

OIL OPERATIONS & DEMURRAGE CONFERENCE

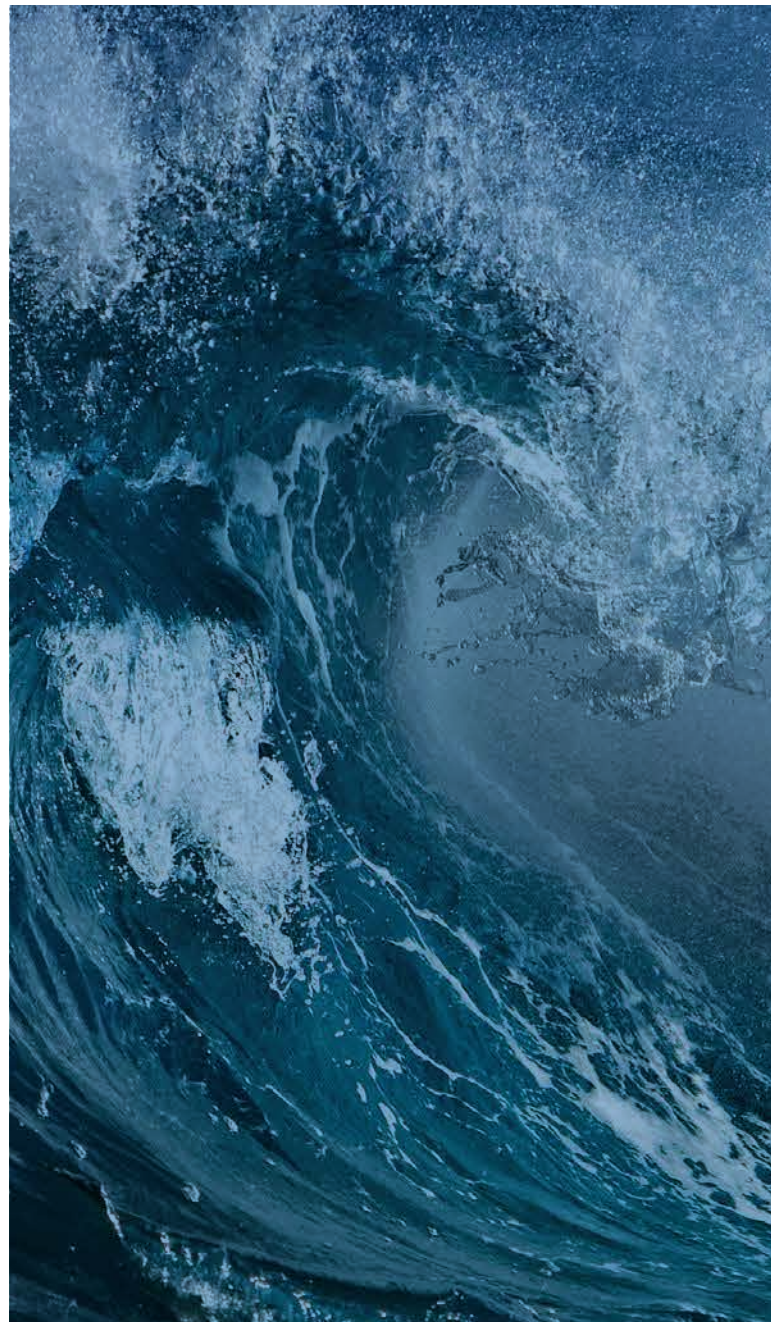
LONDON - 2024

ReConnect

With some of the most
influential voices in
operations & demurrage

16th - 17th May 2024

Richmond,
London, UK



A collaboration between



MINTON, TREHARNE
& DAVIES GROUP



www.pequodassociates.com/semnar2023

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OIL OPERATIONS & DEMURRAGE CONFERENCE

LONDON - 2024

Become a sponsor

100 delegates already registered with delegate numbers still increasing

Delegates registered so far come from 37 different companies
with 17 different countries represented

A unique opportunity to have so many people under the same roof at the same time.

Demonstrate your strengths, raise your company profile as we bring key industry players and decision-makers to you.

Each sponsor can showcase their products and services and distinguish themselves from the competition.

We offer a full range of opportunities and packages and can even tailor solutions to suit your needs.

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OIL OPERATIONS & DEMURRAGE CONFERENCE

LONDON - 2024

03 INTRODUCTION

Pequod Associates Limited in conjunction with Minton Treharne Davies, HubSE Demurrage Software and HR Maritime and are delighted to announce their third London Oil Operations and Demurrage London Conference.

With 100 delegates from trading companies, oil majors and shipowners already registered, this promises to be the biggest conference yet.

This year's Oil Operations & Demurrage Conference will again be held at the Richmond Hill Hotel, London 16th and 17th of May 2024.

The Conference includes seminars provided by heads of operations, demurrage and legal from some of the largest petroleum and petrochemical trading companies who will be providing some invaluable insights as well as sharing their own first-hand experiences of many of the challenges and problems regularly faced by those working in petroleum and petrochemical operations and demurrage.

Delegates include heads of operations, demurrage and legal from petroleum and petrochemical trading companies, oil majors and shipowners plus their teams.

As well as providing some excellent insights, the event is likely to provide a unique networking opportunity. For demurrage analysts, this is likely to be the only time this year that so many lead players will be in the same place at the same time.



After each seminar, there will be a panel discussion involving leading industry figures from amongst the delegates.

04

THE VENUE

Visitors from all over the world come to Richmond upon Thames to explore & discover its many attractions, parks, & gardens or just to wander along the River Thames.

Richmond's destination hotel is waiting atop the hill, moments from the world-famous Richmond Park.

Inside you'll find recently refurbished bedrooms, a beautiful treatment room, & an award-winning restaurant, bar & lounge.





YOUR SPEAKERS



DAVID CLARK

DIRECTOR - PEQUOD ASSOCIATES

David is a qualified solicitor and as well as having worked for leading London Shipping and Trading law firms, he spent several years working as an in-house counsel for one of the largest independent oil traders.

He joined Pequod in 2015 and set up the oil trading support services team which he heads up.

His team is contracted as an outsourced department by various trading companies to perform a variety of functions such as their demurrage/contracts/loss control or additional legal team..

The team is also regularly instructed to assist traders in helping to clear their outstanding demurrage and will often act on such matters on a no win no fee basis.

In conjunction with Phil Stalley of HubSE Demurrage Software and Richard Minton of Minton, Treharne Davies, David set up Pequod's Oil Operations and Demurrage training and conferences program.



PHIL STALLEY

DIRECTOR - HUBSE DEMURRAGE SOFTWARE

Phil is a director of Hub Demurrage Software 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 minimizing the incidence of time bars and speeding up settlement of claims.

Phil is also a consultant to the oil and shipping industry specializing in laytime, demurrage, freight, deviation and shipping expenses.

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.

Phil previous career involved heading up BP's demurrage Team in support of BP's European trading activities. His responsibilities there included freight, deviation and ancillary expenses incurred under charter parties. Whilst at BP he was a major contributor in the drafting of BPVOY4 and BP's oil trading terms.



RICHARD MINTON

DIRECTOR - MINTON, TREHARNE & DAVIES GROUP

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 & 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, including petroleum and petrochemical products, edible & non-edible oils/fats, biofuels and 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 & testing, mitigation strategies and 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 high court, arbitration and mediation & has prepared numerous reports for court, arbitration & mediation hearings in the UK & overseas.

Richard sits on several 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 WATTS

FOUNDER AND MANAGING DIRECTOR - HR MARITIME

Richard has over 24 years' experience in shipping, operations, insurance, finance and legal matters relating to Trading, Shipping and Financing Physical Commodities.

After 7 years working for two of the leading independent rice trading companies, Richard created HR Maritime in 2008 in order to provide bespoke professional services and training to the Trading, Shipping and Trade Finance Industry.

HR Maritime enjoys a wide range of clients both in Geneva and in the wider Shipping and Trading Community.

Richard has a passion for teaching and assisting companies to reduce inefficiencies wherever possible. Richard also works extensively with exporters and importers from less developed countries to help them access the global market and increase their involvement in the entire value chain.

Richard is increasingly focusing on pushing the industry forward in a number of areas, including gender equality, digitalisation, decarbonisation and sustainability, all areas in which urgent action is needed.

Richard is the President of the Geneva branch of The Propeller Club and a Fellow of The Institute of Chartered Shipbrokers. Unrelated to his daily work but a source of immense pride, Richard is also the President of SOS Mediterranee Suisse.



IULIA KIRALY

HEAD OF LEGAL - BB ENERGY GROUP

With over a decade of experience in the commodity sector, Iulia Kiraly has been heading the Legal team at BB Energy since 2009.

She previously worked in private practice, with her latest role at Reed Smith LLP. Her experience includes shipping and commodity trading, cross-border M&A, corporate restructuring, projects, and finance.

Iulia holds an MBA in Business Administration and an MA in Law. She is a qualified solicitor in England & Wales and Romania, and a qualified Mediator with the CI Arb.



JANE PICKFORD

CLAIMS MANAGER - VITOL

Jane has been the Claims Manager at Vitol since 2018.

Previously Jane had a career with Shell spanning over 28 years, the last 12 years she was the Demurrage Manager for London, Rotterdam and Barbados.

Jane has a track record of efficiency enhancements and commercial value add within Oil & Shipping claims sectors.



MIKE SHAW

DIRECTOR - ORBIS RISK PARTNERS SA

Mike brings a wide-ranging and in depth understanding of commodity trading, operations, risk management and loss control.

Initially a varied foundation in multinationals Elf and Total. More recently as head of operations and COO at a range of trading companies - niche players, midsize players to industry powerhouses including Mercuria.

Passionate about training and sharing experience, Mike now heads the Geneva office of Orbis Risk Partners, marine and specialty risk advisors.



RALPH TORRANCE

DIRECTOR OF CHEMICAL OPERATIONS - TRICON ENERGY

Is currently Director of Chemical Operations at Tricon Energy working to improve trading operations efficiency to enhance value throughout the petrochemicals supply chain.

Before Tricon, he was the head of operations at two large international commodity trading houses, where he developed high-performing teams.

As Head of Oil Operations at Trafigura he established and built the maritime team in Athens to support the company's liquid and bulk time charter fleet.

At Noble Americas Corp. he was a key member of the team that finalized the successful sale of assets to Mercuria and Vitol.

Ralph is originally from Scotland where he studied Chemical Engineering at Strathclyde University and where he started in the upstream oil and gas industry with Brown and Root.

Since 2000 he has been immersed in the trading, supply, shipping and logistics industry working in London, Switzerland, Athens, Turkey and now resides in Texas.

He has seen first-hand how international trade and shipping continues to grow, develop and enhance a diverse global community.



ANDREW ARCHER

GLOBAL HEAD OF OPERATIONS AT GUNVOR

Andrew spent his formative years at ChevronTexaco, starting out as a Terminal Operations Coordinator before moving on to a Cargo operations role.

Leaving Chevron to join Trafigura, he initially handled fuel and gasoline cargo ops ex West Africa before going on to work around the globe.

When he left Trafigura some 15 years later, he was their Global Oil Operations Manager and had worked in roles from Houston to Singapore to Geneva, across Contracts, HSEC, Project Management and Regional Ops Management.

He is now the Global Head of Operations at Gunvor S.A. and a Director of VAKT, the blockchain platform.



TECK MENG LEE

DEMURRAGE MANAGER, TOTALENERGIES

Teck started his career at TotalEnergies (formerly Total) in Brussels as a Chartering Negotiator for Base Chemicals where he chartered liquid & gas tankers along with dealing with the demurrage during this period.

He has worked at TotalEnergies since 2005 and worked in roles in Brussels, Hong Kong & Paris, including Logistics Intelligence & Performance Manager, Chartering Manager, Logistics Manager and Head of HSE Audits Planning.

Since 2021, he is the Demurrage Manager for TotalEnergies Trading & Shipping, which oversees the demurrage handling for Trading & Shipping including those for the different branches of the Company



STEWART BUCKINGHAM KC

KING'S COUNSEL AT QUADRANT CHAMBERS

Stewart specialises in shipping and international trade is a commercial barrister, focussing on commercial litigation and international arbitration.

Stewart has dealt extensively with shipping and commodity disputes in both the Commercial Court and in LMAA and ICC arbitrations. He regularly provides energy and petroleum traders with advice on issues ranging from demurrage disputes to oil loss and contamination issues to sanctions disputes. He recently appeared in the Supreme Court earlier this year,

Relevant cases which he has been involved in and which have been reported include:

- *Alianca Navegacao E Logistica Ltda v. Ameropa SA (Santa Isabella)* [2019] EWHC 3152 (Comm) – a demurrage claim that was significantly reduced on the basis of the vessel being delayed at discharge port due to a fault of Owners.
- *CSSA Chartering and Shipping Services SA v Mitsui OSK Limited Ltd "The Pacific Voyager"* [2018] EWCA Civ 2413 - the leading modern case on the nature of ship owners' obligation to commence their approach voyage under a voyage charterparty.
- *SHV Gas Supply & Trading SAS v. Naftomar Shipping & Trading Co Ltd (The "AZUR GAS")* [2006] 1 Lloyd's Rep. 163, - cancellation of contract for sale of butane and the effect that a "laycan" has in a CIF contract."



SUSETTE SLUPPKE

OPERATIONS & CONTRACTS CONSULTANT - PEQUOD ASSOCIATES

Susette has extensive experience within the petroleum industry as Operations Manager, Senior Operator & Trading Assistant, dealing with all aspects of commercial & shipping operations, including chartering, trading contracts, letters of credit, insurance, storage & customs clearance, as well as training and coaching junior staff.

She started her career in the petroleum industry in Hamburg, where she joined the German trading company Mabanaf, gaining experience in different departments as barge & cargo Operator for gasoline, gasoil and fuel oil worldwide, Trading Assistant and Trader, selling heating oil & gasoline to local Suppliers & gas stations in the region of Northern Germany. Susette moved to London in 1995 to take the position as Operations Manager for Mabanaf's newly opened international trading office. Apart from building up and leading a new operations & demurrage team in London, her responsibilities also included the support of Mabanaf's Singapore branch office.

Susette stayed nearly 10 years in London where she also worked for companies like Coastal/El Paso Europe and Trafigura before moving to Switzerland in 2004, to join Lia Oil SA in Geneva and, in 2015, Cadoil Trading as Operations Manager. Today, Susette is a freelance Consultant for commercial trading contracts and oil operations.

Apart from providing contracts & claims support services to some of our clients, she shares her vast experience and knowledge in oil operations & her educational skills by regularly presenting her on-line training seminar sequence called "The Octopus Operator".



CATHERINE JAGO

MANAGING PARTNER/DIRECTOR - CJH EXPERTS LIMITED

Catherine has over 40 years of experience in the commercial side of the oil and shipping industry. Her previous roles have included broker, trader, and consultant to leading firms in the industry.

She is currently an Expert Witness, as well as an Arbitrator, in the fields of oil and commodity pricing, trading, hedging, and shipping. With her expertise in commodity risk management issues, including hedging, derivatives trading and issues around quantum, combined with her legal training, she can bring a range of experience to her role as an expert in oil and commodity trading and shipping disputes.

Catherine has also been published, authoring:

Two chapters on credit risk and oil pricing in Oil Traders Manual published by Woodhead Publishing 1995 - updated regularly;

Co - author of "Trading Refined Oil Products" published 2014 ; and

Author of chapter on the Impact of Hedging on Quantum in Oil and Shipping Litigation published in "Oil and Gas Trading" by Globe Business Publishing Ltd 2016



VANESSA GILL

GLOBAL HEAD OF DEMURRAGE & CLAIMS
- THE GUNVOR GROUP

Vanessa has a vast wealth of knowledge and experience, having worked in numerous locations globally within the oil and gas industry.

Her current position is Global head of demurrage and claims for the Gunvor group. Previously she was head of demurrage for Litasco for over 7 years, working before that as demurrage Team Leader and demurrage analyst for Shell.



AGENDA DAY ONE

14

16th May

08:30 - 09:00

REGISTRATION & REFRESHMENTS

09:00 - 09:10

WELCOME INTRODUCTION



DAVID CLARK

DIRECTOR AT PEQUOD ASSOCIATES

09:10 - 09:55

THE IMPACT OF THE RED SEA/ HOUTHU ISSUES



CATHERINE JAGO

MANAGING DIRECTOR AT CJH EXPERTS LTD

Catherine will consider various issues that have arisen in connection with the recent issues including routing decisions, whether owners must comply with charterers orders, additional war risk premiums and recovery by underwriters from the charterers if an incident arises.

09:55 - 10:15

Q&A AND PANEL DISCUSSION - MODERATED BY RICHARD WATTS, HR MARITIME

10:15 - 10:35

BREAK

10:35 - 11:20

WEST AFRICA OPERATIONS – THE FINANCIAL RISK AND EXPOSURE THAT YOU ARE NOT BACK-TO-BACK



MIKE SHAW

DIRECTOR AT ORBIS RISK PARTNERS SA

- Nigerian freight tax.
- Nigeria navy / coastguard operations
- NNPC sale contract terms and their impact
- How NNPC contract terms affect other sale contracts in a chain
- Afra rates v cp demurrage rate.
- Corruption
- How the difficulties experienced in Nigeria are not necessarily reflective of the rest of Africa
- Case study

11:20 - 11:40

Q&A AND PANEL DISCUSSION - MODERATED BY RICHARD WATTS, HR MARITIME

11:40 - 12:25

REVISITING SOME COMMON DISPUTES IN CHARTERPARTIES AND SALE CONTRACTS



DAVID CLARK

DIRECTOR AT
PEQUOD ASSOCIATES



STEWART BUCKINGHAM KC,
QUADRANT CHAMBERS

- Weather delays
- River ports
- Open sea berths
- Late arrival
- Additional bunkers

12:25 - 12:45

Q&A AND PANEL DISCUSSION - MODERATED BY RICHARD WATTS, HR MARITIME

15

16th May

12:45 - 14:15

LUNCH

14:15 - 14:55

HOW CHEMICAL AND PETROCHEMICAL OPS DIFFER IN TERMS OF CONTRACTS, CHARTERING, OPS AND DEMURRAGE



RALPH TORRANCE

DIRECTOR OF CHEMICAL OPERATIONS AT TRICON ENERGY

Ralph will cover the key differences in Pet Chem and Refined Oil from deal inception to finalizing claims. Additionally, he will discuss the future trends as more oil traders enter the Pet Chems space.

14:55 - 15:15

Q&A AND PANEL DISCUSSION - MODERATED BY RICHARD WATTS, HR MARITIME

15:15 - 15:45

BREAK

15:45 - 16:25

DISPUTES ARISING BECAUSE OF AMBIGUOUS CLAUSES IN SALE CONTRACTS AND CHARTERPARTIES



PHIL STALLEY

DIRECTOR AT HUBSE
DEMURRAGE SOFTWARE



JANE PICKFORD

CLAIMS MANAGER AT
VITOL, LONDON



VANESSA GILL

GLOBAL HEAD OF DEMURRAGE
AT GUNVOR GROUP

Two case studies on recent claim disputes highlighting the potential ambiguity in oil contract demurrage negotiations. Get ready to vote on these disputes as Jane, Vanessa & Phil battle through these dilemmas where there is always a grey area to argue about. Owners v. Charterers, Buyers v. Sellers. Who will end up paying?

There's everything in these cases!

- Change from one port to two ports.
- Deviation
- Interim port clause to apply or not?
- Discharge dates when things change
- Port v Berth Charter – what about Oil Company General Terms and Conditions? What rules apply to the Notice of Readiness?
- Can an NOR be valid under the Charterparty but invalid for the oil contract?

16:25 - 16:50

Q&A AND PANEL DISCUSSION - MODERATED BY PHIL STALLEY, HUBSE DEMURRAGE SOFTWARE

16:50 - 17:00

CLOSING REMARKS



RICHARD MINTON

DIRECTOR AT MINTON TREHARNE DAVIES

19:00

RECEPTION DRINKS & GALA DINNER

DRINKS RECEPTION



GALA DINNER & ENTERTAINMENT





AGENDA DAY TWO

18

17th May

08:30 - 09:00

REGISTRATION & REFRESHMENTS

09:00 - 09:10

WELCOME INTRODUCTION



DAVID CLARK

DIRECTOR AT PEQUOD ASSOCIATES

09:10 - 09:50

OPERATIONAL ASPECTS OF STORAGE AGREEMENTS



IULIA KIRALY

HEAD OF LEGAL AT BB ENERGY GROUP

Iulia has been involved in negotiating and resolving disputes in relation to many storage contracts and will consider various issues arising under those contracts as well as various operational and loss control aspects.

09:50 - 10:10

Q&A AND PANEL DISCUSSION - MODERATED BY RICHARD WATTS, HR MARITIME

10:10 - 10:30

BREAK

10:30 - 11:10

JOINT EFFICIENCY BETWEEN TRADING OPERATIONS AND DEMURRAGE AS A BASIS FOR IMPROVEMENT AND DIGITAL DEVELOPMENT



TECK MENG LEE

DEMURRAGE MANAGER TRADING AND SHIPPING AT TOTALENERGIES

Following last year's presentation, Teck will revisit the digital landscape for the demurrage industry where the different pathways in the pursuit for innovation will be explored. He will equally highlight the importance of joint efficiency between demurrage and trading operations, whereby a strategy of "axing the chain of tasks" is paramount in achieving improvement results and how workload planning is implemented at the TotalEnergies' Trading & Shipping demurrage department

11:10 - 11:30

Q&A AND PANEL DISCUSSION - MODERATED BY RICHARD WATTS, HR MARITIME

19

17th May

11:30 - 12:15

NAVIGATING THE FUTURE: THE IMPACT OF AI ON TRADING OPERATIONS



ANDREW ARCHER

GLOBAL HEAD OF OPERATIONS AT GUNVOR GROUP

How is Artificial Intelligence likely to impact the way Cargo, Shipping and Demurrage teams work? Join to find out more about the potential impacts AI could have on the activities of these key departments, as well as on Commodity Traders more generally.

12:15 - 12:40

Q&A AND PANEL DISCUSSION - MODERATED BY BRIAN LEWIS, EKUR ADVISORS

12:40 - 14:00

LUNCH

14:00 - 15:15

RED SEA CASE STUDY



RICHARD MINTON

DIRECTOR AT
MINTON TREHARNE DAVIES



SUSETTE SLUPPKE

OPERATIONS AND CONTRACTS CONSULTANT
AT PEQUOD ASSOCIATES LTD

Richard's and Susette's case study will look at dealing with the aftermath of an incident following the loss of cargo in the attack and contamination of cargo left on the vessel. The case study will consider assessing the extent and cause of the contamination, how to mitigate dealing with pollution.

15:15 - 15:45

BREAK

15:45 - 16:25

EU ETS – WHAT YOU NEED TO KNOW



RICHARD WATTS

HR MARITIME

- Understand the regulations and how they impact your business.
- Various clauses in circulation (BIMCO vs Bespoke)
- Voyage vs Time Charter
- Importance of collecting and reporting good data
- Surrendering of allowance
- How these costs will flow from Owner to Spot charterer and then through the trading chain for freight and demurrage

16:25 - 16:45

Q&A AND PANEL DISCUSSION MODERATED BY PHIL STALLEY, DIRECTOR AT HUBS- E

16:45 - 17:00

CLOSING REMARKS



PHIL STALLEY

DIRECTOR AT HUBSE DEMURRAGE SOFTWARE

20

LOCATION

SOME GUIDANCE TO HELP YOU PLAN YOUR JOURNEY

RICHMOND HILL HOTEL

By Air

London Heathrow: 7 miles

London Gatwick: 30 miles

By RAIL

South West Trains operate a regular service from London Waterloo, via Clapham Junction

Via LONDON UNDERGROUND

Richmond Hill is on the District Line with regular services running into London Victoria in 30 mins.

DIRECTIONS

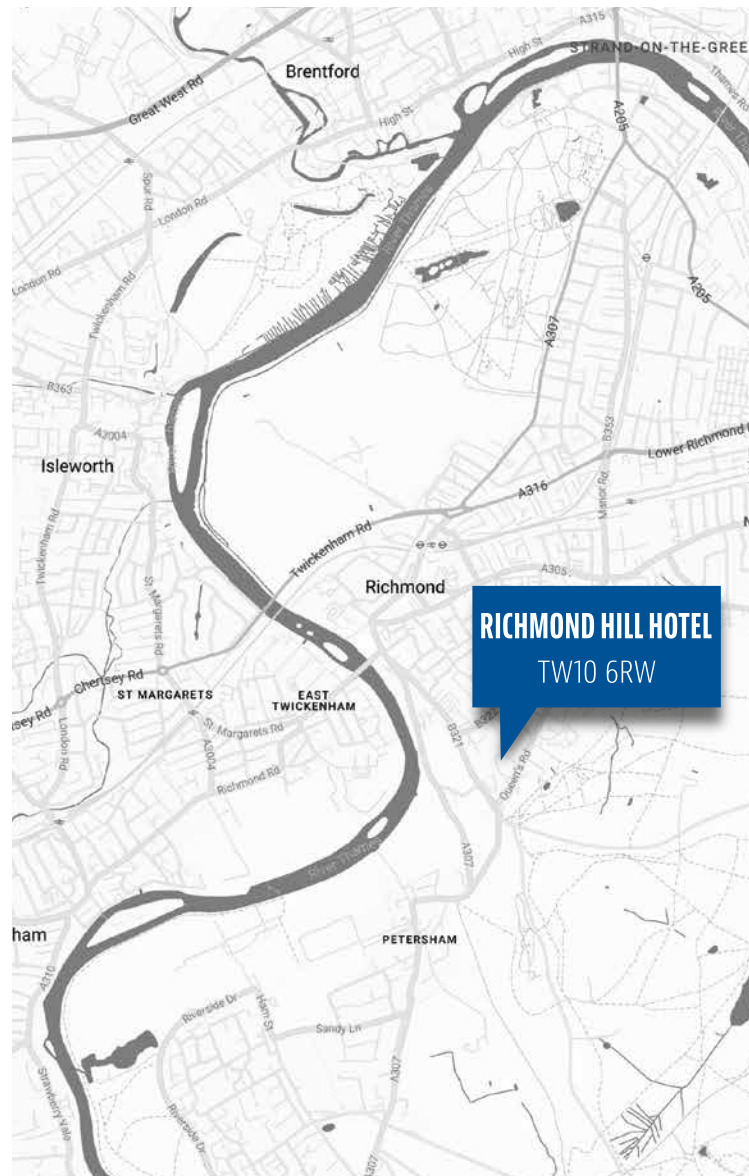
From M25 J12/M3: Follow M3 onto A316 to Richmond. At roundabout junction with A316 head to the town centre taking the first left onto Church Road opposite the Orange Tree Pub and follow instructions below*

From M25 J15/M4: Exit at M4 J2 onto A205 Kew. Cross Kew Bridge to Richmond. At Richmond junction with A316 head to the town centre taking the first left onto Church Road opposite the Orange Tree Pub & follow instructions below*

*Carry on along Church Road crossing straight over the traffic lights. At the end of Church Road bear left & then take an immediate right onto Friar Stile Road. At the end of Friar Stile Road bear left continuing up Richmond Hill. The Hotel will be seen on your left. Parking is at the hotel.

**144-150 Richmond Hill,
Richmond-upon-Thames, Surrey, TW10 6RW**

Tel: +44 (0) 20 8940 2247



OIL OPERATIONS & DEMURRAGE CONFERENCE

DELEGATE PARTICIPATION FEE

REGISTRATION FEE

£1,750

PRICE SHOWN IS PER PARTICIPANT WITH DISCOUNTS AVAILABLE FOR GROUP BOOKINGS. PLEASE MAKE CONTACT WITH ONE OF OUR TEAM FOR FURTHER INFORMATION.

FEES INCLUDE:

- Seminars
- Lunches & refreshments
- Cocktail reception
- Gala dinner

HOTEL COSTS:

Our team can help you find and book accommodation near the conference venue.

PAYMENT & CANCELLATION POLICY

- Payment must be received in full 15 days after registration. All banks charges/fees are for the account of the remitter. Cancellation or transfer requests must be made in writing (email, letter or fax) and reach PEQUOD 5 days before the course commencement date.
- A full refund of the course registration fee less a £250 administration fee will then be given, No refund applies for the hotel room booking cost as the discounted rate provided by the hotel is provided on a cancellation basis. Delegates who cancel less than 15 days before the course commencement date, or who do not attend, are liable to pay the full course fee and no refunds will be granted. There will not be any additional charges if a replacement

THERE IS A LIMITED CAPACITY AT THIS EVENT AND SO WE WOULD ENCOURAGE ALL INTERESTED PARTIES TO REGISTER THEIR INTEREST AS SOON AS POSSIBLE.

To register your interest please email training@pequodassociates.com advising how many people from your organisation will be attending and their names and whether you will require rooms at the hotel.



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