



OIL, GAS AND PETROCHEMICALS TRAINING

Petroleum Products Distribution and Fuel Retail Management

5 day course

Classroom, online or in-house

Course overview

Fuel reaches a forecourt through import terminals, depots, road tankers and underground tanks, and losses, contamination and regulated margins squeeze every link on the way. The course traces that chain from primary terminal to nozzle. It runs from supply planning and depot operations, through bottom loading, compartment sealing and tanker delivery, to wetstock reconciliation at the site. Retail layout, underground tank and line integrity, dispenser calibration, product quality at the pump and site safety follow. The commercial half covers the regulated price build ups common in Southern and East Africa, margin management, convenience and other non fuel income, dealer and company operated models and site performance reviews. Managers finish ready to run or audit a distribution network and a portfolio of retail sites with tighter control of stock, quality and profit.

What you will learn

- Map the secondary distribution chain from terminal to retail site
- Plan depot stock, replenishment and tanker scheduling
- Apply safe loading, sealing and delivery procedures for road tankers
- Reconcile wetstock and detect losses from leaks, theft or meter drift
- Specify underground tank, pipework and dispenser integrity checks
- Maintain product quality and prevent contamination at the pump
- Analyse a regulated fuel price structure and the margins within it
- Evaluate retail site performance across fuel and non fuel income

Who should attend

- Depot and distribution managers
- Retail area managers and dealer development staff
- Fuel site owners and franchisees
- Transport and fleet managers in fuel logistics
- Energy regulator staff responsible for fuel pricing and licensing

Course outline

- 01 The secondary distribution chain
- 02 Depot operations and stock planning
- 03 Road tanker loading and delivery
- 04 Wetstock control and loss investigation
- 05 Retail site design and tank integrity
- 06 Fuel quality at the pump
- 07 Price structures and margin management
- 08 Retail performance and dealer models

Upcoming dates



Dates	Venue	Format	Fee per delegate
26 to 30 October 2026	Kampala, Uganda	Classroom	USD 1,325
11 to 15 January 2027	Harare, Zimbabwe	Classroom	USD 1,325
18 to 22 January 2027	Gaborone, Botswana	Classroom	R19,950
22 to 26 March 2027	Online	Online	R8,500

Fees and how to register

This 5 day course is **R8,500** per delegate online, **R19,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 1,325** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriScience.co.za, or WhatsApp us on **+27 63 479 1136**.

AfriScience Group | +27 61 536 6531 | info@afriScience.co.za | Pretoria, Gauteng, South Africa