

ASDEM 

SINGAPORE

19-20 MARCH 2026

MASTERCLASS IN ASIA

Oil and Gas Voyage Charterparties & Sale and Purchase Contracts

The Grand Copthorne Waterfront Hotel / Singapore



50 Years' Experience in the Energy Industry

State of the Art Education and Training for the Oil and Gas Industry

SINGAPORE

The Grand Copthorne Waterfront Hotel | 19-20 March 2026



MASTERCLASS IN ASIA

Laytime | Demurrage | Deviation | Detention | Freight

BEYOND THE BASICS

An advanced masterclass in laytime and demurrage under oil and gas voyage charterparties and sale and purchase contracts. From the leading independent energy industry consultancy and experts in laytime and demurrage calculation.

AI and application software are transforming the operations, freight and laytime and demurrage landscape. But the laytime and demurrage regime was built by human intelligence — common law decisions, arbitration awards, legal opinions, and professionals negotiating precedents as an industry. It rests on principles that no algorithm can replicate: equity, fairness, commerciality, common sense, and human judgment. **AI is accurate perhaps 80% of the time. In laytime, demurrage, deviation and detention, the other 20% can cost millions.**

Beyond the Basics. Master the day-to-day calculations. Master the complex cases that are regularly required in today's fast-moving commercial landscape — where detailed analysis of the legal framework, the commercial matrix and the underlying principles is required. These complex cases occur regularly. ASDEM's 50 years' experience brings clarity.

This course teaches you how to work with AI and machine learning in the laytime and demurrage landscape from the leading independent energy industry consultancy with over 50 years' experience in the industry. What AI can do for you — and what it cannot.

This masterclass gives you the knowledge to evaluate, audit and verify any calculation presented to you — whether produced by software, by AI, or by hand. You will understand what is going on underneath the calculation, the principles on which it is based, and whether the entries and conclusions are correct.

Unleash the power of AI. Verify it with human intelligence.

TWO-DAY MASTERCLASS

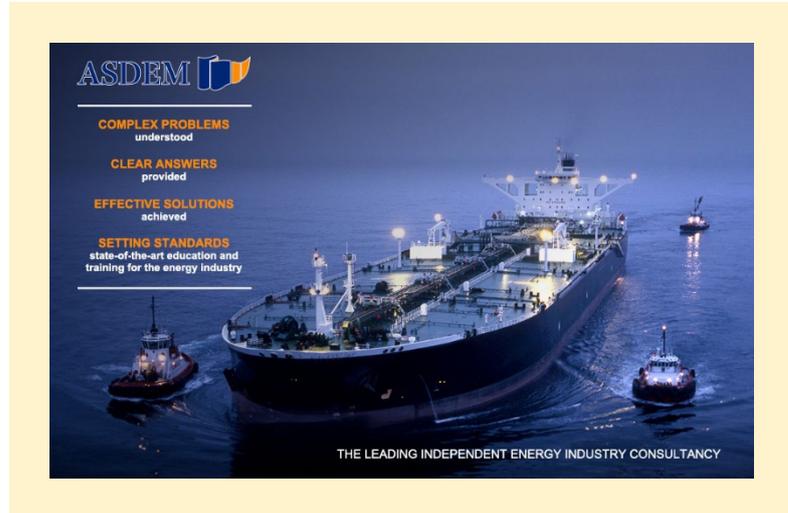
Thursday – Friday | 19 and 20 March | 09:00 – 17:00
Oil and Gas Voyage Charterparties & Sale and Purchase Contracts
US \$2,000 per delegate

WHY ATTEND?

UNDERSTAND THE VALUE CHAIN

Freight, laytime, demurrage, deviation and detention represent significant revenue — or significant loss. This masterclass shows you how to protect revenue, increase profits, and avoid losses.

You will understand how calculations are made, the principles on which they are based, and how each calculation is created — so you can properly evaluate the output from any platform or application software, determine whether entries are correct, and make informed judgments.



BEYOND THE BASICS

Day-to-day calculations — straightforward laytime and demurrage under standard forms.

Complex calculations and cases — where detailed consideration of the legal framework, legal matrix and underlying principles is required. These occur regularly. ASDEM's 50 years' experience brings clarity.

EVALUATE, AUDIT AND VERIFY

Technology is transforming operations. AI and application software can process data at speed. But the laytime and demurrage regime was not built by machines. It was built by human intelligence — common law decisions, arbitration awards, legal opinions, and professionals negotiating precedents as an industry. AI sits on top of this foundation. It did not create it. It cannot understand it. It can only process patterns from what humans have already decided.

This masterclass gives you the knowledge to evaluate, audit and verify any calculation — whether produced by software, by AI, or by hand. You will understand what is going on underneath the calculation, the principles on which it is based, and whether the entries and conclusions are correct. Understanding that foundation is what enables you to work with AI effectively, to verify its output, and to provide authentic, correct advice when it matters.

Unleash the power of AI. Verify it with human intelligence.

WHO SHOULD ATTEND

Professionals working in the energy industry responsible for freight, laytime, demurrage, deviation and detention calculations.

Operations • Claims • Chartering • Trading • Legal • Commercial

COURSE STRUCTURE

Two days: 09:00 – 17:00 each day. Small groups (12–15 delegates).

Active learning: Learn as a group, learn from each other, find solutions to common industry dilemmas. Delegates are encouraged to bring their own case studies and demurrage dilemmas.

Materials provided: Comprehensive, concise training manual.

Certificate of training and attendance provided.

DAY 1 PROGRAMME

Thursday, 19 March 2026

Beyond the Basics

Session 1: The Oil Industry — Introduction and Overview of the Landscape

- Oil as a physical product and commodity: supply and demand, the oil contract
- Stakeholders in the value chain: the role of refineries, producers, products and production schedules
- The role of ships: ship types, loading and discharge operations, owners and charterers
- The role of contracts: buyers and sellers, physical and paper trading

Session 2: Time is Money — Laytime and the Purpose of Demurrage

- The role of time and its relationship to profit or loss from the trade and the voyage
- The cost of time on the voyage: freight (lump sum, Worldscale), freight clauses
- Understanding the laytime and demurrage regime and post-voyage accounting
- The laytime and demurrage process: mechanism, principles, procedures, data points, the role of IT systems

Session 3: Trade Chain — Voyage Chain — Contract Strings — The Relationship Matrix

- Principal contract types and forms used day to day: voyage charters, shipment contracts (FOB, CIF/CFR), delivery contracts (DAP)
- Focusing on BPVOY 5, BP GTCs 2015 v1.2, INCOTERMS
- The laytime and demurrage triangle
- **Sale and purchase contracts as the essential starting point:** understanding how the contract is formed, knowing the terms — the Four Corners Principles and the Last Shot Doctrine
- General Terms and Conditions: BP GTCs, Shell GTCs, TotalEnergies GTCs; spot and term agreements; areas of uncertainty and common disputes

Session 4: Oil Voyage Charterparty Voyage Analysis and Sale and Purchase Contract Mechanisms

- Overview of legal principles governing laytime and demurrage
- Understanding and applying the concept of four stages in the performance of the voyage
- **Charterparty forms:** ASBATANKVOY (1977 form and the 2025 revision — the first major revision since 1977), BPVOY 4/5, SHELLVOY 5/6, EXXONMOBILVOY 2005/2012
- BPVOY 5 and its concept of time: the laytime and demurrage regime under BPVOY charters and differences with other charter forms
- Sale and purchase contract mechanisms: nominations and notice periods

DAY 2 PROGRAMME

Friday, 20 March 2026

Session 5: Calculating Laytime and Demurrage under Oil and Gas Voyage Charterparties

- Approach voyage: the ship, ship owner's duties, estimated times of arrival, laydays and commencement dates
- The start of laytime: end of sea passage, the arrived ship, the place of arrival — ports and berths
- Notice of Readiness: form, validity, timing, effect
- Berth reachable on arrival: proceeding straight to berth, anchoring and waiting, inward passage
- Loading operations: commencement of laytime, exceptions to laytime and time on demurrage

Session 6: Voyage Charterparties continued

- The loaded voyage: interim ports, delays and interruptions, responsibility for time
- Detention: calculation and cost of waiting time, damages for detention
- Discharging operations: restarting the laytime and demurrage clock
- **Pumping:** pumping performance warranties, pumping performance calculations, the importance of pumping logs, ship and shore stoppages
- Hoses off: end of laytime or time on demurrage, documentation, departure

Practical Session: Laytime and Demurrage Calculations under Voyage Charterparties

Hands-on calculations using real-world scenarios and case studies, applying the principles covered in Sessions 5 and 6.

Session 7: Calculating Laytime and Demurrage under Sale and Purchase Contracts

- Delivery dates and laycan provisions
- Commencement of laytime under sale and purchase contracts: fundamental principles
- Pro rating laytime and demurrage: apportioning time, calculating responsibility
- Exceptions to the counting of laytime or time on demurrage
- Part cargo deliveries

Practical Session: Laytime and Demurrage Calculations under Sale and Purchase Contracts

Hands-on calculations focused on sale and purchase contract scenarios, applying pro rating, apportioning time, and exception clauses.

Session 8: Time Bars and Recovery of Demurrage

- Understanding time bars: types of time bar — contractual and statutory
- Time bars requiring notice of claims within a limited period; clauses requiring claims to be submitted within a limited period
- Claims to which time bars apply and claims to which they do not
- Compliance requirements: supporting documents, named documents and documents not expressly named
- Strategies for avoiding time bars and protecting your position

Session 9: AI, Machine Learning and Application Software

An overview of how AI and application software are being used in laytime and demurrage calculations. Understanding the strengths and limitations of automated systems. How to evaluate, audit and verify AI output through the lens of judgment, experience, and commercial reality.

Session 10: Practical Negotiation Workshop

The finale — entertaining, interactive, and substantive. Application of all principles learned throughout the two days.

- Analysis of a complex laytime and demurrage dispute based on a real-life claim
- Application of the Harvard Principles of Negotiation (as used by Fortune 500 companies)
- Practical situation applied to the real-life claim: resolving the dispute in a workshop exercise with active learning
- Q&A within this session

PRESENTER

Andrew Wilding — Managing Director, ASDEM

Maritime lawyer qualified to practice professionally in England (1988) and Hong Kong (1989) and as Counsel in Singapore. Over 40 years' experience in shipping and trading law. 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, multinational oil and product trading companies, and their insurers. He has appeared before the English House of Lords, the Privy Council, the Court of Appeal and High Court, and 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. Following Roger's retirement in 2016 Andrew was appointed Managing Director of Asdem and relocated to Europe whilst retaining responsibility for its office in Singapore.

Industry advisor to the Naphtha Industry in Asia. Responsible for drafting general terms and conditions for the Naphtha trade in Asia and Europe. Visiting professor of English Maritime Law. Author of published articles on Maritime Law and contributor to industry books.

COURSE FEES

Masterclass (2 days) US \$2,000

DISCOUNTS

US \$150 discount for ASDEM clients and delegates who have attended prior ASDEM courses and conferences.

US \$100 early bird discount for companies who register and pay by 25 February.

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.

FEE INCLUDES

Training materials, comprehensive training manual, refreshments and lunch, certificate of training and attendance, post-course support.

The fee does not include accommodation. Contact us for venue and alternative hotel information.

REGISTRATION

Contact: info@asdem.com | +44 (0) 203 9188 625

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. Payment must be received no less than five working days prior to the event.

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. Cancellations after this date cannot be accepted, and your company will be liable for the full fee. Delegate substitutions may be made at any time.



AI provides information. ASDEM provides judgment.

www.asdem.com

REGISTRATION FORM

Masterclass in Asia | Singapore | 19-20 March 2026

COMPANY INFORMATION

Company	
Address	
Contact Name	
Contact Number	
Email Address	

DELEGATES

#	Name	Title / Department	Email	Phone	Mobile
1					
2					
3					
4					

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