MERCURY

Custody Transfer, Sales, and Fiscal Metering

18 – 22 April 2027
Dubai (UAE)



Dubai - UAE: +971 4 450 5697
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Ref: 15779_326539 **Date:** 18 – 22 April 2027 **Location:** Dubai (UAE) **Fees:** 4900 Euro

Introduction:

Custody transfer, sales, and fiscal metering are critical in the oil and gas industry. They serve as the foundation for accurate measurement and financial accountability during the transfer of commodities between parties. This process ensures that the buyer and seller receive fair value for the products exchanged, mitigating disputes over quantity and quality. Effective custody transfer standardized procedures, equipment, and protocols to uphold reliability and compliance with industry regulations.

Fiscal metering, the precise measurement of hydrocarbons for fiscal purposes, calculates revenue, royalties, and taxes associated with the sale of petroleum products. In this Custody Transfer, Sales, and Fiscal Metering course, participants will explore the principles and best practices of custody transfer, the importance of sales agreements, and the technologies and methodologies employed in fiscal metering, providing them with an understanding of this aspect of the oil and gas sector.

The Custody Transfer, Sales, and Fiscal Metering course provides in-depth knowledge of the essential processes of custody transfer in the oil and gas industry. It covers key aspects of oil and gas transfer protocols, transfer orders, and the intricacies of fiscal metering. Participants will gain insights into accurate measurement and documentation during custody transfer, ensuring reliable sales and regulatory compliance.

The Custody Transfer, Sales, and Fiscal Metering course covers various techniques, including virtual metering in oil and gas and advanced metering systems. It addresses the role of sales engineers in optimizing oil and gas production sales, provides skills to enhance oil and gas sales strategies, and effectively manages production for sale in the competitive oil and gas industry.

Targeted Groups:

- Oil and Gas Industry Professionals.
- Metering Technicians and Engineers.
- Compliance and Regulatory Personnel.
- Sales and Marketing Teams.
- Finance and Accounting Professionals.
- Quality Assurance and Control Specialists.
- Project Managers in Oil and Gas Operations.
- Legal Advisors and Contract Managers.
- Supply Chain and Logistics Coordinators.
- Academic Institutions and Research Organizations.

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Course Objectives:

At the end of this Custody Transfer, Sales, and Fiscal Metering course, the participants will:

- Understand the fundamental principles of custody transfer in the oil and gas industry.
- Learn the key components and processes involved in sales transactions.
- Gain proficiency in various metering technologies and their applications.
- Develop skills in interpreting and analyzing metering data for accuracy.
- Explore the regulatory requirements and compliance standards related to custody transfer and fiscal metering.
- Enhance knowledge of drafting and negotiating effective sales agreements.
- Acquire expertise in quality assurance practices within the metering process.
- Learn to resolve disputes and challenges related to custody transfer and sales.
- Understand the financial implications of metering data on revenue and taxation.
- Foster awareness of safety and environmental considerations in metering operations.

Targeted Competencies:

By the end of this Custody Transfer, Sales, and Fiscal Metering training, the participant's competencies will:

- Understanding Custody Transfer Processes.
- Proficiency in Metering Technologies.
- Knowledge of Sales Agreements and Contract Terms.
- Competence in Regulatory Compliance.
- Skills in Quality Assurance and Quality Control.
- Ability to Analyze Metering Data.
- Expertise in Financial Calculations and Reporting.
- Familiarity with Industry Standards and Best Practices.
- Problem-Solving Skills in Metering Disputes.
- Awareness of Safety and Environmental Regulations.

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Course Content:

Unit 1: Introduction to Custody Transfer:

- Define custody transfer and its importance in the oil and gas sector.
- Explain the roles of various stakeholders involved in custody transfer.
- Describe the legal implications and liabilities associated with custody transfer.
- Discuss the types of custody transfer agreements and contracts.
- Identify key terminology related to custody transfer processes.
- Explore historical developments and current trends in custody transfer.

Unit 2: Metering Technologies and Techniques:

- Introduce various metering technologies used in custody transfer.
- Explain the principles of flow measurement and metering accuracy.
- Discuss different types of meters, including positive displacement, Coriolis, and ultrasonic meters.
- Explore the significance of calibration and maintenance of metering equipment.
- Identify best practices for installing and operating metering systems.
- Examine advancements in metering technology and their impact on operations.

Unit 3: Sales Agreements and Financial Considerations:

- Outline the essential elements of sales agreements in oil and gas transactions.
- Discuss negotiation strategies for effective sales contracts.
- Explore pricing mechanisms and methodologies used in sales agreements.
- Understand the financial calculations related to custody transfer and sales.
- Analyze the implications of metering data on revenue and taxation.
- Discuss risk management strategies related to sales agreements.

Unit 4: Regulatory Compliance and Quality Assurance:

- Identify key regulatory bodies governing custody transfer and metering.
- Explain the compliance requirements and standards applicable to custody transfer operations.
- Discuss the role of quality assurance in maintaining metering accuracy.
- Explore audit processes and documentation requirements for compliance.
- Examine common challenges in ensuring regulatory compliance.
- Review case studies highlighting compliance issues and resolutions.

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Unit 5: Dispute Resolution and Best Practices:

- Discuss common disputes arising in custody transfer and sales transactions.
- Explore mechanisms for resolving disputes effectively.
- Identify best practices for minimizing disputes in custody transfer processes.
- Understand the role of technology in enhancing dispute resolution.
- Analyze the importance of clear communication among stakeholders.
- Review case studies on successful dispute resolution in the industry.