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# Petroleum Business and Marketing in Nigeria: Episodes Account

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***Abstract***
*This paper titled Petroleum Business and Marketing in Nigeria: Episodes Account, critically examined the episodes of oil and gas marketing in Nigeria. The historical events associated with oil and gas sector was reviewed, the cost increase and decline of petroleum bye-products was equally analyzed. Governmental policies over the decades and their monumental reviews and how they affect the marketing industry was ex-rayed. The role of legislation, labor centers, marketers association and the demand for PIB rationalized the sector. How political influence, foreign partners and global oil policies hampered and developed the industry was a focal point of discuss. Economic theory and its transactional marketing strategy built a foundational structure for the kick-starting of business in Nigeria. The constitutional functions and limitations of NNPC, oil deals and terminologies took a center stage of review. The paper concluded with evaluative measures and recommendations on possible ways of improvement in the industry.*

***Keywords:*** *Marketing, Industry, Nigeria, NNPC, Pump price, Oil, Gas, Petroleum, Crude, Global, Domestic, Deal.*

## Introduction

Before 1960 when Nigeria gained its independence, the Nigerian wealth and economic activities was to a great extent dominated by exports of agricultural produce, however industrial sector wasn't viable. After independence, agricultural sector continued as the bastion of the economy. A range of Marketing Boards generated much returns, which was used by government to develop the basic infrastructures needed for long period advancement. Several policies were made to maximize profits of the export-led development strategies.

Eluozo (2018), stated that oil was firstly discovered in Ondo State rather than Rivers State before independence, but the truth remains that commercial quantity and proper exploration activities onshore was firstly established in the old Rivers State in the year 1956 in Olobiri now Bayelsa State. Since the discovery and exploitation began, oil revenue has replaced earnings from agriculture which was the main stay of the Nation's economy. Eluozo maintained that before the oil bang, the Nigerian economy was characterized by subsistence activities; micro production, obsolete technology; imperialistic influence; corruption and poor institutions. Noting that barely all the policies of pre and pro oil bang failed to address identified features of the economy.

The unearthing of oil in commercial quality onshore in Olobiri and other Niger Dealta communities in late 1950s, and the embargo placed on Arab oil by United States of America (USA) in 1973, collapsed the agricultural sector in Nigeria. According to Onigbinde (2014), the contribution of agriculture in 1971 to the Nigeria's gross domestic product (GDP) stood at 48.23%, while it declined with about 21% in 1977. In the same vane Central Bank of Nigeria (1994), reported that agricultural exports formed 20.7 % of gross exports in 1971 but declined to 5.71% in 1977. This development made Nigeria's economy heavily dependent on oil representing 90% of foreign exchange revenue and 95% total exports.

After the Nigerian civil war in January 12 1970, Nigeria generated incredible capital from oil sales due to increase in the world oil price. The notable peace witnessed after the civil war enabled Nigeria to join the Organization of Petroleum Exporting Countries (OPEC) in the year 1971. In 1977 the federal government made a giant stride by establishing the Nigerian National Petroleum Company, reformed as the Nigerian National Petroleum Corporation (NNPC) in 1999. The NNPC was saddled with the responsibilities of managing the oil firms, account for the revenues accrued and to report same to the government.

In 1972, due to the end of the civil war, oil companies gained access to the Niger Delta region properly and the production increased drastically and Nigeria was ranked the 7th largest oil producing country of the world a position it still maintains till date. Even though oil bang generated a lot of revenues for the government, it equally created serious structural imbalance to the economy. In spite of the oil bang, the private sector remained weak and docile (Hichliffe, 1989). Several laws and policies has followed the oil reforms yet issues emanate in the areas of accountability, actual production range, sharing formula, utilization of funds and proper marketing.

Independent production and refining, local marketing and distributions of bye-products, price limit and availability of products, payment of cash core among others remain the major issues under review.

**Economic Theory**

Economic theory is closely related to transactional marketing; the theory is useful most especially in this modern-day regime of democratic trading in goods and services through market liberalization and deregulating global economic policies. Economic theory presumes that energy is a product that clients must adapt its usage in response to price signals. In analyzing the theory, it postulates that pecuniary rewards will have some brunt on energy-using etiquette and energy related investments, amid the magnitude of rewards affecting the response scale. However, clients react with diverse behavior to price variations. Lutzenhiser (2002), concluded that with significant opportunities to save energy and money, only those with certain rationalistic styles may be able to appreciate it as a fact.

In 2014, petrol price increased twice the real price and petrol usage dropped to 75% during January, but in 2017 during December festive period, petrol price hyped to even a litter one thousand naira, yet the demand increased with about 2%, reason being that people preferred traveling home than saving money.

**Petroleum products marketing and the Nigerian economy**

The episodes of oil production and its bye-products marketing in Nigeria dates back to the early 1900's when Shell 'D' Archy was engage in the distribution of petroleum products. The present day kerosene was known as sunflower. The marketing of household petroleum products was dominated by the downstream arms of the multinational oil corporation companies: National Oil which was sold to Conoil, Mobil producing, Total-Elf, Nigerian Agip Oil Company, British Petroleum which was bought over by African Petroleum and now Forte Oil, and Unipetrol which was sold in 2001 to Oando were among the major players. During this era, Royal Dutch/ Shell Petroleum, Philips Oil had 40% equity shares from former National Oil which later separated and the government established her sole company NNPC with 40% shares while the remaining 20% of the equities shares was donated to the Nigerian populace. With the enactment of the local content laws, it is conspicuous that the petroleum marketing sector is dominated by the local/indigenous companies.

The internal oil market in Nigeria is largely regulated by the federal government's policies. Pump prices of premium motor spirit (PMS) also known as petrol was twenty naira in 1999 and reviewed incrementally to one hundred and forty five naira currently, and automotive gas oil (AGO) known as diesel ranges between seventy naira in 1999 to two hundred and forty naira, while domestic pure kerosene (DPK) known as kerosene fluctuates between fifty naira and one hundred and twenty naira per litter.

The irony is that after building the three refineries at Warri, Port Harcourt and Kaduna in the late 1960s the bulk of domestic fuel demands were supplied locally but today about 89% of the domestic demands of refined products are been imported from foreign countries due to dilapidated infrastructure and corrupt governments. This trend of importation holds sway in the year 1996 under the military administration headed by Late General Sani Abacha. By the year 1998, General Abdulsalami Abubakar announced its deregulation policy authorizing the independent markers to import petroleum products directly.

Prior to this policy, petroleum importation was the sole responsibility of the government via NNPC. This policy was not favorable to the marketing companies due to locally fixed and regulated price. However, it was mandatory for major oil marketing companies, independent oil marketers and indigenous companies to begin the importation process as directed by the policy.

It is important to note that the policy helped in twigging shortfalls in regular supply which had caused solemn economic tribulations that aggravated the country's economic slump. The scenario of fuel queues all over the country was so rampant during the military regime.

Due to international fall in crude oil price between 1989 to 1998, when crude oil hovered within \$6 – 10 per barrel favored fuel importation economically, the upshot in early 1990, hampered the importation of petroleum products, (PMS, AGO and DPK). Before the end of March 1999, NNPC took charge of fuels importation to carter for domestic consumption; this reverse in policy was to avert some political hitches.

The third republic headed by Chief Olusegun Obasanjo continued the importation policy strategizing on restating the national refineries through revamping activities however, all the funds and investments to this measure was sabotaged by cabals.

Chief Olusegun Obasanjo's administration amplified pump price of petroleum products in the following orders; PMS N20 to N 65, AGO N 19 to N 70 and DPK N17 to N57 per liter. The unilateral increase in price by the President caused pervasive protests and work to rule actions across the country, orchestrated by civil societies and organized labor affiliates. President Goodluck Jonathan and Yaradua's administration continued the importation policy but invested more to revamp the local refineries. In 2012, President Jonathan reviewed the pump price of petrol from N85 to N97 per liter after several days of unravel with the organized labor and political oppositions. The idea was to end fuel subsidy regime thereby deregulating fuel price to the actual cost of N145 per liter and to liberalize independent marketing and supply of petroleum products without governments interference which was thwarted by the public orchestrated by the present day ruling political party APC, finally in 2016 President Mahamadu Buhari forcefully increased the pump price to N145 claiming that the government shall no longer pay subsidy to importers, to a great surprise, the subsidy is still in existence after the price hype by the leader of APC whom condemned the idea of former president Jonathan, isn't this a deceit?.

Onigbinde, stated that the government estimated refineries capacity to refine 445,000 barrels of crude oil per day, as at 1990. He argued that on paper 300,000 barrels of crude oil per day is allocated to local refining and consumption but in reality it was far lesser. Onigbinde estimated the average supply to about 240,000 barrels given to the local refineries on a daily basis within the mid – 90s. He attributed the breakdown of refineries and lack of adequate turn-around maintenance (TAM) between 1996 and 1998 to the military stratocracy, noting that maladministration contributed majorly to the reduction of local capacity in processing crude oil into refined petroleum products.

According to Amanze-Nwachukwu (2010), Nigeria was planned to be self-sustaining in terms of petroleum bye-products but due to negligence and poor maintenance culture the government resorted into importation of bye-products for local consumption.

Major oil depots are recommended, installed and managed by NNPC, they are usually located by the sea/riverside in Port Harcourt, Markurdi, Mosimi-Shagamu, Maiduguri, Gombe, Jos, Lagos -Ejigbo, Kano, Ilorin, Enugu, Aba, Ore, Warri, Kaduna, Ibadan, and Benin.

**Oil Exportation and Marketing**

Major oil marketers in Nigeria comprise of all the multinational oil firms that operates in the downstream sector and indigenous companies in the field of oil and gas. Famous among them are: NNPC, Exxon Mobil Oil Producing PLC, TotalElf PLC, NAOC, Oando PLC, Chevron, NPDC, Sterling Global, MRS Oil Nigeria PLC, Forte Oil PLC, Conoil PLC, Afroil PLC, Eternal Oil and Gas PLC, Beco Petroleum Products PLC, Zenon, Master Energy, Addas, Neconde, Philips, Oroton, MedWestern, Energie, Pillars among other moribund. All these certified marketers are stakeholders and members of Nigerian Stock Exchange Commission. NNPC as a state-owned oil company established DPR to monitor, sustain, retail, manage, distribution and re-distribution of petroleum products via the NNPC 'Mega' or 'Micro' filling stations nationwide. There are several local independent marketers that operates one-station base to reasonably large multi-stations. Famous amongst them are: masters oil, Rainoil, NIPCO, Lezoil, Tonimas, Ibeto Oil, Raboil, Next oil etc.

**Oil Scaling and Measurement**

After arrival manifolds where crude oil leaves oil wells to filtration and cartage vessels, the oil passes through metering skid where the quantity of crudes produced are monitored to terminal points. The terminals are strategically located for ease in terms of shipment and export mainly via water transport means by badges, there are six major terminals located at Bonny Export Terminal in Rivers State with loading capacity of 6,500 T/Hr, Forcados Export Terminal in Lagos with loading Capacity of 11,000 T/Hr and reservoir for Bonny and Forcados storing 1.3 million barrels, Escravos Export Terminal in Delta State Warri with loading Capacity of 3,750 T/Hr and storage capacity of 3.6 million barrels, Qua Iboe Export Terminal located at Akwaibom State with loading capacity of 3,750 T/Hr, Brass Export Terminal located in Bayelsa State with loading capacity of 3,000 T/Hr and Storage capacity of 3.6 million barrels and Pennington Export Terminal located in Lagos with loading capacity of 2,000 T/Hr.

**Natural Gas Production and Management**

Natural gas is not left out of economic value, from the onshore concession areas of the Niger Delta; about 90% of Nigeria's verifiably gas treasury is situated. Quantum gas volumes are derived from Shell Petroleum Development Company (SPDC) in Soku field, Nigerian Agip Oil Company (NAOC) in Omoku, TotalElf (EPNL) in Obagi and Obite gas plant of Onelga.

Amanze-Nwachukwu made a descriptive analysis noting that NNPC/SPDC/NAOC/EPNL Joint Ventures supplies gas mainly through Soku field and other associated fields, NNPC/EPNL Joint Ventures derives theirs from Ibewa and Ubeta fields while the Obagi field is available for back-up supply purposes while the NNPC/NAOC/Philips Joint Ventures largely exploit from the Idu, Mbede and Obiafu-Obrikom fields with Omoku, Ebegoro, Ogbogene and Ebocha as back-up fields and three major points at Soku, Obite, and Obiafu constitutes the transfer nozzles.

**Gas Management**

Gas transmission is usually via sandblasted and coated pipes installed in trenches and sand-filled all through the distance either on dry land, swamp or underwater. The major dealer in the field of gas marketing is the Nigerian Liquefied and Natural Gas Company (NLNG). The NLNG transports the gases through modules called train; they have train 1-5 while train six is under construction in Bonny. It is expected that train-3 will contain more bulk of associated gas from which both LNG and LPG will be fashioned out. The demands for natural gas is relatively low, and the factors responsible is likely the competitiveness between natural gas and wood fuels, fuel oil, diesel oil, electricity, and other sources of energy. Other factors may include paucity of technological machines that uses gas, cost effectiveness and preference. The absence of integrated gas pipeline from the production points to utility points equally affects the demands and marketing of natural gas in Nigeria. Petroleum Products Pricing Regulatory Agency (PPPRA) is a governmental agency saddled with the responsibility of initiating policies that could have enhanced the sales of natural gas, hence there is no regulatory policy that can promote this sector at home and abroad, its marketing remains low. PPPRA is also authorized to issue certificates to oil marketers that imports fuels and collect subsidy from the Federal Government under the Petroleum Support Fund (PSF) scheme.

For PPPRA to certify any marketer, such marketer must have registered with the Corporate Affairs Commission (CAC) as Nigerian firm. Such company must have some essential petroleum equipments verifiable, a tank farm with not less than 5,000 metric tons for each petroleum product, must obtain import and operation permit from the Department of Petroleum Resources (DPR), with an acceptable land site for refilling and retailing products station.

The approval by PPPRA is upon the verifications of the requirements, marketer's historical supply performance and record of zero fraud, capital base investment, financial competence, consumers demand level, and availability of subsidy refundable funds.

Deep shore production and sales terminal

**Crude Oil Marketing Division (COMD)**

This is a division created by the NNPC to manage the daily sales of the Nigeria's oil; its mission is to ensure that there is equity determination & disposal for revenue optimization and achieving greater transparency and cost reduction in federation oil business, the division is equally mandated to;

- Sustain/ stabilize FGN/NNPC equity Oil & Gas production
- Arrest dwindling Oil & Gas revenue, improve Oil & Gas marketing efficiency
- Ensure maximum programming and lifting of available FGN equity
- Crude Oil to guarantee uninterrupted cash flow to FGN
- Respond appropriately to challenges of changing global Oil & Gas market dynamics
- Prompt collection of Oil & Gas proceeds
- Ensure Bulk Supply of Petroleum Products to the nation and Remit 100% of cost of Federation Crude Oil to Federation account through DSDP and other related functions as to:
- Monitor industry production, compute and secure government's entitlement from:
- JV operations Equity/CA/MCA
- Production Sharing Contracts
- Services Contracts
- Independent/Marginal fields
- Develop and Pursue strategies for effective disposal of Nigeria Equity Crude Oil
- Sell and lift all Government & NNPC equity Crude oil, Condensate and NGLs volumes each month
- Ensure timely and full payment for Oil & Gas Sales

- Optimize Earning from Crude Oil & Gas sales via
- Effective Valuation of all crude oil grades
- Close monitoring of Market performance for appropriate pricing
- Maintain Industry data on crude oil /NGL production and lifting
- Implementation Of Direct Sales Direct Purchase, DSDP arrangement

**Constitutional responsibility and direct functions of NNPC**

- The NNPC is empowered to sale and purchase all government equity/NNPC crude oil and gas equipments
- NNPC sells Crude Oil, Natural Gas Liquids (Domestic & Export) and LPG mix based on term contract
- One year Crude oil planning
- Natural Gas Liquids (Domestic & Export) and LPG mix two (2) years plan
- All term contracts/ invitation to tender are advertised in both Foreign and Local media.
- All prospective Companies wishing to tender for the Sale and Purchase of Nigerian Crude Oil, Natural Gas Liquids (Domestic & Export) and LPG mix shall present relevant documentations as contained in the guidelines as advertised
- Sale and Purchase of Nigerian Crude Oil, Natural Gas Liquids (Domestic & Export) and LPG mix are subject to Terms and conditions as will be advised in the term sheets and general form of agreement
- Crude oil, Natural Gas Liquids (Domestic & Export) and LPG mix allocations are done two months ahead of the lifting month
- Crude Oil, Natural Gas Liquids (Domestic & Export) and LPG mix are only allocated to Term Contract holders
- The pricing of crude Oil is based on an Average of five (5) days Plats publication of Dated Brent price around the B/L date, plus or minus the Official Selling Price (OSP) for the month as published by NNPC.

**Restricted functions of NNPC**

- NNPC does not employ the Services of any Agent (s) or third parties for the Sale and Purchase of Nigerian Crude Oil, Natural Gas Liquids (Domestic & Export) and LPG mix
- NNPC does not introduce or recommend its potential Term contract holders to any third party or Agent (s)
- NNPC does not have any Off-OPEC Allocation (s)
- NNPC does not require Companies to pay any money into individual's Personal/Companies Account (s) or any Account that is not Designated by the Government for Crude Oil, Natural Gas Liquids (Domestic & Export) and LPG mix
- NNPC does not issue any Authority to Sell to individuals or Companies

**Frauds in Oil Marketing**

The Nigerian National Petroleum Corporation (NNPC) has lamented how she views with dismay and constrained over the renewed spate of attempts by fraudsters to swindle some individuals and organizations through spurious lifting/importation of Nigerian crude/products.

NNPC stated that the disingenuous efforts includes but not limited to forging of shipping documents and impersonating of top NNPC officials by dodgy folks who pageant themselves as either agents or officials of NNPC and that these elements have reportedly extorted huge sums of money from unwary Nigerians and foreigners alike for hesitant crude oil allocation papers.

NNPC official spokesman stated categorically, that it neither sells its crude oil through agents nor does it carry out any spot sales. It further emphasized that there is absolutely nothing like "Presidential", "Task Force", "Ministerial", "Diplomatic" or any other form of special or privileged allocation, which can be peddled by hawkers or anyone. That NNPC has not given any authorization to any person or persons to parley the sale of Nigerian Crude oil on its behalf.

## Crude Oil Deal

In spite of the abrupt drop in the global marketing values, crude oil marketing continues to be the prevalent revenue rivulet for the Nigerian government. The trade doesn't just profit the federal government, but also benefits every business savoir-faire personage engrossed in the oil and gas industry, as the worthwhile nature of crude oil marketing in Nigeria has given rise to a cosmic number of crude oil brokers who endeavor daily to source legitimate crude oil buyers incisive for indisputable crude oil sellers that can deliver crude oil from the NNPC.

Achumba (2000), examined the process and concluded that to secure a crude oil deal, the dealer need to have an authentic crude oil seller and a valid crude oil buyer, adding that much time gets wasted because either the crude oil broker's supplier can't supply or the crude oil buyer doesn't have the funds.

Firstly, any probable crude oil broker or facilitators have to source for a crude oil supplier, and confirm the real source as well verify the buyers. So for crude oil marketing in Nigeria to be effective, the most important step in securing and sealing a crude oil deal is to first ensure having a reputable crude oil supplier who truly has the ability to deliver, before seeking a genuine crude oil buyer.

## International Global Trading Laws and Crude Oil Marketing in Nigeria

The laws used in International Global Trading, which also includes crude oil marketing in Nigeria or anywhere around the globe are UCP600, Incoterms 2000, and the ICC Paris.

The laws must be specifically mentioned in any crude oil marketing indenture about to be signed, whether as a buyer authorization or seller authorization, crude oil broker or facilitator, crude oil buyer, or crude oil supplier. Such that if one is signing an indenture where the payment mechanism is a Letter of Credit (LC), it should be highlighted expansively in the pact that the pecuniary mechanism in every way is an LC defined under UCP600, so that every modus operandi conceded out follows the UCP600's definition.

The laws are enforceable in every country that trades around the world, and law proceedings can be executed anywhere.

## Conceptual Terms and Meanings in Oil Marketing

**RFQ (Request for Quote):** A RFQ (Request for Quote) is a document from the crude oil buyer to other crude oil buyer/seller liaison, it is a full-on request for a quote to buy crude oil (the product). When the buyer/seller liaison requests an RFQ from a crude oil seller, he or she is requesting a quote from the seller to sell their product.

**Quote:** A quote is also known as an offer or a soft corporate offer. Once a quote is confirmed, a full offer is advised, after which a contract is then advised, signed, and sealed.

**POP (Proof of Product):** A proof of product (POP) is a document demanded by some crude oil buyers to show that the product advertised truly exists. The only problem with POPs is the fact that once it is established or seen, it is automatically out of date.

**NCNDA:** The NCNDA term stands for Non-Circumvention, Non-Disclosure Agreement.

**IMFPA, IFPA, & FPA**: The term, IMFPA, stands for Irrevocable Master Fee Protection Agreement. IFPA stands for Irrevocable Fee Protection Agreement. And FPA stands for Fee Protection Agreement.

**LOI:** means Letter of Intent, and it is a deed that is usually issued to inform a crude oil supplier of the intent of the crude oil buyer to really make a purchase.

**ICPO:** means Irrevocable Corporate Purchase Offer, it is a deed that is only prepared and issued by a crude oil buyer to the end crude oil supplier.

**BCL:** means Bank Comfort Letter, it is provided by the buyer's bank to show that the crude oil buyer has enough funds to execute the transaction.

**RWA**: means Ready Willing and Able, the deed indicates that the crude oil buyer has the financial capacity to buy, and if it is to be issued to the mediator (Buyer/Seller), the agent must, in turn, disclose the crude oil supplier, which thwarts the entire deal.

**EXW**: means Ex-Works. And it implies that the crude oil buyer will pay the full cost of transportation right from the point of hoist on the crude oil seller's end.

**FAS**: connotes Free Alongside Ship. And it means the crude oil supplier will pay the cost up to the point of loading. After this point, the loading and shipment become the problem of the crude oil buyer.

**DLC:** represents Documentary Letter of Credit, financial mechanism that is used to pay for goods that are being ordered.

**TDLC:** stands for Transferable Documentary Letter Of Credit, A Transferable Documentary Letter of Credit are issued from the crude oil buyer's bank to the buyer/seller agent (the crude oil broker or facilitator) bank account.

**SWIFT MT 799:** The MT 799 is a simple text message that is sent between banks to bank. This is only used for a bank to bank proof of funds.

**SWIFT MT 760:** is a code given to crude oil buyer's bank to blocks their funds and prevents the crude oil buyers from using them.

**Appraisal**

The Nigerian oil and gas sector has undergone a sustainable influx with investors mutually in upstream and downstream dichotomy. In recognition of the crucial function that the oil and gas business plays in Nigeria's economy, the States and Federal Government through relevant agencies and ministries is doubling efforts in creating a conducive business environment capable of sustaining inflow of investments. The ongoing Dangote refinery project in Lagos is a testimony of lucrative and hitch free trade environment. The proposal of some state governments and private sector interest in building additional refineries is a bid in the right direction capable of increasing the nation's refining capacities. Adeptly, if these dreams come to reality it will boost the availability and supply of petroleum bye-products in the country.

In a bid to repeal the first oil ordinance of 1914, according to Eluozo (2018) who stated that the law was purely foreign conceived with the aim of alienating the host, the federal government in 2009 proposed an encompassing legal manuscript the Petroleum Industry Bill (PIB) that is expected to offer a legal framework reform that is purely Nigerian. All stakeholders in the oil and gas are in consortium to express views and interests that will foster an enduring oil and gas business in the country. The national assembly has created committees in both senate and house of representative to accommodate proposals in conjunction with the federal ministry of Petroleum and Mineral Resources, as well ministry of environment.

However, this bill has not seen the light of the day since the 6th to the present day 8th assembly, series of protest and strike actions has been instituted by various labor unions especially National Union of Petroleum and Natural Gas Workers (NUPENG), Petroleum and Natural Gas Senior Staff Association of Nigeria (PENGASSAN), Independent Petroleum Marketers Association of Nigeria (IPMAN), Major Oil Marketers Association of Nigeria (MOMAN), and Depot, Petroleum Products Marketers Association (DAPPMA), and Association of oil producing Communities. Having passed through several political huddles the senate passed into law the first phase of the law called petroleum industry governance bill (PIGB) in 25th May 2017. It is expected that with the passage of PIB and the enactment of Nigerian Oil and Gas Industry Content (NOGIC) Act, which was signed into law by President Goodluck Ebele Jonathan in 2014, the oil and gas industry will wear a new look.

**Conclusion**

The Nigerian oil and gas sector has witnessed several stages of improvement in both production and marketing but lags behind in local refining. It is expected that with the recent contributions and the unveiling of agenda for the oil and gas sector to meet the aspiration of government to distribute sufficient oil and gas to the production and manufacturing industries, power stations will boost supply of electricity to other sectors for rapid development which is a national hallmark. It is expected of the government to fast-track the implementation of a sustainable commercial framework for domestic oil and gas through a review of the petroleum and gas pricing units to encourage local consumption, as well to secure trustworthy concords towards the transformation of Nigeria into a provincial nucleus for petroleum and gas-based industries by signing deeds with global recognized investors in the petrochemicals, methanol, fertilizers and aerosol sub-sectors.

**Recommendations**

Based on the finds and views reviewed, the following recommendations are made;

1. The completion and passage of PIB is compulsory to stabilize the oil and gas industry.
2. Local refineries should be privatized to enable maximal production capable of sustaining domestic demand.
3. Host communities should be considered in the sharing of allocations derived from petroleum revenues.
4. Corruption in the NNPC should be contained to account for the actual value of petroleum sales.
5. Mutual understanding and synergy should be reached with government and various independent marketers and trade unions to ensure regular supply of products.
6. Affordable pump price should be fixed to ameliorate the suffering of the Nigerian poor masses.
7. Truck ways should be built to limit frequent accidents and collides with smaller vehicles.

8. Politicking with the oil sector should be minimized and a structural frame work established.
9. End user dispense points should be developed and internal pipelines installed for domestic natural gas.
10. Subsidy regimes should be probed and stopped as it has become a source to drain federal fund.

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