

ASDEM'S 18th INTERNATIONAL
CONFERENCE ON ENERGY
INDUSTRY OPERATIONS AND
LAYTIME AND DEMURRAGE



THE CHESTERFIELD MAYFAIR HOTEL

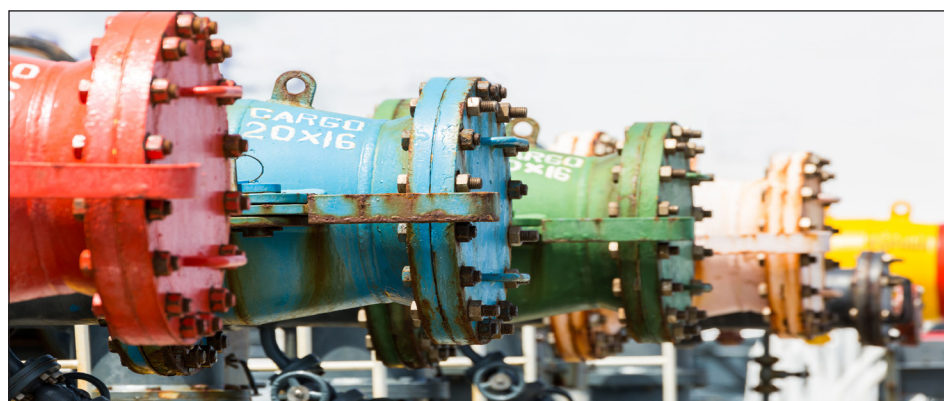
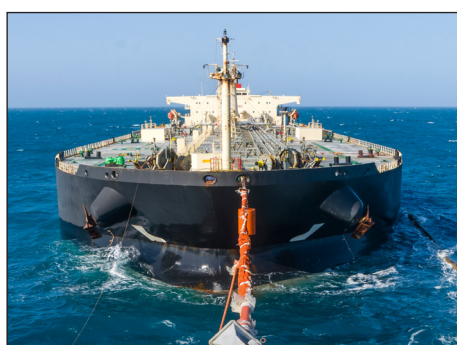
Asdem's London conference on laytime and demurrage, now in its 18th year, has established the leading international event for laytime and demurrage professionals in the energy industry.

Laytime and Demurrage is a complex subject which is inextricably linked to the profitability in the oil and gas industry with over 90% of product being transported by sea. Using the wrong clauses or even the right clauses with the wrong analysis can lead to significant loss of profits and damage to commercial relationships.

Freight rates, laytime allowances and rates of demurrage reflect the impact of events on the world stage as they affect energy supply chains and overall market volatility. The practice of laytime and demurrage claims analysis changes when companies produce new voyage charterparty forms or terms, new General Terms and Conditions or because of changes caused by the latest court or arbitration decisions. It is a dynamic landscape that is continually changing and evolving.

Laytime and demurrage professionals require the most up-to-date information to do their job as effectively as possible and make the companies they work for aware of the evolution taking place within the industry. Attending this conference delivers long-lasting practical benefits to both you and your company in order to stay ahead of the competition. It provides an opportunity to network with other professionals in the industry, share ideas and information and an opportunity to discuss and settle existing claims. And there is time to relax and socialise at the Cocktail Reception and Dinner which will be held during the evening of the first night.

This is a practical and hands-on event which features the extensive use of case studies and workshop style presentations brought to you by industry leading specialists. Active and lively participation between our speakers and the audience is a feature of this conference.



Conference Speakers and Topics

■ Andrew Wilding, Managing Director, Asdem 2024 Year in Review

This review is a means of keeping up to date with developments that are of relevance for day-to-day industry professionals working in the chartering, operations, and laytime and demurrage landscape. In the review, we will discuss cases that came before the Courts of England and Wales or that were referred to Arbitration in 2024, as well as trends we have noticed that might impact the handling of laytime and demurrage matters.

■ Simon Baughen, Professor of Shipping Law, Swansea University But is it demurrage? Other claims for delay under voyage charters

When there is a delay in the loading and discharging stages, the shipowner will be compensated by liquidated damages by way of demurrage. After the Court of Appeal's decision in *The Eternal Bliss* these will be the exclusive damages available for breach of the laytime obligation. This paper discusses detention claims and their interaction with the laytime and demurrage regime, and also the position regarding non-contractual orders given by the charterer to the shipowner during the period of the charterparty.

■ Nick Austin, Partner, Reed Smith

Hedging your bets - the impact of *Rhine v Vitol* on charterers' damages claims

A recent decision in the UK Courts has shed light on the relevance of internal "hedging" arrangements to the assessment of damages for breach of charter, and provides guidance to traders and charterers on whether those arrangements must be factored in. If a trader gains on its internal hedging as a result of a shipowner's breach of charter, does the trader have to give credit for that?

■ Alec Kyrle-Pope, Charterers Risk Director, The UK P&I Club

Additional Cargo Operations: The Quest for Utopian Terms

In the shipping and trading of crude oil and its products letters of indemnity are a fact of life. How and on what terms these arrangements are governed or agreed though is not always consistent or egalitarian. The talk shall explain how, in the context of additional cargo operations, this practice is changing and why careful thought should be applied to the negotiation of such terms.

■ Craig Wall, Managing Director, Petrus Cargo Assurance Services Ltd

The Ethics of Loss Control: The Good, the Bad and the Ugly

To many, loss control is a game where some want to outmanoeuvre you and gain the upper hand on the trade. In this session, Craig will discuss – honestly – how unethical companies and practices can dramatically increase your risk to losses.

■ David Martin-Clark, Maritime and Commercial Arbitrator and Mediator Arbitration and The Role of the Laytime and Demurrage Professional - A Practical Guide

A hallmark of the laytime and demurrage industry is its ability to negotiate and settle disputes commercially. Professionals pride themselves on their ability to do so. That said, how many companies have old cases that sit in files that must remain open because neither party is willing to compromise, creating the dreaded backlog of old claims files extending back years. Does arbitration offer a practical user-friendly means of settling a dispute and what should the parties expect in practical terms? David Martin-Clark, Barrister, International Arbitrator and accredited Mediator, and former Chief Executive Officer and then Chairman of the Thomas Miller Group, Managers of the UK P&I and Defence Clubs, will offer some guidance on the practicalities of a Laytime and Demurrage arbitration.

■ Captain Mike Powell, Director, Cardinal Point Marine

Decarbonisation and the death of demurrage

Mike will discuss some of the facts and fictions arising from the quest to reduce shipping emissions. He will outline the responses to the 2023 IMO Strategy on Reduction of GHG Emissions from Ships and whether demurrage is heading the way of the dodo or has a brighter, if different, future.

Continues next page...



■ Kirsty McHardy, Partner, Stephenson Harwood

Allocation of liability for delay under typical LNG charters compared to conventional tanker charters

LNG single voyages are usually performed on time-charter trip terms; this talk will explain why that is so, and examine how LNG charters allocate responsibility for using cargo as fuel to achieve timely arrival at load and discharge ports, and the consequences of under-performance.

■ Selena Challacombe, Legal Counsel, Intertanko

The Effect of Nigerian Tax Compliance on the International Shipping Industry – 18 Months On

The Nigerian government began their Tax Compliance Review Exercise on international shipping companies 18 months ago. This paper considers the effects of the Exercise on the international shipping community, the tax itself and what happens next.

■ Kalliopi Dalakleidi, Head of Claims (CCC Team), West of England

Force Majeure - Curse or Blessing?

In this presentation the meaning of Force Majeure and Force Majeure clauses in the charterparties will be explained based on old and current English case law. What are the practical considerations when a party is invoking the Force Majeure clause and what is the interpretation of "reasonable endeavours" in the recent judgement by the Supreme Court in RTI Ttd. V. MUR Shipping BV [2024]. What are the Key takeaways when a Force majeure clause is invoked.

■ Matthew Eric Bassett, Chief Technology Officer, Voyager Portal

Practical Applications of AI Along the Demurrage Claim Life Cycle

The transformative impact of AI across the demurrage claim lifecycle is reshaping the industry by simplifying processes and increasing team's efficiency. Advanced technologies like Generative AI and machine learning already enable seamless SOF data extraction, automated contract interpretation, and predictive modeling. These innovations reduce manual workloads, improve accuracy, and drive smarter decision-making, paving the way for greater operational excellence in demurrage management.

■ Andrew Wilding, Managing Director, Asdem

Laytime and Demurrage Workshop

Workshops are a tradition of Asdem's conferences as they provide a forum for discussion between owners, charterers and trading companies and always provoke a lively debate. They are based on actual laytime and demurrage claims designed to educate, entertain, inform and introduce practical knowledge, or ideas which can be used at work. This workshop will discuss two recent cases that have occurred with performing a laytime and demurrage analysis.

Please Note: All registered conference delegates may attend this workshop without further charge. If you are unable to join the full conference, customers and friends of Asdem are invited to attend this 90-minute workshop session - from 14:00 to 15:30 on 31 January - for US \$250 per ticket. Seats are limited. To register your interest in joining workshop session, please [click here](#).

Speakers and topics may change due to circumstances which are beyond our control.

Cocktails and Dinner at The Chesterfield on the evening of 30 January 2025



The conference cocktail reception and dinner is a signature event at Asdem's conferences and provides delegates, speakers and guests from the industry an opportunity to relax and socialise with each other, say hello to old acquaintances and friends and offers a chance to make new ones.

Those who cannot join the conference are welcome to attend the networking reception and dinner for US \$225 per person. Please contact us at info@asdem.com.

Venue and Conference Fees

This year's conference will be held at The Chesterfield Mayfair Hotel, 35 Charles St, London W1J 5EB, United Kingdom. +44 20 7491 2622.

Standard Delegate Fee: US \$1,750*. ASDEM clients or those who have attended our previous courses or conferences will enjoy a discounted delegate fee of US \$1,600*. This fee includes all documentation, refreshments, lunch, the cocktail reception, and dinner. This fee does not include hotel accommodation.

If you require accommodation, you may contact The Chesterfield Mayfair on +44 20 7491 2622. You may also contact us at info@asdem.com for alternative lodging within a short walk or tube ride from the conference venue.

*All amounts are in US Dollars. Under current Excise regulations only delegates from companies based in the UK are required to pay 20% VAT for their attendance at this conference.

Conference Discounts*

- US \$250 early bird discount will be available for each delegate your company registers on or prior to 15 January 2025.
- US \$150 discount will be available to Asdem clients and delegates who have attended prior courses and conferences.
- Where three or more bookings are made by the same company a US \$50 discount will be applied for each delegate.

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

Registration and Payment

You may register one or more delegates for this event by filling out our registration form on the last page of this brochure. Payment may be made by bank transfer or credit card.

Cancellations

Cancellations must be received in writing by 15 January 2025 and will be subject to an administration fee of US \$250 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.

Conference Organisers - ASDEM

Asdem is a leading independent consultancy providing specialised services to the oil industry including all of the 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.



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

YOU'RE INVITED TO LTOPS 2025!

LTOPS, now in its 32nd year, is the largest social and networking event for operators, post-fixture and laytime & demurrage professionals working in the shipping and energy industry.

LTOPS 2025 will be held at the Honourable Artillery Company (HAC) in London on 31 January 2025. For additional information and registration please [click here](#).

As a not-for-profit event organised by volunteers, LTOPS is fully dependent upon the generous sponsored support from the industry to meet the costs of this event and ensure that it will be a resounding success for all. To become a LTOPS sponsor, [click here](#).



REGISTRATION FORM

ASDEM's 18TH INTERNATIONAL CONFERENCE ON ENERGY INDUSTRY OPERATIONS AND LAYTIME & DEMURRAGE

30/31 January 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 info@asdem.com