COQA’s Mission

- Ensure quality and consistency of crude oil are maintained from production to refinery
- Expand definition of quality beyond API gravity and sulfur
- Oppose indiscriminate alteration in quality, e.g. blending
- Promote communication between all sectors of industry
Welcome to the Crude Oil Quality Association!

The Crude Oil Quality Association (COQA) is dedicated to the belief that maintaining the integrity and consistency of the refining characteristics of crude oil streams is of importance to all parties involved in crude oil activity, from production locations to the refinery.

To this end, we hold three meetings annually. These meetings are open to the public and we welcome your attendance and involvement.

Upcoming Events

**COQA San Antonio, February 21-22, 2018**

Dates: 21 – 22 Feb, 2018

Dates for our first COQA meeting of 2018 have been set, so mark your calendars and join us in San Antonio on **Wednesday February 21st** and **Thursday February 22nd**. The format will be the same as we usually follow with subcommittee discussion, Advisory and Executive Board meetings on Wednesday (Feb 21), followed by the general meetings and speakers on Thursday (Feb 22), beginning with breakfast at 7:00 am.

Our event will take place at the Menger Hotel, the most historic hotel in San Antonio, situated on the same block as the Alamo.
Meetings Policy

- Open forum for discussion of technical issues related to production, handling, transportation, and refining
- No restrictions on attendance or participation
- Consideration given to views of all
- Adhere to a strict anti-trust policy, and not discuss:
  - Price, pricing policy, cost, or discounts
  - Sales & production quotas, territories, allocations, shares
  - Endorsement or disparagement of products or services
  - Liabilities, warranties, guarantees, conditions of sale
  - Coercive practices or control of competition
Financial Support

- As a not for profit organization, we rely on the generous support of our corporate members.
- Our support is through
  - Annual memberships
  - Two levels of corporate membership
  - Event sponsors at our meetings
  - Individual meeting attendance fees
Our 2017 Corporate Sponsors

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Our 2017 Corporate Supporters

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Merichem
North Dakota Pet. Council
Nalco Champion
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Schneider Electric
US Dept. of Energy
We Thank Our New 2017 Corporate Supporter – Husky Energy
Our “New” Corporate Sponsors – Andeavor and Energy Transfer Partners (ETF)

Formerly Tesoro

Merger of ETF and Sunoco Logistics
We Thank Our Event Sponsors at this Meeting
Our Next Meeting

- February 21 & 22, 2018 - Menger Hotel - San Antonio, TX

- Registration will be available on the web page in about 2 weeks.
An Upcoming Opportunity - Argus Americas Crude Summit - January 16-18, 2018

The COQA has been a media partner for several years for this significant conference.
Upcoming Meeting - 2018

- May 22-24, 2018 - Grand Hyatt, Denver, CO
  - Joint Meeting with the Canadian Crude Quality Technical Association (CCQTA)
From the Last Meeting

- Questionnaire Results from St. Louis meeting in June
- Who Attends our Meetings?
From the Survey

- A survey conducted of attendees at the St. Louis meeting in June 2017
- Meeting attendees

How many years have you been attending COQA?

- 1st time
- 0-2
- 2-5
- 5-10
- 10+
From the Survey

- **Topics of interest**
  - “sampling, testing, best practices”-
  - A 12 part video series – all related to various aspects of crude quality, e.g. crude cuts, compatibility, fouling and corrosion, dumbbell crudes, TAN and more. Check out [www.opportunitycrudes.com](http://www.opportunitycrudes.com) for details.
By Way of Announcement

- First time attendees?

- For lunch today, you are free to choose from the many nearby choices.
What’s Trending?

- WTI Quality
  - COQA project
  - Interest by CME/NYMEX and the CFTC (Commodity Futures Trading Commission)

- Revised Segregation 20 spec at LOOP to include Midland, Bakken crudes: In the LOOP in Oil & Companies News 23/08/2017

- First Emergency Draw of SPR Crude since 2012 - amid debate over selling half of the reserve
Challenges for California Refiners

- In 1982, California had 40 refineries and 2.6 MMb/d capacity.
- Today, there are 12 sophisticated refineries with 1.9 MMb/d.
- Numerous regulations encourage the shift away from petroleum-based fuels.
- California fuels are priced higher due to costs of producing CARB-compliant fuels.
Challenges for California Refiners

- California has largely missed out on the benefits of the shale revolution due to logistics and pushback/regulations regarding crude by rail.
- The future of California refining is very uncertain.
  - Environmental constraints make upgrades difficult and expensive.
  - Shrinking market as electricity and renewables gain.

Comments, Questions?