



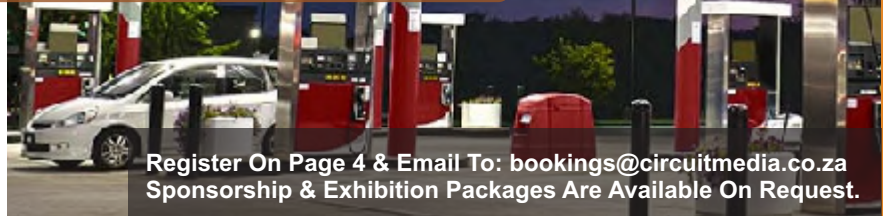
The Second FUEL 2020 Summit South Africa

Wholesale & Retail

29 - 30 October 2020

OR Tambo Conference Centre
Johannesburg, South Africa

- Back By Popular Demand.
- Delegate Tickets Are Limited.
- Fuel Wholesalers & Retailers.
- Promoting Fuel Trade.
- Franchise Management Toolkits.
- Better Business, Bigger Profits.
- Advanced Covid-19 Protocols.



Register On Page 4 & Email To: bookings@circuitmedia.co.za
Sponsorship & Exhibition Packages Are Available On Request.



Tom Mkhwanazi
CEO
Wholesale & Retail Sector
Education & Training Authority



James Noble
Head: Wholesale, Retail
& Franchising
ABSA Business Banking



Muzi Mkhize
Full-Time Regulator Member
National Energy Regulator SA
(Nersa)



Vishal Premllal
National Director
SA Petroleum Retailers
Association (Sapra)



Reggie Sibiya
CEO
Fuel Retailers Association
(FRA)



Peter Morgan
Director
Liquid Fuel Wholesalers Association
(LFWA)



Willem Groenewald
CEO
Automobile Association
(AA)



Vivian Corinaldi
Consultant
SAPRA



Sbonelo Mbatha
Owns Multiple Service Stations
Co-Founder
PetroCONNECT



Hiten Parmar
Director
Uyilo
e-Mobility Programme



Mark Harper
Owns Multiple Service Stations
Co-Founder
PetroCONNECT



Sasha-Lee de Bod
Franchise Partner and Consultant
Franchise +Plus

WHAT TO EXPECT:

- Money: Explore Available Funding Options.
- Resources For Fuel Wholesalers & Retailers.
- New Fuel Trade Connections and Partners.
- 2020 Expert & Business Thought Leadership.
- Unpack Oil Markets, Covid, 2020 & Fluctuations.
- Re-Centre, Grow & Expand Your Fuel Business.

SUMMIT OVERVIEW: Fuel wholesalers and retailers keep the economy moving. In a year of unprecedented "ups and downs", we are delighted to announce the dates to the 2nd Fuel W&R Summit, re-launched and back by popular demand. Our 2020 special instalment is a collation of key fuel trade resources, funding alternatives, new tech, expert business insights, price fluctuation forecasts, state of the downstream fuel sector and toolkits for business success. The Fuel W&R Summit runs at an award winning conference facility, large enough for physical distancing, with advanced workplace protocols for Covid-19. This is tipped to be the most important fuel event in SA. **Do Not Miss Out!!!**



+27 (0)10 880 4766



bookings@circuitmedia.co.za



A Preview Of Some Our Featured Speakers



Muzi Mkhize
Full-Time Regulator Member
National Energy Regulator SA (Nersa)

Muzi Mkhize has extensive experience in the energy sector. He has represented SA at various international forums, dialogues and platforms, including the World Economic Forum side meetings, International Energy Forum meetings, International Energy Agency (IEA) conferences, the India-Brazil-South Africa (IBSA) trilateral, Presidential visits and a host of government-to-government bilateral engagements. He holds a Master of Business Leadership (UNISA), Bachelor of Commerce (UNISA), a BSc Chemical Engineering (UKZN).



Tom Mkhwanazi
CEO
Wholesale & Retail Sector Education & Training Authority (W&RSETA).

Tom Mkhwanazi is the CEO at the W&RSETA where he oversees wholesale and retail education and training across all sectors including the fuel downstream sector. Prior to joining the W&RSETA Tom was General Secretary for the Motor Industry Bargaining Council. Tom held a number of board directorship positions to three Motor Industry Provident Funds and was the chairperson of the Foodbev SETA. He has worked for merSETA where he served as Company Secretary and Chief Operations Officer: HR, Strategy and Compliance.



James Noble
Head: Wholesale, Retail & Franchising
ABSA Business Banking

James is the Head of Wholesale, Retail and Franchise at Absa Business Bank. He is responsible for the development and implementation of Absa's Wholesale, Retail and Franchise strategy, creating a centre of excellence for internal as well as external industry stakeholders. In his previous position, James was the Business Development Manager for the Fuel Industry at Absa. He has been involved in the Franchise and Fuel Retail Industry since 1997 developing sales growth strategies and solutions for the industry.



Peter Morgan
Director
Liquid Fuel Wholesalers Association (LFWA)

Peter Morgan has more than 35 years' experience in the Liquid Fuels environment– 24 of these with an international Oil major; living through all the Changes in the South African liquid fuels industry over this time. His experience includes Director of the Liquid Fuels Wholesalers Association; CEO of the Fuel Retailers Association; Founder of the Electronic Payment and procurement Solutions and the card controller of the first diesel card launched in South Africa. Peter is currently a member of the Petroleum Liquid Fuels Charter Council.



Reggie Sibiya
CEO
Fuel Retailers Association (FRA)

Reggie Sibiya is CEO at the Fuel Retailers Association. He represents the Fuel Retailing Sector on all industry related issues i.e. regulatory framework development and implementation, MIBC, supply and logistics challenges, environmental and legislative processes that affect fuel retailers and Government Stakeholder Relations with DOE, DOL, DTI etc. Reggie served as National Retail Operations Manager at Shell Oil Company and New Channels Operations Manager at Unilever inter alia. He sits on several Boards as a Board Member.



Vivian Corinaldi
Consultant
SA Petroleum Retailers Association (Sapra)

Vivian has 40 years' experience in the Petroleum Industry in Southern Africa, both in Retail and Commercial Sales & Marketing, and Service Station Development. He worked for Mobil Oil Company in their retail marketing and property development divisions for 7years from 1980 to 1987 and at Sasol Oil for 27 years, where he served in Retail Sales & Marketing and Property. He was personally involved in the development of 120 retail service stations during his tenure in Property Development at Sasol. Viv is currently contracted to RMI & Sapra.



Sbonelo Mbatha
Owner Of Multiple Service Stations
Co-Founder
PetroCONNECT

Sbonelo Mbatha is the director and co-founder of PetroCONNECT, a Business-2-Business company developed with the purpose of playing a pro-active role in helping all players in the energy industry join forces to become part of the industry wide solutions that are required at all times. He owns and operates multiple service stations and corporate affairs of major oil companies alongside his co-founding partner Mark Harper. The pair bring to the W&R Summit fuel dealer and corporate perspectives acquired over a 20 year span.



Willem Groenewald
CEO
Automobile Association (AA)

Willem Groenewald is CEO at the Automobile Association of SA. The AA has several invaluable calculators and tools, including that for fuel pricing which informs of fluctuations in the country. Willem has a long history of successfully leading large companies in SA, many of these through difficult economic circumstances. He is a person of great strategic ability and insight. He brings a wealth of business experience and knowledge to the 2nd W&R Summit. Willem is a highly-regarded and proven leader with an excellent management pedigree.



Vishal Premllal
National Director
SA Petroleum Retailers Association (Sapra)



Martin Holtzhausen
Director: Sales & Marketing
Smart Fuel



Hiten Parmar
Director
Uyilo
e-Mobility Programme



Mark Harper
Fuel Biz Owner
Co-Founder
PetroCONNECT



Sasha-Lee de Bod
Franchise Partner & Consultant
Franchise +Plus



Matthew Augustine
Director: Biz Strategy
TCM Group of Companies

OBJECTIVES OF THIS SPECIAL 2020 EDITION:

- Understanding oil markets before #LockDown & the Covid-19 Impact.
- Discussing fuel wholesale and retail profit margins.
- Unpacking the service station of the future: What does it look like?
- Provision of a business support platform for ALL players in the fuel sector.
- Exploring available finance and funding options for wholesalers & retailers.
- Creation of a no holds-barred platform to solve pressing industry issues.
- Bringing together operations staff in fuel wholesale, retail and logistics.
- Galvanising the balance between fuel supply and demand.
- Consolidating fuel trade operations, business development and growth.
- Participate, learn and share knowledge through our panel discussions.
- Learn about innovative technologies to manage service stations and logistics.
- Step-by-step guides for dealers looking to expand or grow their business.
- Enjoy dealer and franchise support systems from our partners.

Dear Delegate,

We have put together a must-attend two day event dedicated to all stakeholders and players in the fuel wholesale and retail sector.

2020 has been a mixed bag of opportunities and challenges, highs and lows. The road has been bumpy, but if we come together, once again, we can map out lucrative strategies for success.

We have guest speakers and experts from a mix of backgrounds to ensure a balance of ideas and perspectives. All ideas are welcome.

We look forward to hosting you at our socially distanced summit with advanced workplace protocols for Covid-19. See you soon!

(Event Head Coordinator: UUM).

SUMMIT DAY ONE

08:00 Delegates Arrival, Registration and Refreshments.

08:45 Chairperson's Opening Remarks.

09:00 KEYNOTE ADDRESS: WHOLESALERS & RETAILERS SKILLS & RESOURCES FOR GROWTH IN THE FUEL SECTOR.

- Pressing ahead with fuel wholesale and retail post-2020.
- Business resources and support for petroleum dealers.
- A frank look at business in the year 2020 and the future.

Speaker: Tom Mkhwanazi is CEO at the W&RSETA.

10:00 Tea Break.

10:15 2020 FUEL PRICE SHOCKWAVES: UNPACKING PRICING, FLUCTUATIONS & FORECASTING FOR THE FUTURE.

- Pricing, fluctuations and forecasting for the near future.
- Understanding fuel pricing for wholesalers and retailers.
- Are you happy with the margins?

Speaker: Willem Groenewald is CEO at Automobile Association.

11:00 IN-FOCUS 2020/21: CURRENT TRENDS IN FUEL RETAILING, OPPORTUNITIES & CHALLENGES FOR GROWTH IN SA.

Speaker: Reggie Sibiyi is CEO at Fuel Retailers Association.

11:45 THE MONEY TALK RELOADED: WHERE & HOW TO ACCESS FUNDING & FINANCE FOR FUEL WHOLESALERS & RETAILERS.

- Funding for fuel wholesale and retail businesses and dealers.
- Exploring available funding opportunities.

Speaker: James Noble is Head: Wholesale, Retail & Franchising at Absa Business Banking.

12:30 THE LWFA TALK: LIQUID FUEL WHOLESALING IN SA- 2020 AND FUTURE OUTLOOK.

This speaker's bio says that he "has lived through all the changes in the SA liquid fuels industry over a 35 year period". He brings all this experience to plenary to advise on approaches to solve current Fuel wholesaling problems. A session not to be missed.

Speaker: Peter Morgan is a veteran in the fuel industry and Director at Liquid Fuel Wholesalers Association (LFWA).

13:00 Lunch & Business Partner Creation.

14:00 PETROLEUM RETAILING IN SA: A SAPRA PERSPECTIVE.

Speaker: Vivian Corinaldi is a Consultant at SA Petroleum Retailers Association (SAPRA).

15:00 TECH TALK - 2020 UPDATES: THE LATEST FUEL STATION SYSTEMS INNOVATION, FLEET & LOGISTICS MANAGEMENT.

Speaker: Martin Holtzhausen is Director S&M at Smart Fuel.

15:45 Chairperson's Closing Remarks.

16:00 Summit Day One Closes.

SUMMIT DAY TWO

08:00 Delegates Arrival, Registration and Refreshments.

08:45 Chairperson's Opening Remarks.

Note: This is your day. On this day you bring all your issues to plenary, directly or anonymously. Come and ask your questions. This day is slated for mass participation. Following speeches from industry leaders and executives, delegates will be afforded the opportunity to contribute, ask questions, raise sticking points, offer new ideas and posit possible ways of doing business to the benefit of all in the sector. All voices will be accommodated. The Chair facilitates our "physically distanced" deliberations.

09:00 KEYNOTE ADDRESS: NERSA'S PERSPECTIVES- PETROLEUM REGULATIONS FOR WHOLESALERS & RETAILERS GROWTH 2021.

The speaker is back again to delve deeper into fuel compliance and regulation issues. He will share with you government perspectives for fuel retail & wholesale development and unpack shortages experienced, and more importantly, W&R policies and strategies going into the future.

Speaker: Muzi Mkhize is Full-Time Regulator Member at the National Energy Regulator of South Africa (NERSA).

10:00 Tea Break.

10:15 REVOLUTIONISING DOWNSTREAM FUEL RETAIL & WHOLESALERS: EXPERTS SHARE THE FULL STORY.

This session details the nuts and bolts of the W&R fuel revolution.

Speakers Sbonelo Mbatha and Mark Harper are Co-Founders of PetroCONNECT. Together they own multiple service stations.

11:15 FRANCHISE TALK: THE 10 LAWS OF FRANCHISING & FACTORS THAT DRIVE A FUEL DEALER'S SUCCESS.

Speaker: Sasha-Lee de Bod is Franchise Consultant & Partner at Franchise +Plus.

12:00 THE SERVICE STATION OF THE FUTURE, ELECTRIC VEHICLES & WHAT THIS MEANS FOR FUEL WHOLESALERS & RETAILERS.

Rewind to the early 2000's, none of us ever imagined that we could walk around with small computers in our pockets. And yet here we are. It is time to start thinking about the future. Did you know you can drive from Johannesburg to Cape Town, and back, in an electric vehicle? During this session, the speaker unpacks what this means for the world of petroleum.

Speaker: Hiten Parmar is Director at Uyilo e-Mobility Programme.

13:00 Lunch & Business Partner Creation.

14:00 OPEN DISCUSSION SESSION: PRESSING ISSUES & SOLUTIONS.

Chair: Vishal Premllal is National Director at SAPRA.

15:00 GET THOSE CONTACTS: BUSINESS PARTNERS MATCH-MAKING.

15:30 Chairperson's Closing Remarks.

16:00 End Of Summit.

REGISTRATION FORM

2nd FUEL WHOLESAL & RETAIL

2020 ANNUAL AFRICA SUMMIT



Dates: 29 and 30 October 2020 | Venue: OR Tambo Conference Centre, Johannesburg, South Africa | Tel: 010 880 4766

1. Authorised by:

Name	Surname
Company	Position
Company Address	Postal Code
Phone	Email
Signature	Date

2. Delegate Details:

Delegate Name & Surname	Job Title	Email
1		
2		
3		
4		
5		
6		

Cost Per Delegate
R7490
 Excluding VAT



Bank: Standard Bank, SA
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Account Number: 000454567
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3. Terms & Conditions:

Registration Confirmation: A confirmation email and invoice will be sent to delegates within 3 days of receiving the registration form.

Cancellation Policy: A fee of 30% cancellation will apply for cancellations received 7 – 14 days prior to the start date of the training or conference.

Cancellations received less than 7 days prior to the start date of the training/conference/summit are not refundable, but substitutes are welcome.

Refunds: The Circuit Media Pty Ltd has a strict **NO CASH REFUND POLICY** (delegates who miss an event, for whatever reason, will be issued a credit note with which to attend the next event).

Delegate Entitlements: Event items covered by registration fees include the following: access to conference, summit, master-class and/or training sessions on the stipulated dates, course material packs (presentations), daily refreshments and lunch.

Attendance Certificate: All delegates will receive an attendance certificate at close of event.

Delegates: Delegates are expected to have fully registered and remitted payment on or before event commencement.

Speakers: All speakers carried on The Circuit Media Pty Ltd's programs are confirmed in writing. The Circuit Media Pty Ltd reserves the right to contract replacement speakers where the original listing fails to make it to plenary for one reason or the other. Speakers, trainers and program facilitators reserve the right to send equally qualified stand-in's in the event of pressing commitments and out-of-country trips.

Authorising Signature: By signing this registration form, the authorizing signatory accepts The Circuit Media Pty Ltd's terms and conditions as spelt out on this page.

PLEASE NOTE: Delegates remain unregistered until they have completed this form in full and submitted it to The Circuit Media Pty Ltd via email or fax.

4. General Information

HOW TO BOOK:

Email registration form to:
bookings@circuitmedia.co.za
 Call: 010 880 4766

DATES:

29 and 30 October 2020

VENUE:

OR Tambo Conference Centre, Johannesburg.

ACCOMMODATION:

Accommodation & transport are not included in the registration fee.

FOOD AND BEVERAGES:

All lunches, morning and afternoon refreshments are included in the registration fee.

DIETARY REQUIREMENTS:

Delegates with particular dietary requirements e.g halaal, vegetarian etc, are required to inform The Circuit Media beforehand.

COVID-19 PROTOCOLS:

The Summit will run with advanced Workplace Protocols (WPC) For Covid-19. The venue is BIG enough for physical distancing. Full details are in the "Booking Confirmation Notice".