



## Custody Transfer, Sales, and Fiscal Metering

21 - 25 Sep 2025  
Kuala Lumpur (Malaysia)



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**Ref.:** 15779\_326553 **Date:** 21 - 25 Sep 2025 **Location:** Kuala Lumpur (Malaysia) **Fees:** 4500 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 involves standardized procedures, equipment, and protocols designed to uphold accuracy, reliability, and compliance with industry regulations.

Fiscal metering, the precise measurement of hydrocarbons for fiscal purposes, is essential for calculating revenue, royalties, and taxes associated with the sale of petroleum products. In this Custody Transfer, Sales, and Fiscal Metering course, we 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 participants with a comprehensive understanding of this vital aspect of the oil and gas sector.

## 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.

## Course Objectives:

At the end of this course, the participants will be able to:

- 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:

- 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.

## 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.

### **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.



**Registration form on the :  
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