, each participant will be able to:-

- Apply and gain a basic knowledge on gas production, distribution, sales and marketing
- Discuss natural gas, NGLs, LPG and LNG
- Identify gas production, transportation, processing, selling and distribution
- Explain the differences of crude oil in terms of high volume, low energy-content commodity, etc.
- Employ proper gas sales, marketing strategies and negotiations and determine the commercial agreements, transportation contracts and other important commercial aspects in gas industry
- Illustrate pricing and formulas and benchmark prices used in gas industry
- Analyze gas markets of Kazakhstan and Russia
- Discuss the pipeline gas in Asia, Europe, China, Kazakhstan and Russia

Exclusive Smart Training Kit - H-STK®



*Participants of this course will receive the exclusive “Haward Smart Training Kit” (H-STK®). The H-STK® consists of a comprehensive set of technical content which includes **electronic version** of the course materials conveniently saved in a **Tablet PC**.*

Who Should Attend

This course provides an overview of all significant aspects and considerations of introduction to gas production, distribution, sales and marketing for marketing staff.

Course Fee

US\$ 5,500 per Delegate + **VAT**. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Training Methodology

All our Courses are including **Hands-on Practical Sessions** using equipment, State-of-the-Art Simulators, Drawings, Case Studies, Videos and Exercises. The courses include the following training methodologies as a percentage of the total tuition hours:-

- 30% Lectures
- 20% Practical Workshops & Work Presentations
- 30% Hands-on Practical Exercises & Case Studies
- 20% Simulators (Hardware & Software) & Videos


In an unlikely event, the course instructor may modify the above training methodology before or during the course for technical reasons.

Course Certificate(s)

Internationally recognized certificates will be issued to all participants of the course who completed a minimum of 80% of the total tuition hours.


Certificate Accreditations

Certificates are accredited by the following international accreditation organizations:

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British Accreditation Council (BAC)

Haward Technology is accredited by the **British Accreditation Council** for **Independent Further and Higher Education** as an **International Centre**. BAC is the British accrediting body responsible for setting standards within independent further and higher education sector in the UK and overseas. As a BAC-accredited international centre, Haward Technology meets all of the international higher education criteria and standards set by BAC.

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The International Accreditors for Continuing Education and Training (IACET - USA)

Haward Technology is an Authorized Training Provider by the International Accreditors for Continuing Education and Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, VA 20171, USA. In obtaining this authority, Haward Technology has demonstrated that it complies with the **ANSI/IACET 2018-1 Standard** which is widely recognized as the standard of good practice internationally. As a result of our Authorized Provider membership status, Haward Technology is authorized to offer IACET CEUs for its programs that qualify under the **ANSI/IACET 2018-1 Standard**.

Haward Technology’s courses meet the professional certification and continuing education requirements for participants seeking **Continuing Education Units (CEUs)** in accordance with the rules & regulations of the International Accreditors for Continuing Education & Training (IACET). IACET is an international authority that evaluates programs according to strict, research-based criteria and guidelines. The CEU is an internationally accepted uniform unit of measurement in qualified courses of continuing education.

Haward Technology Middle East will award **3.0 CEUs** (Continuing Education Units) or **30 PDHs** (Professional Development Hours) for participants who completed the total tuition hours of this program. One CEU is equivalent to ten Professional Development Hours (PDHs) or ten contact hours of the participation in and completion of Haward Technology programs. A permanent record of a participant’s involvement and awarding of CEU will be maintained by Haward Technology. Haward Technology will provide a copy of the participant’s CEU and PDH Transcript of Records upon request.

Accommodation

Accommodation is not included in the course fees. However, any accommodation required can be arranged at the time of booking.

Course Instructor(s)

This course will be conducted by the following instructor(s). However, we have the right to change the course instructor(s) prior to the course date and inform participants accordingly:



Mr. Mervyn Frampton is a **Senior Process Engineer** with over **30 years** of industrial experience within the **Oil & Gas, Refinery, Petrochemical** and **Utilities** industries. His expertise lies extensively in the areas of **Distillation Column** Operation & Control, **Oil Movement** Storage & Troubleshooting, **Process Equipment** Design, Applied **Process Engineering** Elements, **Process Plant** Optimization, **Revamping & Debottlenecking**, **Process Plant** Troubleshooting & Engineering Problem Solving, **Process Plant** Monitoring, **Catalyst** Selection & Production Optimization, Operations Abnormalities & Plant Upset, **Process Plant** Start-up & Commissioning, **Clean Fuel** Technology & Standards, Flare, Blowdown & Pressure Relief Systems, **Oil & Gas Field Commissioning** Techniques, **Pressure Vessel** Operation, **Gas Processing**, **Chemical Engineering**, **Process Reactors** Start-Up & Shutdown, **Gasoline Blending** for Refineries, **Urea Manufacturing** Process Technology, Continuous Catalytic Reformer (**CCR**), **De-Sulfurization** Technology, Advanced Operational & Troubleshooting Skills, Principles of Operations Planning, **Rotating Equipment** Maintenance & Troubleshooting, **Hazardous Waste Management & Pollution Prevention**, **Heat Exchangers & Fired Heaters** Operation & Troubleshooting, **Energy Conservation** Skills, **Catalyst Technology**, **Refinery & Process Industry**, **Chemical Analysis**, **Process Plant**, **Commissioning & Start-Up**, **Alkylation**, **Hydrogenation**, **Dehydrogenation**, **Isomerization**, **Hydrocracking & De-Alkylation**, **Fluidized Catalytic Cracking**, **Catalytic Hydrodesulphuriser**, **Kerosene Hydrotreater**, **Thermal Cracker**, **Catalytic Reforming**, **Polymerization**, **Polyethylene**, **Polypropylene**, Pilot Water Treatment Plant, **Gas Cooling**, **Cooling Water Systems**, Effluent Systems, Material Handling Systems, **Gasifier**, **Gasification**, Coal Feeder System, **Sulphur Extraction Plant**, **Crude Distillation Unit**, **Acid Plant Revamp** and **Crude Pumping**. Further, he is also well-versed in HSE Leadership, Project and Programme Management, Project Coordination, Project Cost & Schedule Monitoring, Control & Analysis, Team Building, Relationship Management, Quality Management, Performance Reporting, Project Change Control, Commercial Awareness and Risk Management.

During his career life, Mr. Frampton held significant positions as the **Site Engineering Manager**, **Senior Project Manager**, **Project Engineering Manager**, **Construction Manager**, **Site Manager**, **Area Manager**, **Procurement Manager**, **Factory Manager**, **Technical Services Manager**, **Senior Project Engineer**, **Project Engineer**, **Assistant Project Manager**, **Handover Coordinator** and **Engineering Coordinator** from various international companies such as the **Fluor Daniel**, **KBR South Africa**, **ESKOM**, **MEGAWATT PARK**, **CHEMEPIC**, **PDPS**, **CAKASA**, **Worley Parsons**, **Lurgi South Africa**, **Sasol**, **Foster Wheeler**, **Bosch & Associates**, **BCG Engineering Contractors**, **Fina Refinery**, **Sapref Refinery**, **Secunda Engine Refinery** just to name a few.

Mr. Frampton has a **Bachelor degree** in **Industrial Chemistry** from **The City University** in **London**. Further, he is a **Certified Instructor/Trainer**, a **Certified Internal Verifier/Trainer/Assessor** by the **Institute of Leadership & Management (ILM)** and has delivered numerous trainings, courses, workshops, conferences and seminars internationally.

Course Program

The following program is planned for this course. However, the course instructor(s) may modify this program before or during the course for technical reasons with no prior notice to participants. Nevertheless, the course objectives will always be met:

Day 1

0730 – 0800	<i>Registration & Coffee</i>
0800 – 0815	<i>Welcome & Introduction</i>
0815 – 0830	PRE-TEST
0830 – 0930	General Information on Natural Gas, NGLs, LPG & LNG
0930 – 0945	<i>Break</i>
0945 – 1030	Gas Production
1030 – 1230	Gas Transportation
1230 – 1245	<i>Break</i>
1245 – 1420	Gas Processing
1420 – 1430	Recap <i>Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow</i>
1430	<i>End of Day One</i>

Day 2

0730 – 0930	Sales & Distribution in Gas Industry
0930 – 0945	<i>Break</i>
0945 – 1100	Differences with Crude Oil <i>High Volume</i>
1100 – 1230	Differences with Crude Oil (cont'd) <i>Low Energy-Content Commodity</i>
1230 – 1245	<i>Break</i>
1245 – 1420	Gas Sales & Marketing Strategy
1420 – 1430	Recap <i>Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow</i>
1430	<i>End of Day Two</i>

Day 3

0730 – 0930	Negotiations in Gas Industry
0930 – 0945	<i>Break</i>
0945 – 1100	Commercial Agreements
1100 – 1230	Transportation Contracts
1230 – 1245	<i>Break</i>
1245 – 1420	Transportation Contracts (cont'd)
1420 – 1430	Recap <i>Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow</i>
1430	<i>End of Day Three</i>

Day 4

0730 – 0930	Other Important Commercial Aspects
0930 – 0945	Break
0945 – 1100	Other Important Commercial Aspects (cont'd)
1100 – 1230	Pricing & Formulas Used in Gas Industry
1230 – 1245	Break
1245 – 1420	Pricing & Formulas Used in Gas Industry (cont'd)
1420 – 1430	Recap Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow
1430	End of Day Four

Day 5

0730 – 0930	Benchmark Prices in Gas Industry
0930 – 0945	Break
0945 – 1100	Gas Markets of Kazakhstan & Russia
1100 – 1230	Pipeline Gas Asia • Europe • China • Kazakhstan
1230 – 1245	Break
1245 – 1345	Pipeline Gas (cont'd) Russia (Gazprom, Orenburg Fields and Gas Plants and Regional Gas Trunk Lines)
1345 – 1400	Course Conclusion Using this Course Overview, the Instructor(s) will Brief Participants about the Course Topics that were Covered During the Course
1400 – 1415	POST-TEST
1415 – 1430	Presentation of Course Certificates
1430	End of Course

Practical Sessions

This practical and highly-interactive course includes real-life case studies and exercises: -



Course Coordinator

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