



# 2021 Training & Seminars

The latest element to be included within Pequod Resources, our online training seminars provide users with invaluable insights into a number of industry topics

### What do Pequod Seminars provide?

Our fortnightly training sessions offer a flexible approach to these topics with each webinar lasting between 40 minutes to 2 hours compared to the traditional 1 or 2 day training courses.

Each training session is delivered via Microsoft Teams by a selection of industry experts, all of whom have extensive training experience. Details of our speakers along with their marine experience can be below.

Each online presentation is followed by a Q&A session to ensure that all delegates receive maximum information & a full in-depth understanding of the topic discussed.

### Who are our courses designed for?

Our training is suited for traders, operators, demurrage handlers, brokers, in house legal and cargo insurance teams.

### Seminar formats

There is a limited number of spaces per session so please register interest as soon as possible. If there is high demand, then there will be repeats of those topics.

We also offer seminars on bespoke topics to address a client's specific needs with tailored presentations

## Seminar Categories

### Contracts

1. Oil Sale Contracts	David Clark	75mins
2. FOB Contracts	David Clark	75mins
3. CIF Contracts	David Clark	75mins
4. Time bars	David Clark	75mins
5. BP VOY4 and typical additional terms	David Clark	75mins
6. Interim ports clauses	David Clark	75mins
7. Tanker Charter Parties	Phil Staley	75mins
8. Charter Parties, Contracts and Terminal Agreements	Phil Staley	45mins
9. Shell General Terms and Conditions 2010 – an overview	Phil Staley	30mins

### Laytime & Demurrage/Detention

10. Commencement of laytime	David Clark	75mins
11. Exceptions to laytime & demurrage	David Clark	75mins
12. Laytime & demurrage in sale contracts	David Clark	75mins
13. Nominations Under Oil Contracts & Their Impact on Laytime & Demurrage	Phil Staley	75mins
14. Recovering Freight Differentials, Deviation & Detention under CIF & CFR Contracts	Phil Staley	45mins
15. Weather Delays & Strikes	David Clark	45mins
16. Owners Purposes	Phil Staley	20mins
17. Timesheets & Letters of Protest	Phil Staley	20mins
18. Excess Pumping	Phil Staley	60mins
19. Lightering & STS Operations/Multiberth Operations	Phil Staley	30mins
20. Detention	Phil Staley	15mins
21. Force Majeure	Phil Staley	30mins
22. Submitting & resolving claims	Phil Staley	30mins
23. Reasons for demurrage	Phil Staley	15mins
24. Pro Rata Calculations	Phil Staley	60mins
25. Storage Terminals & Demurrage	Phil Staley	45mins

## Seminar Categories

### Cargo Loss & Contamination

26. Petroleum contamination claims	David Clark	75mins
27. Cargo heating	Tony Yates	60mins
28. Cargo Loss	Tony Yates	90mins

### Laytime & Demurrage/Detention

29. The Operator	Tony Yates	60mins
30. Operations Management Procedures	Tony Yates	45mins
31. Tanker fundamentals	Tony Yates	75mins
32. Tanker Pumping Systems	Tony Yates	75mins
33. Ship Vetting	Tony Yates	60mins
34. Cargo Inspectors and superintendents	Tony Yates	60mins
36. Inspection nominations	Tony Yates	60mins
37. Letters of Credit	Tony Yates	75mins
38. Ship to Ship transfer operations	Tony Yates	75mins
39. Documentary Instructions and Voyage Orders	Tony Yates	60mins

### Laytime & Demurrage/Detention

40. Oil Cargoes	Richard Minton	45mins
41. Cargo Measurement	Richard Minton	60mins
42. Cargo Sampling	Richard Minton	60mins
43. Oil Cargo Analysis	Richard Minton	60mins
44. Oil Cargo Shortage Claims	Richard Minton	60mins
45. Oil Cargo Quality Claims	Richard Minton	90mins
46. Mitigating Off-Specification Oil Cargoes	Richard Minton	90mins

## Your Speakers

Pequod online seminars provide delegates with a wide variety of modular training sessions which cover specific topics including laytime/demurrage and oil operations delivered by our team of industry experts



### David Clark

Director - Pequod Associates Limited

David qualified as a solicitor in the 1990s. As a result of having previously worked as in-house counsel for one of the largest independent oil traders, he now specializes in petroleum shipping and trading claims. He also handles cargo recovery claims involving both petroleum and other commodities, as well as port and terminal disputes.

Besides acting for the cargo insurance market, his clients include refiners, oil traders and oil majors whom he assists with their sale contract and charter party disputes (principally demurrage and additional freight claims). He also provides guidance on the drafting of tanker charter party additional terms.

David is a regular speaker on matters such as laytime and demurrage, interim port and STS clauses, petroleum loss and sale contract terms. David is a fluent French speaker.

## Your Speakers



### Phil Staley

Director - HubSE - Hub Software Engineering Ltd

Phil is a director of Hub Software Engineering Limited [www.hubse.com](http://www.hubse.com) which has developed its Claims Management System (CMS), a revolutionary way of calculating and progressing claims until their conclusion. HubSE have also launched their Claims Hub Exchange which enables online delivery and negotiation of claims minimising the incidence of time bars and speeding up settlement of claims.

Phil Staley is also a consultant to the oil and shipping industry specialising in laytime, demurrage, freight, deviation and shipping expenses incurred under the transportation of oil. A regular speaker at training seminars and industry conferences, Phil also provides in house training, advice and ad-hoc consultancy.

Phil offers advice to Owners and Charterers on best practice to ensure processes and teamwork lead to improved recoveries and effective reduction of claims backlog.

Prior to becoming a consultant/Marketing Director Phil was head of BP's demurrage Team handling the negotiation and settlement of oil trading and charter party demurrage claims in support of BP's European trading activities. His responsibilities there included freight, deviation and ancillary expenses incurred under the charter party. Whilst at BP he was a major contributor to the drafting of BPVOY4 and BP's oil trading terms

## Your Speakers



### Tony Yates

Consultant

Tony began his career in the Merchant Navy & is a Master Mariner, having sailed on tankers of all sizes over a period of 14 years. He moved to the USA to take a role with Caleb Brett (now Intertek), as a Marine Technical Supervisor & was subsequently promoted to the position of N.East Reg'l Mgr. responsible for 9 offices.

Tony moved back to the UK in 1989 & joined BP moving through various roles in cargo assurance and trading operations including a number of management positions. In 2004 Tony was appointed Head of Operations for Integrated Supply & Trading. In this capacity he set the strategy and vision for the future whilst managing a large team in excess of 120 people, covering the operations functions of trading (crude & products), demurrage, inventory, cargo assurance, & shipping coordination.

As part of his wider responsibilities Tony was the Business Sponsor for the commercial graduate scheme, managing the demand, recruitment & development of quality talent. He was also the Marine Authority for the Company's trading business. He is accredited in leadership development techniques & has developed & presented courses on a variety of subjects.

As a consultant Tony has provided advice & conducted reviews on the structure, organisation & performance of business teams on a global basis. He has developed leaders, engaged the workforce & motivated staff. Tony has both strong technical & operational experience and has presented many courses covering all aspects of operations to a wide range of companies as well as to the oil industry in general.

## Your Speakers



### Richard Minton

Consultant Chemist

Richard has a Master's degree in Chemistry from Oxford University. Prior to joining MTD, Richard gained industry experience working across a range of industry sectors, including time spent with an international commodities trader, in the claims & placing departments of broking and underwriting firms in the marine insurance industry and with the inspection & laboratory departments of a major independent inspection company.

Since joining MTD in 2005, Richard has been involved in the investigation of numerous disputes & claims for a wide range of clients involving a variety of cargoes, inc. petroleum & petrochemical products, edible & non-edible oils/fats, biofuels, speciality chemicals & bulk solid materials, regularly attending worldwide on vessels, in storage terminals, refineries, production plants & testing laboratories.

He has extensive experience in claims investigation & loss control issues for bulk liquid cargoes, with particular focus on sampling and testing, mitigation strategies & the application of forensic analytical methods for the investigation of quality complaints. Richard is also an experienced investigator of bunker fuel quality issues. Richard has acted as an Expert Witness in mediation & has prepared numerous reports for court, arbitration & mediation hearings in the UK & overseas.

Richard sits on a number of industry technical committees, including as the Secretary of the Energy Institute Hydrocarbon Management HMC 3 committee & as a member of the UK P&I Club's Carefully to Carry Committee.

Richard is a frequent speaker at conferences and to clients on a variety of technical matters.



# PequodResources

[www.pequodassociates.com](http://www.pequodassociates.com)

**Tel: 44 (0) 207 953 8430**