

**Industry Training Course**



**LPG Trading, Marketing &  
Price Risk Management**

to be held at  
**‘The Grosvenor Hotel’  
London**

**23<sup>rd</sup> - 27<sup>th</sup> October 2017**

**Course Provider**

The course is being presented by Stuart Anderson, LPG Connect International Ltd. assisted  
by Ian Brimelow.

Other industry experts from within the region will participate during the week.  
The course will commence at 10.00 hrs on Monday 23<sup>rd</sup> October and finish at noon on  
Friday 27<sup>th</sup> October.

The course is non-residential but accommodation at this hotel is  
available at special rates.

# LPG Trading, Marketing & Price Risk Management

## Course Summary

This interactive course will provide a thorough understanding of the dynamics of LPG supply, pricing, shipping, trading and marketing both intra- and inter-regionally. It will include instruction from, and discussion with industry experts and syndicate exercises/case studies will assist the understanding of major industry activities and issues. The course will have a modular structure with the primary focus being on international trade, physical and paper trading of LPG including managing exposure to price risk. Examples of the topics covered are:

- **Production Sources and Trends**
- **Consuming Markets, Sectors and Trends**
- **Global Trade Patterns**
- **Price References and Interpretation**
- **Netback Analysis**
- **Project Appraisal**
- **LPG Shipping**
- **Terminals and Constraints**
- **International and Regional Pricing**
- **Trade and Trading**
- **Trade Dynamics and Strategies**
- **Negotiating Strategies**
- **Price Risk Management**
- **Derivatives**
- **Hedging Strategies**
- **Trading Simulation**

## Course Participants

The course is specifically designed for personnel in companies concerned with production, export, import and marketing of LPG and those providing trading and financial services to the industry. Previous courses have been highly successful since the programme started in 2003 and feedback from participating delegates suggests that it has become an important part of their personal development in the LPG world. To date the courses have trained over 700 members of the LPG Industry.

**The course is limited to 22 participants. Attendance is at the discretion of the course providers.**

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London, 23<sup>rd</sup> - 27<sup>th</sup> October 2017

## Registration Fees / Payment Instructions

**Full payment** must be received before a place on the course can be guaranteed. Confirmation of your registration and a receipt will then be sent to you.

Joining instructions and other relevant information will be sent prior to the start of the course.

**Fees:**

First delegate **Early Bird** **Registration and Payment must be made by 29<sup>th</sup> September 2017**

**£3850.00 GB Pounds Sterling + 20% VAT**

First delegate **Registration & Payment after 29<sup>th</sup> September 2017**

**£4100.00 GB Pounds Sterling + 20% VAT**

Each additional delegate from the same company will be entitled to a 5% discount.

## Payment: Electronic Payments only accepted (no C.C.)

The total amount including VAT (where applicable) and without deduction of any taxes, duties or charges of any kind, may be paid by:

Chaps/Bank telegraphic transfer to **LPG Connect International Ltd**  
**Bank: HSBC Account No: 01833235 Sort Code: 40-15-05**  
**Swift Code: MIDLGB2103E**  
**IBAN: GB15MIDL40150501833235**

## Cancellations / Substitutions

Cancellation charges will apply as follows: ~ within 3 weeks of course start - 25% of fees  
~ within 1 week of course start - 50% of fees

If cancellation is more than 3 weeks before course start a refund of registration fee less 15% administration charge will be made. Substitutions are welcome and incur no charges. Notification of cancellation or substitution must be confirmed in writing.

## Venue / Accommodation

**The course venue is at the impressive Grosvenor Hotel**, Victoria, in the heart of London. The course is non-residential, however to book from a limited allocation of special course rate rooms please contact the course administrator for details.

## Please register me for this Training Course.

Full Name o Job Title o o o o o o o o o o o o o o

Company & Full Postal Address o .

..o o

Mobile/Contact No. .o o o o o o o o o o E-mail o .

Signature..... Date .....o o

**I acknowledge and agree to the Terms specified above.  
When completed please e-mail this form to:**

[lpg@lpg-connect.com](mailto:lpg@lpg-connect.com)  
**Tel +44 (0) 7879 814054**