



LAYTIME AND DEMURRAGE: BEYOND THE BASICS

LAYTIME AND DEMURRAGE UNDER
OIL AND GAS INDUSTRY
SALE AND PURCHASE CONTRACTS

THE CHESTERFIELD MAYFAIR HOTEL - LONDON

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INTRODUCTION

This two-day specialized course is tailored for professionals involved in the oil sale and purchase landscape. Given the dynamic nature of this industry, it is essential for professionals to equip themselves with knowledge and insights to identify and prevent costly delays that can affect deal profitability.

This comprehensive course is beneficial for contract executives, operators, claims handler and any professionals whose roles or responsibilities involve operations, contracts and laytime and demurrage within the oil sales and purchase landscape. The course focuses on equipping participants with the knowledge and skills necessary to navigate the complexities of operations, contract, and laytime and demurrage, with the aim of enhancing their effectiveness in their roles.

We encourage delegates to bring their own case studies, challenges, and demurrage dilemmas to our training sessions. Active engagement, analysis, and collaboration will be emphasized, allowing participants to develop the skills needed to tackle complex problems effectively.

COURSE PARTICULARS

Date 23/24 April 2025

Length: 2 Days (09:00 to 17:00 both days)

Location: The Chesterfield Mayfair Hotel - 35 Charles Street, Mayfair, London, W1J 5EB

Cost: US \$2,000* per delegate

*Under current Excise regulations delegates from companies based in the UK are required to pay VAT.

COURSE SYLLABUS

The distinctive feature of this course is the training provided on the contractual laytime and demurrage clauses used in sales and purchase contracts, GTCs and the voyage charter contracts used day to day. Training focuses on common terms used under sales and purchase contracts and GTCs such as BP GTC V1.2 and Shell GTC 2010/2023. We provide training on the features under these contracts, how they work and how to perform a laytime and demurrage analysis using them. These insights can be used to provide a deeper understanding of the different types of contracts and the laytime and demurrage regime generally.

INTRODUCTION

- OVERVIEW OF CARGO TRADING
- OVERVIEW OF VOYAGE CHARTERPARTIES

- UNDERSTANDING THE ECONOMICS OF TRANSPORTATION OF OIL

THE SALE AND PURCHASE CONTRACTS

- UNDERSTANDING THE TRADE TERMS AND ALLOCATION OF RESPONSIBILITIES BETWEEN BUYER AND SELLER
- UNDERSTANDING THE DEAL STRUCTURE
- UNDERSTANDING THE FUNDAMENTAL RULES FOR FORMING THE CONTRACT AND THE TERMS WITHIN THE CONTRACT
- UNDERSTANDING THE “FOUR CORNERS PRINCIPLES”
- UNDERSTANDING THE LAST SHOT DOCTRINE
- EXAMINING THE COMMON DISPUTES
- EXAMINING THE COMMON GTCS

THE TRANSPORTATION OF OIL

- UNDERSTANDING THE FUNCTION OF A VOYAGE CHARTERPARTY AND HOW THE CONTRACT IS PERFORMED
- UNDERSTANDING THE ESSENTIAL FEATURES OF FREIGHT
- EXAMINING THE VARIOUS FORMS OF CHARTERPARTIES
- EXAMINING THE FEATURES OF TIME AND VOYAGE CHARTERS

LAYTIME AND DEMURRAGE UNDER VOYAGE CHARTERPARTIES AND SALE AND PURCHASE CONTRACTS

- EXAMINING THE LAYTIME AND DEMURRAGE REGIMES UNDER VOYAGE CHARTERPARTIES AND SALE AND PURCHASE CONTRACTS
- EXAMINING THE BASIC PRINCIPLES AND DATA POINTS
- EXAMINING THE “CONNECTION” BETWEEN CHARTERPARTY AND SALE AND PURCHASE LAYTIME AND DEMURRAGE
- UNDERSTANDING THE OBLIGATION TO PAY DEMURRAGE
- UNDERSTANDING THE LAYTIME AND DEMURRAGE TRIANGLE

LAYTIME AND DEMURRAGE – THE REQUIREMENTS FOR THE COMMENCEMENT OF LAYTIME

- EXAMINING THE REQUIREMENTS FOR THE COMMENCEMENT OF LAYTIME
- UNDERSTANDING LAYDAYS AND LAYCANS
- UNDERSTANDING SHIPMENT DATES AND DELIVERY DATES
- EXAMINING NOTICE OF READINESS UNDER SALE AND PURCHASE CONTRACTS
- EXAMINING THE IMPLICATIONS OF ETA NOTICES, EARLY AND LATE ARRIVAL OF VESSEL FOR THE COMMENCEMENT OF TIME
- EXAMINING THE CONDITIONS PRECEDENT TO THE COMMENCEMENT OF LAYTIME

LAYTIME AND DEMURRAGE CALCULATIONS

- EXAMINING PRO RATING OF LAYTIME AND DEMURRAGE
- EXAMINING LAYTIME AND DEMURRAGE EXCEPTIONS
- UNDERSTANDING PUMPING WARRANTIES

BEYOND LAYTIME AND DEMURRAGE CLAIMS

- EXAMINING DETENTION
- EXAMINING WAITING AND CHANGE OF ORDERS
- UNDERSTANDING VARIATION, WAIVER AND ESTOPPEL
- UNDERSTANDING USAGE OF TERMS I.E. “WITHOUT PREJUDICE”, “OFF THE RECORDS”

HANDLING DEMURRAGE CLAIMS

- EXAMINING THE INFORMATION AND DOCUMENTS NEEDED FOR THE LAYTIME AND DEMURRAGE CALCULATION
- UNDERSTANDING THE PURPOSES OF LETTERS OF PROTEST – MASTER’S LOPS/NOPS

TIME BARS

- EXAMINING THE DIFFERENT TYPES OF TIME BARS – DEMURRAGE TIME BARS, STATUTORY TIME BARS
- REVIEWING THE CASE LAWS ON TIME BARS

PRESENTER

Andrew Wilding is the Managing Director of Asdem, and a maritime lawyer qualified to practice law professionally in England (1988) and Hong Kong (1989) and as Counsel in Singapore. He has over 40 years' experience in shipping and trading law and is recognised internationally as a legal and commercial expert in the operation of oil industry sale and purchase and charterparty contracts and laytime and demurrage. Andrew advises ship owners, ship managers, charterers, national oil companies, oil majors, multi-national oil and product trading companies, and their insurers. Whilst in professional practice Andrew appeared before the English House of Lords, The Privy Council and The Court of Appeal and High Court as well as arbitration tribunals throughout the world including Japan, Korea, Hong Kong, Singapore, India, Malaysia, Paris, London, and New York.

In 2008 Andrew left professional practice and joined Roger Sepkes at Asdem in London and set up Asdem's Singapore office to focus on working as a commercial and legal specialist advisor and consultant to the energy industry. Following Roger's retirement in 2016 Andrew was appointed the Managing Director of Asdem and relocated to Europe whilst retaining responsibility for its office in Singapore.

Andrew is the industry advisor to the Naphtha Industry in Asia and organizes the annual Open Specification Form Naphtha meeting and travels frequently to chair industry meetings and discussion groups. Andrew is also responsible for drafting the general terms and conditions for the Naphtha trade in Asia and recently drafted new general terms and conditions terms for the trade of Naphtha in Europe.

Andrew is a visiting professor of English Maritime Law and has lectured for numerous academic and professional institutions in Japan, Korea, China, Singapore, Hong Kong, London, and the United States. He is the author of numerous published articles on Maritime Law and has contributed to several books for the oil and gas industry.

Andrew provides professional training services to the laytime and demurrage departments of oil and gas companies all over the world. He is frequently asked to act as an independent and objective expert to assist parties with an issue in dispute.

COURSE DISCOUNTS*

US \$150 discount will be available to Asdem clients and delegates who have attended prior Asdem courses and conferences.

US \$100 early bird discount will be available for companies who register prior to 24 March 2025.

US \$50 discount per delegate where 3 or more bookings are made by the same company.

*Discounts are not cumulative. The largest discount that a delegate is eligible for will apply.

COURSE COSTS INCLUDE

The fee for this course includes refreshments, buffet lunch, morning and afternoon tea and coffee, event training manual, reference materials and a certificate of attendance.

The fee for each event does not include accommodation.

If you require accommodation, we will be happy to provide the contact information for the venue which is hosting this course. You may also contact us for a list of alternatively priced hotels conveniently located near the event venue.

REGISTRATION

You may register for this course by filling out the registration form on the last page of this brochure. Once completed, please return the form to info@asdem.com.

PAYMENT

Payment may be made via bank transfer or credit card. Once your completed registration form has been received, you will be issued an official invoice with full bank transfer instructions. Please contact us at info@asdem.com if you would prefer to pay by credit card.

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

CANCELLATIONS AND SUBSTITUTIONS

Cancellations must be received in writing no less than 10 business days prior to the event and will be subject to a 25% administration fee 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. Please advise of any delegate substitutions as soon as possible by sending us an email at info@asdem.com.

COURSE ORGANISERS – ASDEM

ASDEM is the 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

COMPLEX PROBLEMS
understood

CLEAR ANSWERS
provided

EFFECTIVE SOLUTIONS
achieved

SETTING STANDARDS
state-of-the-art education and
training for the energy industry

ASDEM - INDEPENDENT AND IMPARTIAL ADVISORS AND PROFESSIONAL TRAINING SERVICES PROVIDER TO THE ENERGY INDUSTRY



REGISTRATION FORM

LAYTIME AND DEMURRAGE UNDER OIL AND GAS INDUSTRY SALE AND PURCHASE CONTRACTS

23/24 APRIL 2025 - THE CHESTERFIELD MAYFAIR HOTEL - LONDON

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