ASDEM

ATHENS

19-21 OCTOBER 2026

DEAL TO DELIVERY

ENERGY TRADING & TANKER SHIPPING
- THE OPERATOR'S MASTERCLASS -

· A MASTERCLASS AT ALBA · MONDAY TO WEDNESDAY · 19–21 OCTOBER 2026 ·

THREE DAYS THAT TURN A CAPABLE OPERATOR INTO A FORMIDABLE ONE
ORGANISED AND BROUGHT TO YOU BY ASDEM
ATHENS, GREECE

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THE OPERATOR OWNS THE EXECUTION OF THE TRADE — AND THIS IS WHERE THAT CRAFT IS TAUGHT IN FULL.

In the week of the Athens Tanker Conference, Alba Graduate Business School, The American College of Greece — a centre of learning that has long backed the shipping community in Athens and across Europe — opens its doors to three intensive days on the whole of the operator's world: taking a concluded trade and turning it into delivered barrels.

Fifteen of Alba's hand-picked postgraduate students take part alongside fifteen working professionals — thirty in the room — each teaching the other. It is run not-for-profit, in genuine support of the Greek and the wider European shipping community, and it is a rare chance to invest three days in the people who run your voyages.

WHAT THE THREE DAYS COVER

Twelve ninety-minute sessions, built around the working example of a real integrated oil trading company, so nothing stays abstract. You move from the market and the price, through the oil, the contracts and the money, to the life of a voyage the whole course builds toward.

WHO TAKES PART

A cohort of thirty — **fifteen Alba postgraduate students**, taking part as part of their shipping studies, alongside **fifteen shipping-industry professionals**: operators, traders, chartering and post-fixture staff, and those in trade finance, contracts and credit. Practitioners and students teach and learn from one another, and everyone leaves sharper for it.

THE SYLLABUS AT A GLANCE

Twelve sessions across three days — four a day. The full detailed syllabus is available on request.

Day 1 · Energy as a commodity — the trading landscape and the commercial-and-operations matrix; the physical oil, its refining, feedstocks and products; environmental regulation, sanctions, compliance and war risk; pricing the oil.

Day 2 · Contracts, trading instruments, chartering and terminals — sale contracts and trade terms; futures, forwards, swaps and options; tanker chartering and the choice of charterparty; terminals.

Day 3 · The life of a voyage — operations on board and the voyage; nomination, documentation and settlement; freight, laytime and demurrage; operations and logistics.

WHERE & WHEN

Monday to Wednesday, 19–21 October 2026, 09:30 – 17:00 each day — four ninety-minute sessions a day, with morning and afternoon coffee and a proper lunch break. Held at **Alba Graduate Business School, The American College of Greece**, 6–8 Xenias Street, Plateía Mavíli, 115 28 Athens. The whole cohort walks into the Athens Tanker Conference on the Thursday, and its reception, as our guests.

TAKING PART

A not-for-profit initiative, run at cost. Professional places are offered to the clients and customers of Asdem at a contribution of **EUR 625 for the three days** — the same for everyone, no discount, and nothing taken beyond covering the event. Priority for those attending the Athens Tanker Conference. A certificate of completion is awarded by Asdem.

Places are few, and the room is deliberately small. To claim one, or to request the detailed syllabus, write to **info@asdem.com.**

To register for **Deal to Delivery — three days that sharpen the operator's craft - 19–21 October 2026**, **please click here.**