



Base Oils II – Product Quality and Global Profitability

9AM EST/8AM CST/1PM GMT

Module 1

- 8.00 Welcome and course introduction**
- 8.10 Refresher: Base Oils I Terminology & Technology**
- Crude and base oil naming conventions
 - Technology, key properties, and where they're controlled
 - API Groups: the detailed definitions
- 8.40 Volatility Requirements - Industry Game Changer**
- The technical details of viscosity index (VI)
 - Volatility: another base oil property to understand
 - VI – Volatility – Viscosity relationships
- 9:40 Break**
- 10:00 Viscosity & Engine Oils: an overview**
- Viscosity measurement under different conditions
 - Putting it together: SAE J-300 Engine Oils
 - Why engine oils matter to all other base oil sectors
- 10:45 Summary and conclusions**
- 11:00 End of day one**



Base Oils II – Product Quality and Global Profitability

Module 2

8:00

Global Variations in Base Oil Quality

- Major supplier comparisons: Group I, II, III qualities
- Quality differences within the same groups
- GTL and PAO: quality nirvana (for some applications)

8:45

Base Oil Pricing Mechanisms

- Mechanisms – what sets base oil price?
- Price ceilings: buyers (finished lubricants; process oils)
- Price floors: sellers (base oil refiners & marketers)

9:30

Break

9:45

Base Oil Refinery Profitability

- Profit basics: revenue less expenses
- Fuels versus lubes: who pays for what?
- By-products from base oil plants
- Exercise: Group I vs Group II vs Group III profitability

10:15

Discussion: Findings of profitability exercise

10:45

End of day two



Base Oils II – Product Quality and Global Profitability

Module 3

- | | |
|--------------|--|
| 8:00 | Base Oil Forecasting Methodology <ul style="list-style-type: none">• Current global supply and demand• Factors to consider when doing a base oil forecast• Example: A simplified 2025 base oil forecast |
| 9:00 | Group Discussion & Opinions <ul style="list-style-type: none">• Will Group I cease to exist?• Global recovery timing post-COVID• Example: A simplified 2025 base oil forecast |
| 9:30 | Break |
| 9:50 | Trends & Ideas: Survival of the Fittest <ul style="list-style-type: none">• Unintended consequences from hydroprocessing• More supply from re-refined oils and bio-lubricants?• New survival schemes required |
| 10:30 | Summary and course conclusion |
| 10:45 | End of the course |