



# THE ATHENS TANKER CONFERENCE

## CHARTERING OPERATIONS AND LAYTIME & DEMURRAGE

THE ROYAL OLYMPIC HOTEL - ATHENS, GREECE





## The Importance of this Conference

ASDEM is excited to announce our return to Greece for our fourth Athens Tanker Conference which will be focusing on tanker operation challenges and solutions as well as both common and complex laytime & demurrage issues and dilemmas.

Guaranteed to provoke discussion and improve practical understanding, our panel of experts will share their knowledge and experience on both of these topics through practical presentations and case studies which will enable you to address a wide variety of often contentious issues.

If you are a tanker owner, charterer, operator, demurrage analyst or post-fixture professional working within the Greek shipping community – and beyond – attending this conference will deliver long-lasting results for you and the company you work for.

Directly following the conference, oil and gas tanker industry professionals are invited to join us for a drinks reception to spend some well-earned downtime to network with fellow delegates and meet and greet old friends and colleagues.

## Conference Programme

The papers which will be presented by our panel of industry leading experts (shown below) have been designed to engage with the issues, analyse them, and participate and collaborate in a practical manner with conference participants.

Detailed and concise studies of recent case law will often be used to consider the latest legal developments and explain a more dynamic and proactive approach to operational issues and the negotiation of demurrage claims to help reduce the time and cost of commercially harmful disputes.

- 09:15 Conference registration with light breakfast and coffee/tea
- 09:45 **CHAIRMAN'S WELCOME TO THE CONFERENCE**  
Andrew Wilding, Managing Director, ASDEM
- 10:00 **DON'T BE LATE: ENSURING DEMURRAGE CLAIMS ARE PROPERLY SUPPORTED AND ON TIME**  
Alexander Freeman, Partner, Hill Dickinson
- 10:45 **"THE STENA PRIMORSK": OWNERS' RIGHT TO REFUSE CHARTERERS' ORDERS ON SAFETY GROUNDS AND THE IMPACT ON LAYTIME AND DEMURRAGE**  
Yiannis Avgoustis, Syndicate Manager (Claims), Steamship Insurance Agency (Europe) Limited
- 11:30 Coffee and Tea break
- 11:45 **LESSONS LEARNED FROM THE 'TENACITY': THE PERILS OF DISCHARGING AGAINST A LETTER OF INDEMNITY AND WHAT TO DO ABOUT IT WHEN THINGS GO WRONG.**  
Ian Clarke, Head of Claims & Regional Director, West of England (Hellas) SARL
- 12:30 Lunch
- 14:00 **LOADING AND DISCHARGING PORTS PLACES AND BERTHS STS LOCATIONS SEA BERTHS AND OPEN SEA BERTHS - EXAMINING THE COMMON LAW CONCEPTS - CHARTERPARTY DEFINITIONS AND WHEN EXCEPTIONS DO NOT APPLY**  
Andrew Wilding, Managing Director, ASDEM



- 14:45 **THE DIGITAL TRANSFORMATION OF LAYTIME AND DEMURRAGE**  
Evangelos Efstathiou, CEO, Burmester & Vogel
- 15:30 Coffee and Tea break
- 15:45 **DEMURRAGE AND STS OPERATIONS**  
Sally-Ann Underhill, Partner, Reed Smith
- 16:30 **EXTENSION OF LAYTIME TO "NON-TRADITIONAL OPERATIONS":  
SHIFTING, WAITING FOR ORDERS, WAR, OR ICE RISKS**  
Eleni Antoniadou, Lawyer Defence, Gard (Greece) Ltd.
- 17:15 CHAIRMAN'S THANK YOU AND CLOSING SPEECH
- 17:30 DRINKS AND NETWORKING RECEPTION

Speakers, topics, and programme timings may be subject to change.

## Cost and Venue

The fee for this conference, which will be held in Athens at The Royal Olympic Hotel, is €1,200 plus VAT at 20% if applicable\*.

This fee includes all documentation, refreshments, lunch and the drinks and networking reception which will be held directly after the conference.

This fee does not, however, include hotel accommodation. If you require accommodation please contact the Royal Olympic Hotel - which is located at 28-34 Athanasiou Diakou Str. 117 43, Athens - on +30 21 0928 8400.

\*Under current Excise regulations only delegates from companies based in the UK are required to pay VAT on this conference.

## Discounts

The standard fee for this conference is €1,200 per delegate. ASDEM clients or attendees from previous ASDEM conferences and courses may join for €1,000.

## Payment

Once your completed registration form has been received, you will be issued an official invoice with bank transfer instructions. Please contact us at [info@asdem.com](mailto:info@asdem.com) if you would prefer to pay by credit card.

Payment must be received no less than five days prior to the event. Once payment has been confirmed, joining paperwork will be emailed to you.

## Registration

You may register for this event by completing the registration form found on the last page of this brochure. Once the registration form has been completed, please email it back to ASDEM at [info@asdem.com](mailto:info@asdem.com).



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## Cancellation

Cancellations must be received in writing by 2 November and will be subject to an administration fee of €300 plus VAT if applicable. It is regretted that cancellations after this date cannot be accepted, and your company will be liable for the full fee. Delegate substitutions, however, may be made at any time.

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## Delegate Substitutions

Please confirm any delegate substitution by email as soon as you are aware that a delegate substitution will be required. You may send us a delegate substitution email by [clicking here](#).

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## CONFERENCE ORGANISERS – ASDEM



ASDEM is a leading independent consultancy providing specialised services to the oil industry including all oil majors, major oil and chemical companies, international traders, tanker owners, charterers, brokers, and lawyers.

Our core area of expertise is in demurrage, detention, deviation, and other delay claims. ASDEM provides impartial and independent advice and assistance as an advisor on claims recovery and for cost effective oil industry dispute resolution, mediation and – only if necessary – arbitration. Our services are aimed at resolving disputes efficiently and fairly. Our primary objective is to find fair and commercial solutions aimed at negating costly and lengthy proceedings while preserving relationships. ASDEM offers an independent arbitration service that provides a fast, reliable and cost-effective way to resolve disputes.

ASDEM also runs very practical training seminars on topics such as laytime and demurrage, oil operations, tanker chartering, loss control, refining, and more. We also advise on the drafting of standard form tanker charterparties, oil industry sale and purchase contract terms and conditions.



## REGISTRATION FORM

### THE ATHENS TANKER CONFERENCE CHARTERING OPERATIONS AND LAYTIME & DEMURRAGE

16 NOVEMBER 2023 - THE ROYAL OLYMPIC HOTEL, ATHENS

#### COMPANY INFORMATION

Company Name: \_\_\_\_\_

Company Address: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Contact Number: \_\_\_\_\_

Email Address: \_\_\_\_\_ VAT Number: \_\_\_\_\_

#### DELEGATE 1

Delegate Name: \_\_\_\_\_ Corporate Title: \_\_\_\_\_

Department: \_\_\_\_\_ Email Address: \_\_\_\_\_

Desk Phone: \_\_\_\_\_ Mobile Phone: \_\_\_\_\_

#### DELEGATE 2

Delegate Name: \_\_\_\_\_ Corporate Title: \_\_\_\_\_

Department: \_\_\_\_\_ Email Address: \_\_\_\_\_

Desk Phone: \_\_\_\_\_ Mobile Phone: \_\_\_\_\_

#### DELEGATE 3

Delegate Name: \_\_\_\_\_ Corporate Title: \_\_\_\_\_

Department: \_\_\_\_\_ Email Address: \_\_\_\_\_

Desk Phone: \_\_\_\_\_ Mobile Phone: \_\_\_\_\_

#### DELEGATE 4

Delegate Name: \_\_\_\_\_ Corporate Title: \_\_\_\_\_

Department: \_\_\_\_\_ Email Address: \_\_\_\_\_

Desk Phone: \_\_\_\_\_ Mobile Phone: \_\_\_\_\_

After completing the above information, please email back to us at [info@asdem.com](mailto:info@asdem.com)