



Maritime
Training Academy

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Intensive Training Course | Limited Group Size | So Book Early!

Supported by: **Hong Kong Shipowners' Association (HKSOA)**

HKSOA members enjoy a 20% discount off the Normal Rate

www.ibc-asia.com/bunkerclaims

Understanding and Managing Bunker Disputes and Claims

15 – 16 April 2013 | M Hotel, Singapore

18 – 19 April 2013 | InterContinental Grand Stanford, Hong Kong

Key Learning Outcomes

- Understand in greater detail the causes of disputes and why they are likely to increase
- Develop a better appreciation of the regulatory environment governing the supply and use of marine fuels and how it affects the bunker industry
- Understand the practicalities of bunker delivery including standards and assessment of quality and quantity
- Obtain a better understanding of how bunker disputes and claims arise and how to manage and resolve them effectively
- Receive advice in a practical setting, whilst sharing experiences and raising topics for discussion amongst a similarly motivated peer group
- Accumulate awareness of best practice through case studies throughout the course that are based on real events

Who should attend

- Bunker traders and suppliers
- Ship owners, operators, charterers and agents
- Ships' officers and chief engineers
- Bunker port and terminal operators
- P&I clubs and insurers
- Testing and analysis companies and marine surveyors
- Legal and financial advisers

Course Director

Trevor Harrison is a **maritime arbitrator**, commercial mediator and freelance legal consultant. He is a Member of the Chartered Institute of Arbitrators. His principal experience is as a litigator and dispute resolver dealing successfully with most aspects of maritime commerce including cargo claims, bill of lading, charter-party, marine fuels and lubricants disputes, and other contract related matters.



Save up to 40% with
On-site Training



3 + Delegate Group
Discount Price



All participants receive
a course Certificate

Book and Pay Early to SAVE SGD200!

Or register a team of 3 or more delegates and take
advantage of our Special Group Rate!

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Customer Service Hotline:
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Understanding and Managing Bunker Disputes and Claims

What past delegates say about our bunker courses

"Excellent content with an engaging presentation/speaker"

~ **Conoco Phillips**

"It strengthens my knowledge on the bunker business"

~ **Petronas Dagangan Bhd**

"The workshop enhances my knowledge of bunker operation and the fuel industry"

~ **PTT Exploration & Production**

"I can understand the elements of bunker better"

~ **Tata NYK Shipping**

About the Course Director

TREVOR HARRISON practises as a maritime arbitrator, mediator and consultant. He was called to the Bar over 30 years ago and was previously Head of Legal at bunker fuel supplier Tramp Oil & Marine. Earlier career experience included practice at the English Bar, working for a P&I club and a firm of marine consultants.

He has many years' experience of drafting and negotiating contracts, particularly standard trading terms, and making and defending a wide range of maritime claims, including instigating arrest proceedings in many different jurisdictions.

Trevor is a member of the Baltic Exchange, a Member of the Chartered Institute of Arbitrators (MCIArb), an Aspiring Full Member of the London Maritime Arbitrators Association (LMAA), on the Singapore Chamber of Maritime Arbitration (SCMA) Panel of Arbitrators, a Centre for Dispute Resolutions (CEDR) accredited mediator, on the Baltic Exchange-LMAA Mediator Panel, a member of the Baltic Exchange's Panel of Experts and a director of the International Bunker Industry Association (IBIA). He was responsible for devising IBIA's 'Rapid Resolution' fixed-cost mediation and arbitration schemes.

He is a member of IBIA's delegation to the International Maritime Organization (IMO) and was closely involved in the 2008 revision of the MARPOL Annex VI regulations and other issues relevant to bunkering. In August 2011 Trevor was appointed interim Acting Chief Executive of IBIA on a part-time basis, a role he fulfilled until a permanent candidate was appointed in October 2012.

His first book, *Legal Issues in Bunkering*, was published in 2011 and he is widely regarded as one of the most stimulating and authoritative legal voices in the bunkering industry.

About the Course

The quality of bunker fuel and verification of delivered quantity continue to be sources of concern to shipowners and charterers. The decline in the quality of residual fuel, complex blending, and use of inappropriate blend components give rise to claims arising from time lost in remedying the problem and, sometimes, for physical engine damage and its consequences. Short-delivery is another frequent cause of complaint. Claims arising from these problems are often complicated and time-consuming and are a continuing distraction to shipowners, charterers, and bunker suppliers alike.

Often running hand in hand with the problems of a quality claim is the problem of non-payment where, for whatever reason, the customer fails to honour its obligation to make timely payment.

This course will cover these issues and highlight strategies that can be used to manage bunker disputes and claims. It will also review some key legal principles relating to the supply of bunkers. Delegates will have opportunities to contribute their own experiences and raise topics for discussion and analysis throughout the workshop. There will also be a case study based on real events which will give delegates an opportunity of applying some of the advice received in a practical setting.



Train the Team! Save up to 40% with our On-site Tuition

Want to send the whole team? Why not consider one of our On-site packages and save up to 40%! No matter where you are based in the region let IBC Asia bring our **extensive faculty of internationally recognised trainers** directly to your door. Choose from any one of our 130+ public training courses and we will ensure a customised fit for your organisation. Either sign up for an existing course, which we would be more than happy to alter to meet your needs, or take our Tailor-Made option and let us build a course perfect for ensuring the delivery of your company's goals. (8 attendees or more)

To talk through the many options available please call our training specialist: Miki Kong

+65 6508 2477  onsite.training@ibcasia.com.sg

IBC Training Academy

IBC Training Academy is the Asian training division of IBC Asia, part of the Informa Group and a public listed company in the UK. Informa's main business is in the specialist information providing for global markets. We operate in 70 countries, 150 offices worldwide with over 7000 employees. We have over 25 years experience in providing innovative, focused and high quality business information and training products designed to help you improve the way your business is managed.



COURSE OUTLINE

Course Registration: 8:30am
Course Commencement: 9:00am
Course Conclusion: 5:00pm

Explanation of Timings: These times act as a guide and may be modified slightly depending on the depth of class discussion and whether assessments are being conducted.

Course Programme: This program is a guide and may be altered to better address participant requirements on a consensus basis.

Brief review of the present day bunker industry

The importance of contractual terms when selling and buying bunkers

- Terms and conditions of sale
- Key clauses
- Common issues overlooked, and available remedies
- How to negotiate the right contract
- Examples of good and bad contract terms

Specifications, standards and quality

- ISO 8217: 2005 & 2012
- Contractual requirements
- Special cases

The regulatory environment

- Marpol Annex VI regulations and timelines
- EU directives and other regional regulations
- US regulations
- Other future IMO regulations

Managing standards and quality in a developing regulatory environment

- Commercial imperatives
- Regulatory demands
- Responsibilities

The importance of proper delivery procedures

- ISO 13739:2010, Singapore SS600 and others
- Delivery arrangements and documentation
- Sampling and quantity determination
- Safety

Credit in the bunker industry

- Managing credit
- How to react to default
- Risks of non-payment
- Credit as a sword and credit as a shield

The value of service providers

- Surveyors
- Testing laboratories
- Brokers
- Lawyers
- Others

Off-specification fuels – supplier, trader and buyer perspectives

- Typical reasons for off-spec fuel
- Consequences of using off-spec fuel
- Remedies when receiving off-spec fuels
- Non-routine fuel testing for unusual contaminants

Proving and resisting a claim

- Typical bunker claims
 - ~ Short delivery
 - ~ Off-specification fuel – quality claim
 - ~ Claims arising from ECA compliance
- Handling claims
- Considerations when managing a claim – roles and responsibilities, record keeping, mitigation
- Preventive measures for minimising risk of claims
- 📁 Case studies

Arresting ships and other forms of security

- Ship arrest as a remedy for non-payment of bunkers
- Arresting bunkers and other assets

Resolving Disputes

- Typical documentation in bunker disputes
- Dispute resolution – the pros and cons of the available options
- Dispute resolution - regional variations
- Investigation, sampling, and record-keeping
- Preventive measures

Charterparty considerations

- Obligations of charterers
- Quality and quantity of bunkers
- Fitness for purpose
- Causation
- Bunker supply contracts

Looking to the future

- The changing commercial environment
- The options for alternative sources of energy
- Better ways of managing claims and disputes

IBC Training Academy Upcoming Training Courses!

Container Logistics

25 – 26 February 2013, Singapore

Advanced Charterparties

11 – 13 March 2013, Singapore

18 – 20 March 2013, Hong Kong

Advanced Bills of Lading

14 – 15 March 2013, Singapore

21 – 22 March 2013, Hong Kong

Cold Chain Management

21 – 22 March 2013, Singapore



Scan the QR Code with your smartphone and download the updated training calendar



If undelivered, please return to:



IBC ASIA (S) PTE LTD

COMPANY NO: 200108203N

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111 Somerset Road,
TripleOne Somerset #10-06, Singapore 238164
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**ENJOY SUBSTANTIAL SAVINGS WITH
OUR MULTIPLE BOOKING DISCOUNT!**

When 3 or more book onto this course.
See pricing table for full details

Understanding and Managing Bunker Disputes and Claims

6 EASY WAYS TO REGISTER



MAIL the attached registration form with
your cheque to
IBC Asia (S) Pte Ltd
c/o Informa Regional Business Services
111 Somerset Road, TripleOne Somerset
#10-06, Singapore 238164



Scan the QR Code
with your smartphone
and register today



Customer Service Hotline
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Fax
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Email
register@ibcasia.com.sg



Web
www.ibc-asia.com/bunkerclaims

This label contains your priority booking code. To expedite registration, please do not remove label. If you have already received a copy of this brochure, we apologise. For reasons of confidentiality, your full particulars were not available to IBC Asia (S) Pte Ltd for deduplication prior to mail drop.



LET IBC ASIA COME TO YOU! To talk through the many options available please
call our training specialist Miki Kong
Tel: +65 6508 2477 | Email: onsite.training@ibcasia.com.sg

RESERVE YOUR PLACE TODAY!

☐ Yes! I/We Will Attend **Understanding and Managing Bunker Dispute and Claims**

☐ I cannot attend this event but

☐ please include me in your mailing list.

☐ 15 – 16 April 2013, M Hotel, Singapore

☐ 18 – 19 April 2013, InterContinental Grand Stanford, Hong Kong

FEE PER DELEGATE	EARLY BIRD RATE Register and Pay on or before 8 Mar 2013	NORMAL RATE Register and Pay after 8 Mar 2013
Individuals	SGD 2,995 (SAVE SGD 200)	SGD 3,195
Multiple Bookings Discount	Book a group of 3 or more delegates and pay per delegate SGD 2,895 – SAVE SGD 300 PER DELEGATE!	

- Multiple Bookings Discount pricing is applicable to groups of 3 or more delegates from the same organisation registering for the same event, at the same time. Fee stated is the discounted price PER DELEGATE. Only one discount applies; either the early bird rate OR special rate OR group rate.
- All fees stated include luncheons, refreshments and complete set of documentation. It does not include the cost of accommodation and travel.
- A 7% Goods & Services Tax (GST) is applicable to all Singapore based companies for Singapore venue.
- Registration fees are subject to the prevailing government tax for the Hong Kong venue.

Delegate 1 Details

Name: Dr/Mr/Ms

Job Title:

Department

Tel:

Mobile No.:

Email:

Delegate 2 Details

Name: Dr/Mr/Ms

Job Title:

Department

Tel:

Mobile No.:

Email:

Delegate 3 Details

Name: Dr/Mr/Ms

Job Title:

Department

Tel:

Mobile No.:

Email:

Delegate 4 Details

Name: Dr/Mr/Ms

Job Title:

Department

Tel:

Mobile No.:

Email:

Please photocopy for additional delegates

Who is Head of your Department?

Who is Head of Training?

Company Information

Company Name:

Main Business/Activity:

Address:

Postal Code:

Payment Method (Please tick): ☐ I enclose my bankers draft / cheque payable to IBC Asia (S) Pte Ltd
☐ I am paying by bank transfer (copy attached)
☐ Payment by Credit Card. (AMEX, VISA or MasterCard accepted)

CREDIT CARD PAYMENTS

The best way to pay by credit card is through our secure on-line registration process, simply log on to the website at www.ibc-asia.com/bunkerclaims and click "Register On-line". If you would prefer to pay over the phone please complete the contact name and details and our Customer Services Team will call within 24 hours to take payment. As we treat your credit card information in the strictest confidence, please do not send payment details by email.

Credit card contact: _____ Department: _____

Direct phone number: _____ Email: _____

P52030 / P52031

REGISTER NOW! FAX BACK TO +65 6508 2407

HOTEL INFORMATION

InterContinental Grand Stanford, Hong Kong

70 Mody Road, Tsimshatsui East
Kowloon, Hong Kong, P. R. China
Tel: +852 2721 5161 | Fax: +852 2732 2233
Contact person: Joelle Chan
Email: j.chan@grandstanford.com

M Hotel

81 Anson Road, Singapore 079908
Tel: +65 6500 6239 | Fax: +65 6224 3173
Contact Person: Rayston Zhou
Email: Rayston.Zhou@m-hotel.com

PAYMENT TERMS

Payment must be received 10 business days prior to the event. To take advantage of discounts with an expiry date, registration and payment must be received by the cut-off date.

- Payment by bankers draft or cheque in S\$ or US\$ should be made in favour of "IBC Asia (S) Pte Ltd" and mailed to: IBC Asia (S) Pte Ltd
c/o Informa Regional Business Services
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Singapore 238164
Attn: The Accounts Receivable Team
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The best way to pay by credit card is through our secure portal built into the website. To pay by phone please indicate the contact name and details below and our Customer Services Team will call within 24 hours to take payment. Please do not send credit card information by email.

CANCELLATIONS / SUBSTITUTION

Should you be unable to attend, a substitute delegate is welcome at no extra charge. Cancellations must be received in writing at least 10 business days before the start of the event, to receive a refund less 10% processing fee per registration. The company regrets that no refund will be made available for cancellation notifications received less than 10 business days before the event.

IMPORTANT NOTE

Please quote the name of the delegate, event title and invoice number on the advice when remitting payment. Bank charges are to be deducted from participating organisations own accounts. Please fax your payment details (copy of remittance advice, cheque or draft to +65 6508 2407).

Attendance will only be permitted upon receipt of full payment. Participants wishing to register at the door are responsible to ensure all details are as published. IBC assumes no further liability or obligation, beyond the refund of the paid registration fee, in the event of postponement or cancellation by IBC.

DATA PROTECTION

The personal information entered during your registration / order, or provided by you, will be held on a database and may be shared with companies in the Informa Group in the UK and internationally. Occasionally, your details may be obtained from or shared with external companies who wish to communicate with you offers related to your business activities. If you do not wish your details to be used for this purpose, please contact our Database Department at Email: database@ibcasia.com.sg, Tel: +65 6508 2400 or Fax: +65 6508 2408.

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