



LAYTIME AND DEMURRAGE UNDER OIL AND GAS TANKER VOYAGE CHARTERPARTIES:

# THE FUNDAMENTALS OF CALCULATION, NEGOTIATION AND SETTLEMENT OF CLAIMS

The Robertson House Hotel / Singapore

# LAYTIME AND DEMURRAGE UNDER OIL AND GAS TANKER VOYAGE CHARTERPARTIES: THE FUNDAMENTALS OF CALCULATION, NEGOTIATION AND SETTLEMENT OF CLAIMS



## INTRODUCTION

This course is for oil and gas industry professionals joining a laytime and demurrage department who require a hands-on practical introduction to the laytime and demurrage regime and having completed the course and the calculations that are the feature of it you will be ready to join the department.

Professionals already working within a department who wish to refresh and update their knowledge of the workings of the regime by joining this class will find this class suitable to their needs.

This course has been designed as a foundation level course for those attending (Laytime and Demurrage: Beyond the Basics and Laytime and Demurrage under Sale and Purchase Contracts). If you are an experienced laytime and demurrage analyst and negotiator you will find these courses suitable to your continued education within the laytime and demurrage landscape.

## COURSE PARTICULARS

**Date** 8 November 2024

**Length:** 1 Day (09:00 to 17:00)

**Location:** The Robertson House Hotel, 1 Unity Street, Singapore

**Cost:** SG \$1,200\* per delegate

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

## COURSE DETAILS

The principal feature of this course is its focus on a practical hands-on approach. The curriculum follows the life of a voyage – which starts with the creation of the contract and the type and terms of the laytime and demurrage regime, rates of demurrage and other clauses necessary to do the calculations.

We join the ship as it starts the approach voyage to the place where it will load the product, we look at the requirements and the condition of the ship, its location and tendering of NOR to start laytime running, we explain the concept of counting time – what time counts and what time does not count and how exceptions work.

Once hoses are off and documents are on board we examine how and when the clock stops and load port laytime and demurrage calculations. We journey with the ship on its laden passage noting the use interim ports or waiting places and calculations that may need to be prepared for these events before arrival at the discharge port where

NOR is once again tendered and the ships pumps are put to work to discharge the cargo being removed at the end of discharge. The pumping operation and discharge port calculation is prepared. The requirements for submitting the claim on time and correctly documented and the negotiation and settlement process leading to closure of the file.

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## COURSE SYLLABUS

**THE OIL TRADING LANDSCAPE AND THE DEMAND FOR TANKERS** – THE TRADE CHAIN AND THE CHARTER CHAIN – THE LAYTIME AND DEMURRAGE TRIANGLE – FREIGHT LAYTIME ALLOWANCE RATES OF DEMURRAGE – THE SHIP OWNER’S POSITION AT THE END OF THE PAYMENT CHAIN – KNOWING THE MARKET KPIs AND CLAIMS RECOVERIES – COMMON STRATEGIES USED BY CHARTERERS TO REDUCE DEMURRAGE

**THE VOYAGE CHARTER** – STRUCTURE OF CHARTER - MAIN CHARTER FORMS - THE ROLE OF FREIGHT LAYTIME AND DEMURRAGE CLAUSES

**UNDERSTANDING THE LAYTIME AND DEMURRAGE REGIME** – THE ESSENTIAL DATA POINTS FOR THE SHIP OWNER – THE LAYTIME AND DEMURRAGE CODE – ‘CLOCK ON’ AND ‘CLOCK OFF’ – NORs – THE ARRIVED SHIP – PORT AND BERTH CHARTERS – SHIFTING TIME – THE READY SHIP – LEGAL READINESS AND FORMALITIES – FREE PRATIQUE, CUSTOMS CLEARANCE, IMMIGRATION CLEARANCES – CASE STUDY AND CALCULATIONS

**DETENTION DEVIATIONS AND WAITING TIME** – USING THE RATE OF DEMURRAGE – DEVIATION CALCULATION AND CASE STUDY – DOCUMENTATION ALLOWANCES – EXPLANATION OF DETENTION – DETENTION – CASE STUDY – THE REACHABLE ON ARRIVAL WARRANTY

**EXCEPTIONS AND INTERRUPTIONS** – THE COUNTING OF TIME – UNDERSTANDING HOW TO APPLY INTERRUPTIONS AND EXCEPTIONS – CAUSATION

**PUMPING PERFORMANCE AND PUMPING LOGS** – WITH PUMPING CALCULATION AND CASE STUDY

**PREPARING A LAYTIME AND DEMURRAGE STATEMENT/CALCULATION** – COUNTING TIME – SOURCES OF INFORMATION – DATA POINTS – STATEMENTS OF FACTS – TYPES OF STATEMENTS OF FACTS – OPERATIONS DOCUMENTS – SHIPS LETTERS OF PROTEST AND NOTES OF PROTEST

**SUBMITTING CLAIMS** – DOCUMENTS, CALCULATIONS, LAYTIME STATEMENTS AND INVOICES

**TIME BARS AND SUPPORTING DOCUMENTS – PRACTICAL SESSION ON ENSURING COMPLIANCE**

UNDERSTANDING THE CLAUSE AND HOW THEY WORK – NOTIFICATION CLAUSES AND TIME BAR CLAUSES – THE CHARTERER AS YOUR AUDITOR – SUPPORTING DOCUMENTS – WHEN AND HOW TO SUBMIT THE CLAIM

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## 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.

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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.

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## COURSE DISCOUNTS\*

**SG \$100 early bird discount** will be available for companies who register and make payment prior to the event.

**SG \$150 discount** will be available to Asdem clients and delegates who have attended prior courses and conferences. Where 3 or more bookings are made by the same company a **SG \$50 discount** will be applied for each delegate. **Two-course discounts:** delegates who also register for Laytime and Demurrage: Beyond the Basics (11/12 November 2024) will receive a **SG \$450 discount**.

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

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## 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 this event does not include accommodation.

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

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## REGISTRATION

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

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## 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 bank transfer instructions. Please contact us at [info@asdem.com](mailto: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.

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## 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](mailto:info@asdem.com).

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## 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.

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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, risk management and tanker chartering. Contact us at [info@asdem.com](mailto:info@asdem.com) for more details.



**ASDEM** 

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**COMPLEX PROBLEMS**  
understood

**STRAIGHTFORWARD ANSWERS**  
provided

**EFFECTIVE SOLUTIONS**  
achieved

**SETTING STANDARDS**  
state-of-the-art education  
and training for the oil and gas industry

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**ASDEM – INDEPENDENT AND IMPARTIAL ADVISERS AND PROFESSIONAL TRAINING SERVICES PROVIDER TO THE OIL AND GAS INDUSTRY**



REGISTRATION FORM

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**THE FUNDAMENTALS OF CALCULATION, NEGOTIATION  
AND SETTLEMENT OF CLAIMS**

8 NOVEMBER 2024 - SINGAPORE

**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](mailto:info@asdem.com)