

History



Our Founder, Mr. Conrad Gerber

Petro-Logistics was founded nearly 42 years ago by Conrad Gerber. The son of a Swiss cattle rancher, Mr. Gerber was born in the savannah bushland of what was then Southern Rhodesia. He studied Economics and Comparative African Government & Law at the University of Cape Town, which grounded his understanding of African economics and the diplomacy of the day.



Upon returning home in the mid 1960s, the country was independent but under economic sanctions by the United Nations and engaged in a civil war. Mr. Gerber was called to join the Central Intelligence Organisation (CIO) as a foreign economics analyst, reporting directly to the Prime Minister.

He was responsible for monitoring the sailing geopolitics surrounding the country as it sought to survive under strained foreign exchange and acute shortages of oil. This mandate occupied him throughout the war and into the new government under Robert Mugabe.



Lifting the Veil of Secrecy in the Oil Industry

It was in late 1980 that Mr. Gerber accepted an offer from one of the major oil traders of the day to perfect disciplines in oil market analysis and product monitoring.

Petro-Logistics was born and Mr. Gerber began collecting detailed data on the world of supplies. He was soon joined by a small support staff, including Jerome Satter, who is still with the firm today.

Relationships were developed in key oil regions, notably the Black Sea, the Persian Gulf and West Africa. Mr. Gerber made it his focus to lift the veil on the opaque oil industry. The information that he gathered was analysed and collated in confidential reports and passed to a growing list of private clients, major oil companies and governments.



Future-Proofing the Accuracy of Our Data

Conrad Gerber remained the President of Petro-Logistics until his passing in 2008. Today, the company is managed by his two sons alongside core operating staff, who have been with the firm for over three decades.

After taking over the company, Daniel and Mark's priority was to ensure the continued accuracy of Petro-Logistics' data. Over the course of ten years, they built an experienced team of analysts and trained them using the same methods that were used to train the core analytical team.

Emerging technologies were integrated into the company's processes to further improve the accuracy of data and to respond to client demands. To this day, the team leverages technology in a measured way, using it in carefully defined data validation processes.

Trade Flow Intelligence for the Modern Age

Today, Petro-Logistics' focus remains steadfastly on providing the most accurate data available, while continuing to grow its coverage organically through nurturing relationships in major oil exporting countries.

Our network has grown rapidly over the past years with the support of our representatives in Moscow, Mumbai, Tokyo, Cape Town and London. We continue to expand our analytical team, customer support personnel and technical infrastructure.

Petro-Logistics has evolved for the modern age and continues to provide unrivalled insights into the oil industry.

Request a Free Trial

Access our latest reports and data for two months with no obligations.

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About



About Petro-Logistics

Founded nearly 60 years ago by Conrad Cerber, Petro-Logistics is the world's premier provider of trade analysis and company. We monitor the world's major oil exporters to provide traders and analysts with trade flow intelligence.

Our global network of sources and our experienced team of analysts enable us to provide real insights into the oil market based on hard data. We bring clarity to the industry, providing intelligence on sea, pipe and rail flows. We also maintain country-level balances, with reliable insight on variables such as refinery intake and crude burn.

Today, the company is managed by Mr Cerber's sons, Daniel and Mark, alongside a core operating staff who have been with the firm for over three decades. Based in Geneva and Houston, Petro-Logistics is focused on providing the most accurate of market data available.

Real Data on Oil Trade Flows

Petro-Logistics

Discover how integrated oil companies, physical traders, banks and hedge funds benefit from Petro-Logistics' insights into oil transportation in our promotional video.



With over 55 years' experience monitoring the world's major exporters, Petro-Logistics brings unprecedented clarity to otherwise opaque crude oil and refined product trade flows.

Meet the Leadership Team



Mark Cerber
President

Mark trained as a mechanical engineer and joined the company in April 2009. He leads up the development of Petro-Logistics' operational processes and leads the expansion of Non-OPEC analysis. In 2015, Mark opened a subsidiary office in The Woodlands, Texas where he has developed a team of analysts and customer support personnel.



Daniel Cerber
CEO

Daniel joined Petro-Logistics in April 2008 after studying International Business at Georgetown University. He oversees the company's OPEC analysis and leads up global client development. He has presented at conferences and roundtables across Europe and Southern Africa.



Jacquie Butler
Head of Analysis

Jacquie is Petro-Logistics' Head of Analysis and the matriarch of the team with over thirty years' experience. She has a deep understanding of the maritime industry, having worked alongside Conrad Cerber for 27 years. Jacquie has backed oil trade flows through the major geopolitical events of the past three decades and ensures the integrity of the team's extensive coverage.



Joseph Spoelman
General Counsel

Joe served as an in-house counsel in the energy and petrochemical industry for 33 years. He was the General Counsel of Koch Oil Company and was later recruited to Lyondell Chemical Company as Associate General Counsel and Chief of Litigation. Joe retired from Lyondell in 2010, joining the Philadelphia based law firm, Mark Harris, as a partner. Joe has been Petro-Logistics' General Counsel since 2015.



Anthony Hines
Sales Director

Tony has been in energy and commodities for over thirty years. He spent a decade as a trader at the OPE and thereafter in numerous sales and commercial functions across the industry. Tony's vast experience in commodities enhances the company's commercial model, driven by value maximization and customer satisfaction.



Laura Adams
Marketing Director

Laura joined Petro-Logistics in 2017 as Marketing Director. She is the daughter of Petro-Logistics' founder, Conrad Cerber. She has extensive marketing experience, having worked for UEFA, FIFA and Telecom International. She founded her own photography boutique in South Africa where she now works as a top ranking photographer. Laura was also a professional athlete, setting Texas and Zimbabwean national records in the 400m and 800m.

Petro-Logistics In the Press

Read the latest press coverage of Petro-Logistics and the oil industry. Here's a snapshot of where we've been featured.

Saudi crude loadings fall in Sept after attacks
[Read more](#)
 September 21, 2014

Petro-Bulk Tanker Fleet Shows Oil Market's Biggest Mystery
[Read more](#)
 September 1, 2014



Real Insights into the **Oil** Market

Petro-Logistics monitors the world's major oil exporters to provide traders and analysts with accurate trade flow intelligence and granular supply and demand balances.

[Learn more](#)

Tracking Oil Flows Since 1980

We use the world's premier satellite-derived production mapping. We combine our unique data capabilities on oil and oil flows, as well as a range of supply intelligence such as refinery status and trade flows.

Our tailored insights and analysis are compiled by a three-tiered, specialist methodology that brings together global experts. We are the only company that provides the highest level of accuracy of trade flows and regional oil balances.

Why Choose **Petro-Logistics**?

We help our clients make the most of opportunities. Our digitally-powered insights provide accurate, timely and low latency data that is the gold standard by which analysts and traders assess trade flow uncertainty.

- Global Data**
Comprehensive data from global sources with historical trading history.
- Global Reach**
Real-time data from global sources with historical trading history.
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- Global Reach**
Real-time data from global sources with historical trading history.

Better Decisions with **Real Data**

Accurate data is crucial to successful trading in the energy market. At Petro-Logistics, we make it our business to ensure exactly what you need and exactly when you need it, so you can trade with confidence.

The accuracy that we achieve through our unique data collection and processing capabilities provides a competitive advantage in the global energy market. Our processes have been developed and refined through our long-term trading and analysis history.

Our data sets are a testament to our commitment to accuracy and reliability. We are the only company that provides the highest level of accuracy of trade flows and regional oil balances.

Tailored, **Human Insights**

With expertise delivered to the market by leading human intelligence, addressing the needs of global trading and analysis.

Our global reach is a testament to our commitment to accuracy and reliability. We are the only company that provides the highest level of accuracy of trade flows and regional oil balances.

A **Global Reach**

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Clients Who **Trust Us**

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With expertise delivered to the market by leading human intelligence, addressing the needs of global trading and analysis.

Our **Services**



Macro Reports

Our Macro Reports and analysis provide a comprehensive view of the global energy market. We provide weekly insights into trade flows and supply and demand balances.

[Learn more](#)



RSU Exports

Our RSU Exports analysis provides a comprehensive view of the global energy market. We provide weekly insights into trade flows and supply and demand balances.

[Learn more](#)

Request a **Free Trial**

Access our data reports and news for free with no obligations.

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