



THE ATHENS TANKER CONFERENCE

CHARTERING OPERATIONS AND LAYTIME & DEMURRAGE

THE ROYAL OLYMPIC HOTEL - ATHENS, GREECE

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THE IMPORTANCE OF THIS CONFERENCE

The Athens Tanker Conference is a lively one-day event held every year in the Panorama Room of the Royal Olympic Hotel which overlooks the tranquil Gardens of The Parthenon under the watchful gaze of The Acropolis. Operations professionals, laytime and demurrage analysts, negotiators, and maritime claims specialist from all over Europe and as far as Asia gather at this event to gain deeper insight and solutions to common and complex laytime and demurrage issues and dilemmas.

Guaranteed to provoke discussion and improve practical understanding, our panel of experts will share their knowledge and experience 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, delegates 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 PARTICULARS

Date 18 October 2024

Duration: 1 Day (09:15 to 17:30)

Networking: Drinks reception at the Royal Olympic Hotel's Rooftop Garden (17:30 to 19:30)

Location: The Royal Olympic Hotel - 28-34 Athanasiou Diakou Street 117 43, Athens

Cost: €1,200* per delegate

*Delegates wishing to pay the conference fee in other currencies may do so.



CONFERENCE DRINKS RECEPTION

All conference delegates are invited to join us for a drinks reception at the Royal Olympics' rooftop garden which features spectacular sunset views of Athens most important monuments. For those in the wider Athens shipping community who are unable to attend the conference may purchase tickets at €50 each. Contact us at info@asdem.com

FEATURES OF THIS CONFERENCE

Asdem's tanker conferences provide the means of staying up to date on laytime and demurrage issues and case law which will help you gain professional knowledge and give you a competitive edge.

Our conferences provide a forum in which learning and asking questions without judgement is the key to building your knowledge and seeing things from another perspective. Getting out of the office to attend Asdem's conferences and networking with new people keeps you abreast of your competitors' thinking, which can be used to your, and your employer's, advantage.

Drawing on their expertise and experience, our speakers outline a practical approach to various issues in the tanker industry. Detailed and concise studies of recent case law are used to consider the latest developments and explain a more dynamic and proactive approach to the settlement of claims, often taken in the international market, to help reduce the time and cost of commercially harmful disputes.

As this is an active learning event, we encourage delegates to bring along case studies, problems or any dilemmas commonly faced, engage with the issues they raise, as well as analyse, participate and collaborate with each other on them.



SUPPORTING THE GREEK SHIPPING COMMUNITY

Asdem will be awarding five places on this conference to students studying Shipping and Maritime Law in Athens.

Companies participating in this conference are invited to nominate suitable candidates!

CONFERENCE TOPICS AND SPEAKERS

▪ THE RIPPLE EFFECT OF NIGERIAN TAXATION ON INTERNATIONAL SHIPPING

What is the origin of Nigerian taxation and how is this affecting Ship Owners? This session will include case studies, and examination of the legal implications under the voyage, time and trip charters and addressing time bar and recourse issues.

Marius Vitas, Senior Claims Manager, West of England (Hellas) SARL

▪ FORCE MAJEURE – WHO PAYS FOR LOST TIME

During the last few years, the industry has experienced a series of acts of hostility, extreme natural events, unexpected destructions of port facilities, cyber security incidents and so on... IT'S FORCE MAJEURE! This usually comes to everyone's mind but how do force majeure clauses apply in real life to delays caused by such events? What is the impact on laytime, demurrage and the life cycle of the voyage?

Eleni Antoniadou and Zoi Sofronidou, Lawyers – Defence, Gard (Greece) Ltd

▪ PRACTICAL APPLICATION OF AI ALONG THE DEMURRAGE CLAIM LIFECYCLE

Use cases for AI within the maritime sector are growing by the day and the world of demurrage is no different. Voyager Portal CEO Matthew Costello will be providing the audience with practical examples of how AI is currently being successfully applied across different stages of the demurrage claim lifecycle. The presentation will touch on the use of Generative AI as well as branches of the AI family such as Machine learning and Natural Language Processing.

Matthew Costello, CEO, Voyager Portal

▪ EU ETS, CII, FUEL EU MARITIME: CHARTERPARTY CONSIDERATIONS

Shipping is facing Environmental Regulations that introduce additional financial items within the charter chain. The presentation will aim to address commercial considerations from an owner's PoV and shall also make reference to the chartering mechanisms available to address these costs between counterparties.

Dimitris Dimopoulos, Commercial Manager, Intertanko – Athens

▪ LAYTIME, DEMURRAGE AND SANCTIONS

How is the commencement of laytime affected when there is a suspicion that the cargo is sanctioned? And what happens when sanctions affect a demurrage claim after it has arisen?

Richard Johnson-Brown, Partner, Penningtons Manches Cooper, Greece

• THE COST OF MISSING LAYCAN

What are the potential exposures associated with missing laycans and what are the options available for mitigation and recovery.

Theodore Kyritsis, Claims Manager, Steamship Mutual - Greece

• CASE STUDY ON THE TIME BAR LANDSCAPE

We will review the latest decisions and help participants to navigate this complicated landscape.

Alexander Freeman, Partner, Hill Dickinson

• LAYTIME AND DEMURRAGE WORKSHOP WITH MOCK ARBITRATION / TIME BAR AND DELAYS AFTER HOSES ARE DISCONNECTED

The final session of the day will be a stimulating mock arbitration featuring delays after hoses are disconnected where the room will be divided into Owners, Charterers and those sitting on the fence. We invite you to choose a position and take part!

Andrew Wilding, Managing Director, Asdem Limited

Speakers and topics may be subject to change due to unforeseen circumstances and events.

WHO SHOULD ATTEND

This conference is ideal for members of operations, chartering, post fixture, contracts and claims departments in ship owning, ship chartering, trading and ship brokering companies whose day-to-day jobs involve the laytime and demurrage value chain.

CONFERENCE DISCOUNTS*

€100 early bird discount will be available for companies who register and make payment prior 18 September 2024. **€150 loyalty discount** will be applied to Asdem clients and delegates who have attended prior courses and conferences. Where 3 or more bookings are made by the same company a **€50 discount** will be applied for each delegate. *Discounts are not cumulative. The largest discount that a delegate is eligible for will apply.

CONFERENCE COSTS INCLUDE

The fee for this event includes refreshments, buffet lunch, morning and afternoon tea and coffee, conference materials and a certificate of attendance. The networking drinks reception follows directly after the conference at the Royal Olympics' rooftop garden.

The fee for this event does not include accommodation.

REGISTRATION

You may register for this conference by filling out the registration form found 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.

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. Cancellations after this date cannot be accepted. 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.

CONFERENCE ORGANISERS – ASDEM

ASDEM is the leading independent consultancy providing specialised services to the oil industry including oil majors, 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.

With an established and market-leading reputation in the oil industry, ASDEM can draw upon a team of experienced consultants to place in clients' offices – often at short notice – to complete special projects, clear backlogs of outstanding claims and set up and train claims departments.

In-house training can also be provided on fundamental and advanced laytime and demurrage, sale and purchase contracts, inspection, quality issues, petroleum technology, blending, oil operations and risk management.



ASDEM 

COMPLEX PROBLEMS
understood

CLEAR ANSWERS
provided

EFFECTIVE SOLUTIONS
achieved

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

ASDEM - THE LEADING AND INDEPENDENT ADVISERS FOR THE ENERGY INDUSTRY



REGISTRATION FORM

THE ATHENS TANKER CONFERENCE CHARTERING OPERATIONS AND LAYTIME & DEMURRAGE

18 OCTOBER 2024 - 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