

an **informa** business

"Excellent learning and has certainly increased my knowledge in the bunker operations and trading"
(B Garia, Rasgas Company, 2009)

Ensure you understand your obligations under the **NEW SULPHUR CONTROL** regulations

Lloyd's Maritime Academy presents two key bunker training dates for 2010

BUNKER SCHOOLS

3 separately bookable days to match your specific training needs

Summer School: Monday 14th - Wednesday 16th June 2010

Winter School: Tuesday 2nd - Thursday 4th November 2010

Bonhill House, London

Your essential guide to bunker operations, management, contracts and purchasing

14 EXPERTS WILL SHARE PRACTICAL EXPERIENCE AND ADVICE:

- Understand the effect of the new **sulphur control** requirements
- Learn about risk management along the **bunker supply chain**
- Discover the impact of poor purchasing decisions
- Gain in-depth information on use of **credit facilities**
- Hear from the experts on best practice for **fuel handling** and deliveries
- Analyse **bunker contracts** to better understand the risks
- Understand what can go wrong and how to manage **quality claims**
- Examine methods for **operational risk management** and avoidance of spills
- Discuss how to resolve and avoid **disputes**

FEATURING TWO PRACTICAL CASE STUDY WORKSHOPS

- Practical workshop to explore real life bunkering situations, and **offer practical application of bunkering law**
- Applications of credit risk procedures in the bunker sector

"A good mix of technical and legal. Stretched the mind to areas of the business you don't usually see" (Lintec Testing Services, 2009)

"Interesting and beneficial to my job – also very well organised" (Kuwait Petroleum Corporation, 2009)

★ **BOOK BY 30TH APRIL AND SAVE UP TO £350**

★ **50% DISCOUNT FOR 3RD AND SUBSEQUENTLY REGISTERED DELEGATES**

Official Publications **Lloyd's List**

Official Charity



16 Hours CPD
The Solicitors Regulation Authority

For the latest information and to register please contact Max Tattersall on Tel: +44 (0)20 3377 3546 or mtattersall@informa.com

VIP CODE: TT85

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BUNKER SCHOOLS

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MAXIMISE OPERATIONAL EFFICIENCIES

Lloyd's Maritime Academy's Bunker Training Course offers bunker and shipping professionals a unique opportunity to sharpen skills and reduce the cost of bunkering, in just three intensive days of training. The Bunker seminar is divided into three essential parts:

- Operational/Technical
- Financial
- Legal aspects of bunkering

Fourteen leading experts will share their extensive knowledge and experience during this intensive three-day seminar, offering you THE COMPLETE GUIDE to all the essential aspects of bunkering.

READ THE POSITIVE FEEDBACK FROM 2009'S COURSE:

"Helpful, a good mix of technical and legal. Stretched the mind to areas of the business you don't usually see" (D Jarps, Lintec Testing Services)

"Exceeded my expectations" (PT Pro Energi)

Delegates will hear from key industry speakers on important aspects of bunker pricing, hedging, choosing the right procurement strategies, understanding fuel specifications, onboard handling and treatment, sampling and analysis. Plus, it will address the legal issues relating to bunker contracts, quality and quantity claims, resolution of disputes and ship arrest. In addition, close attention will be paid to the impact of MARPOL Annex VI and EU Regulation on operations and the potential impact of further regulations.

Too busy to spare three days? This year we are again offering ONE or TWO DAY OPTIONS in response to the increasing pressures of the busy working environment. Please see booking form for details.

100% of all participants in 2009 marked the event 'good' or 'very good' - so why not join us this year?

ESSENTIAL PRACTICAL TRAINING FOR:

- Brokers
- Bunker traders
- Charterers
- Fuel suppliers
- Shipowners/operators
- Classification societies
- Insurers
- Maritime lawyers
- Ports and harbour authorities
- Maritime administrations

DAY 1: Monday 14th June 2010
Tuesday 2nd November 2010

Chair: **Nigel Draffin**, Technical Sales Manager, LQM Petroleum Services, Honorary Treasurer and Board Member, **IBIA**

09.00 Registration and coffee

TECHNICAL/OPERATIONAL

09.30 Chair's welcome

09.35 Introduction to the bunker industry

- Including MARPOL Annex VI and new sulphur limits
- **Nigel Draffin**, Technical Sales Manager, LQM Petroleum Services, Honorary Treasurer and Board Member, **IBIA**

10.15 Marine fuel manufacture and specifications

- How marine fuels are manufactured
- Development of marine fuel specifications
- ISO 8217
- Specification Parameters
- Revisions to ISO 8217

Peter David, **BP Marine Fuels**

11.30 Coffee

11.50 Delivery methods: Best practice

- Ex-wharf
- Barge handling
- RTW
- What can go wrong
- Bunker delivery notes
- Retaining samples

Glyn Jones, Procurement Manager, **P&O Ferries (Holdings) Ltd**

12.50 Lunch

14.00 On-board handling and treatment

- Treatment
- Storage
- Blending
- Safety measures
- Documentation
- Storing low sulphur fuel

Representative of DNVPS, London

15.00 Tea

15.15 Bunker surveys

- Ensuring accurate measurements
- Ensuring accurate deliveries

Representative of DNVPS, London

16.15 Sampling and analysis

- Obtaining a representative sample
- Onboard testing
- Laboratory analysis methods and reporting
- Interpreting and using analysis results

Michael Green, Technical Manager,

Lintec Testing Services Ltd (June)

Steve Bee, Operations and Key Accounts Manager,

Lintec Testing Services Ltd (November)

17.00 Discussion

17.15 Close of day one

LLOYD'S MARITIME ACADEMY

Celebrating over 30 years of providing training for the maritime industry, Lloyd's Maritime Academy works with leading academic and professional bodies to deliver a broad portfolio of seminars, masterclasses, distance learning courses and tailored training programmes, offering unrivalled learning opportunities to over 5,000 international participants every year.

Interested in an in-house delivery of this course?

You can find out more about the benefits of Corporate Training by calling us on +44 (0)20 7017 4455 or email us at CT@informa.com



DAY 2: Tuesday 15th June 2010
Wednesday 3rd November 2010

Chair: **Nick Browne**, Credit and Business Development Manager,
GAC Bunker Fuels Ltd

09.30 Coffee

FINANCIAL

10.00 Chair's welcome

10.10 Bunker pricing

- The various methods of determining price
- Assessing spot prices
- The lack of a benchmark within the bunker market
- The increasing need for transparency within an opaque market
- The growing importance of accurate pricing within an ever more expensive market

Will Bathurst, Global Managing Editor, **Platts Marine Alert**

11.15 Coffee

11.35 Bunker hedging

- Why hedge?
- Benefits of hedging
- Choosing a strategy
- Fixed v floating price
- Contracts
- Risk management
- Hedging case study

Jan Knudsen, Executive Sales Director,
Global Risk Management Ltd

13.00 Lunch

14.00 **PRACTICAL CASE STUDY SESSION**

Practical applications of credit risk procedures in the bunker sector

- Assessing counterparty risk
- Looking beyond the numbers: what do financial statements actually mean?
- Support mechanisms: credit agencies vs credit insurance
- Practical application of credit risk strategies
- **CASE STUDY SESSION:** Your opportunity to work through a variety of examples and share industry experience

Nick Browne, Credit and Business Development Manager, **GAC Bunker Fuels Ltd**

14.45 Tea

15.00 Procurement strategies

- The operating environment
- Compliance with environmental legislation
- Sourcing low sulphur fuel
- Strategies
- Choosing bunkering ports
- Choosing bunker suppliers
- Timing purchases
- Impact of bad purchasing decisions

Robin Meech, **Marine & Energy Consulting Limited**

16.10 Discussion

16.30 Close of day two

Don't miss these key 2010 events

Time and Voyage Charterparties: March, July and October

Reducing Ship Operating Cost: 29-30 April

International trade and supply chain management: 28 April

Ship Safety: 24-25 June

Tanker Management Safety Assessment: 23 June

Carbon Emissions and GHGs Conference: 18-20 May

DAY 3: Wednesday 16th June 2010
Thursday 4th November 2010

Chair: **Susan Hawker**, Principal Lecturer,
London Metropolitan University

08.45 Coffee

LEGAL

09.00 Introduction to the legal framework

Susan Hawker, Principal Lecturer,
London Metropolitan University

09.45 Update on the latest IMO initiatives

Ian Adams, Chief Executive, **IBIA**

10.15 Bunker contracts

- Drafting issues
- Supplier's terms and conditions
- Brokers and traders in context of contract
- Commercial and financial risks
- Ensuring compliance with MARPOL Annex VI

Russell Harling, Solicitor, **Holman Fenwick Willan LLP**

11.15 Coffee

11.30 Quality claims

- Understanding what has gone wrong
- Mitigating the loss
- Putting the claim together
- Gathering evidence
- Quantity claims

Katherine Birchall, Director, North Insurance Management Ltd,
Managers, **North of England P&I Association Ltd**

12.30 Resolving disputes

- Deciding on which option: litigation, arbitration, mediation
- Forum shopping
- Managing litigation
- Legal position of samples

James Mackay, Partner, **Holman Fenwick Willan LLP**

13.30 Lunch

14.30 **CASE STUDY PRACTICAL WORKSHOP**

Delegates will examine real-life bunkering situations in a practical and interactive session

Led by

Katherine Birchall, Director, North Insurance Management Ltd,
Managers, **North of England P&I Association Ltd**
James Mackay, Partner, **Holman Fenwick Willan LLP**

15.45 Tea

16.00 Ship arrest

- Methods of ensuring security for both buyer and seller
- Using ship arrest in bunker disputes
- Sister ship or associated arrest
- Arresting bunkers

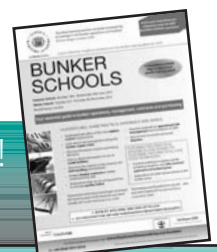
David Semark, Barrister, **Quadrant Chambers**

16.45 Final Q&A session

17.00 Close of seminar

BUY THE SEMINAR PAPERS!

See back page for details





THE BUNKER SCHOOLS

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www.lloydsmaritimeacademy.com/bunkers

VIP CODE:TT85

LE/ILP/SW/LD/KD/ISR/VR

Event Code
KS0204 Summer School
KS0205 Winter School

**CHOOSE
 1, 2 or 3 days
 to suit your
 training
 needs**



5 EASY WAYS TO REGISTER

Customer Services
 Tel:+44 (0)20 3377 3546
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 Email: max.tattersall@informa.com

VENUE DETAILS

Bonhill House, London EC2A 4BX
 1-3 Bonhill Street
 London EC2A 4BX
 Tel: +44 (0)20 7588 2334 Fax: +44 (0)20 7588 2326
 Nearest Underground station - Old Street or Moorgate

ACCOMMODATION DETAILS

The cost of accommodation is not included in the event fee. To book accommodation we have created a HotelMap which displays live availability and allows you to book direct with each hotel:
<http://www.hotelmap.com/M2YB8>
 Alternatively, if you would prefer to book by phone, call Daniel Spinner on +44 (0) 20 7292 2335 quoting reference code M2YB8

DOCUMENTATION AVAILABLE

I am unable to attend, but please reserve me ___ set(s) of Bunker Schools seminar documentation £425 (£450 overseas)
 If you are unable to attend you can purchase the Managing Maritime Emergencies seminar documentation.
 For further information call: +44 (0) 20 7017 5522 Fax: +44 (0) 20 7017 4745 or email: papers.info@informa.com


STEP 1: SELECT YOUR PACKAGE (please tick option)

	REGISTER BY 30th April 2010	REGISTER AFTER 30th April 2010
Any 3 days	£1747 (+17.5% VAT) = £2052.73 SAVE £350	<input type="checkbox"/> £1897 (+17.5% VAT) = £2228.98 SAVE £200
Any 2 days	£1198(+17.5% VAT) = £1407.65 SAVE £200	<input type="checkbox"/> £1298 (+17.5% VAT) = £1525.15 SAVE £100
Any 1 day	£649 (+17.5% VAT) = £762.58 SAVE £50	<input type="checkbox"/> £699 (+17.5% VAT) = £821.33

Please indicate which day(s) you wish to attend: Monday 14th June – Operational/Technical Tuesday 15th June – Financial Wednesday 16th June – Legal
 Monday 4th November – Operational/Technical Tuesday 5th November – Financial Wednesday 6th November – Legal

GROUP DISCOUNTS AVAILABLE! 50% discount for 3rd and subsequently registered delegates from the same company

All discounts can only be claimed at the time of registration and multi-booking discounts cannot be combined with other discounts that may be available. Further discounts are subject to approval. Please note the seminar fee does not include travel or hotel accommodation costs.





A donation from the fee for each delegate participating in our 2010 maritime events will be made to Centres For Seafarers 

STEP 2: DELEGATE DETAILS

1st Delegate Mr/Mrs/Ms _____ Telephone _____
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 Address _____ email address I am giving ONLY Informa companies the permission to contact me by email
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 Job title/Dept _____ **50% Discount**
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 Yes! I would like to receive information about future events and services via fax
 Signature: _____

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Yes I agree to the Terms & Cancellations Conditions as stated on this form
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 (Ref: KS0204/KS0205) and delegate's name
 Delegates who do not pay with their booking are requested to provide a copy of their credit card / cheque details to help payment allocation. Staff at the event will request a credit card guarantee for delegates without proof of payment.

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TERMS AND CONDITIONS

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CANCELLATIONS: Cancellations received in writing two weeks before the event will be subject to a service charge of £250. It is regretted that cancellations received after this time cannot be accepted and are subject to the full event fee. Substitutions are welcome at any time. It may be necessary for reasons beyond the control of the organisers to alter the content and timing of the programme or the identity of the speakers. In the unfortunate event that an event is cancelled Informa are not liable for any costs incurred by delegates in connection with their attendance. This contract is subject to English Law.

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