

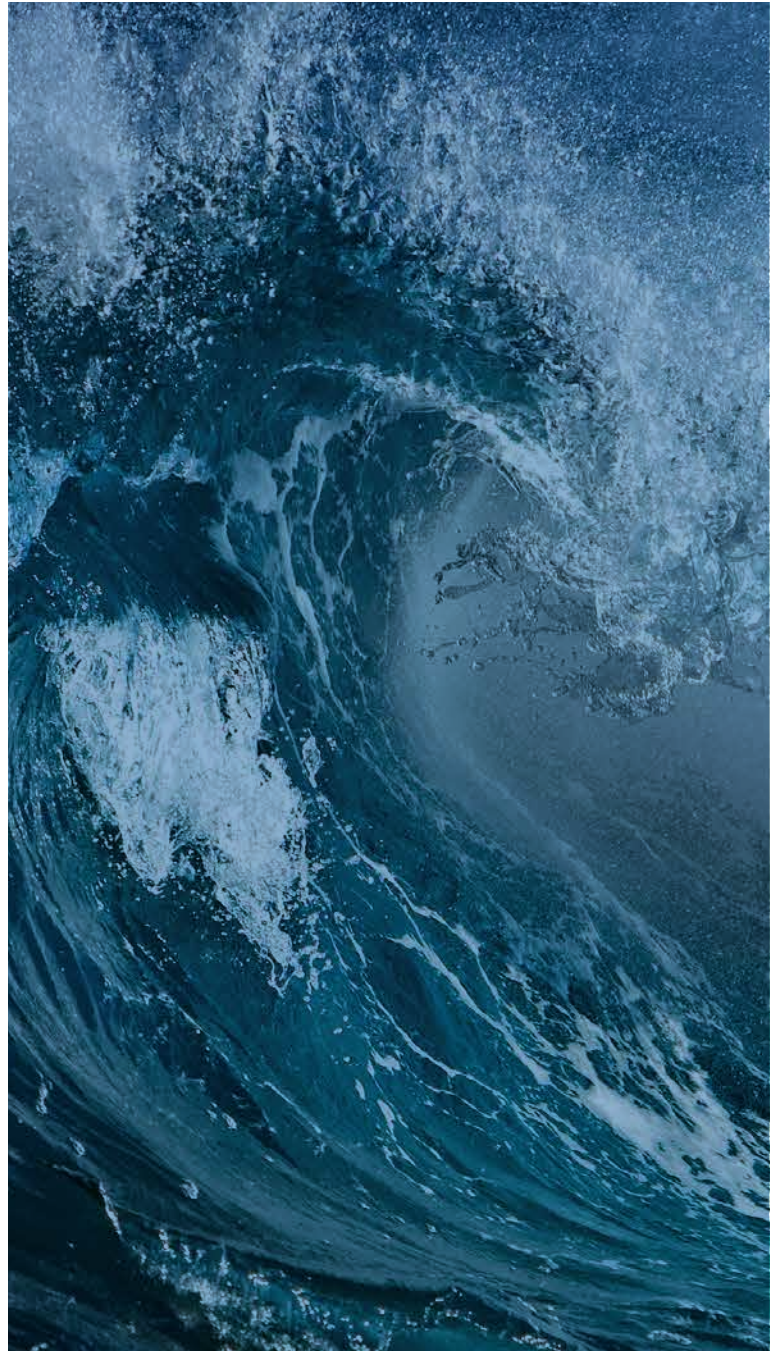
# OIL OPERATIONS & DEMURRAGE CONFERENCE

LONDON - 2022

## ReConnect A Return to Networking

12-13 May 2022

Richmond,  
London, UK



MINTON, TREHARNE  
& DAVIES GROUP

Introduction	02
Venue	03
Agenda	
Day One	05
Day Two	09
Speakers	12
Registration Fees	17
How to Register	18
Location	19

## 02 INTRODUCTION

# OIL OPERATIONS & DEMURRAGE CONFERENCE

LONDON - 2022

Pequod Associates Limited in conjunction with HubSE Demurrage Software and Minton, Treharne Davies are delighted to announce their inaugural London Conference.

This year's Oil Operations & Demurrage Conference is to be held at the Richmond Hill Hotel, London 12th & 13th of May 2022.

The Conference includes seminars provided by leading industry experts who will be providing some invaluable insights as well as sharing their own first hand experiences of many of the challenges and problems regularly faced by those working in oil operations and demurrage.

Delegates will include **Heads of Operations and Demurrage** from many leading companies within the industry.

Interactive discussion sessions will follow each of the seminars during which delegates will be able to engage with a panel comprised of the speaker & other leading industry figures.



# 03

## THE VENUE



RICHMOND HILL  
HOTEL

Visitors from all over the world come to Richmond upon Thames to explore & discover its many attractions, parks, & gardens or just to wander along the River Thames.

Richmond's destination hotel is waiting atop the hill, moments from the world-famous Richmond Park.

Inside you'll find recently refurbished bedrooms, a beautiful treatment room, & an award-winning restaurant, bar & lounge.





## AGENDA DAY ONE

# 05

# 12TH MAY

08:30 - 09:00

REGISTRATION & REFRESHMENTS

09:00 - 09:10

## WELCOME INTRODUCTION: ANDY BASS



**MANAGING DIRECTOR**  
PEQUOD ASSOCIATED LTD

09:10 - 10:00

## WHAT'S INCLUDED IN DEMURRAGE AND FREIGHT RATES?



**SEAN O'SULLIVAN QC**  
BARRISTER AT PUMP COURT CHAMBERS



**CLEMENTINE MAKOWER**  
BARISTER AT PUMP COURT CHAMBERS

- The Eternal Bliss – can damages be recovered on top of demurrage?
- Clauses in cps seeking to recover costs that are not included in the world scale flat rate
- Interim port clauses
  - Example clauses in cps
  - Recovery of bunkers consumed in port in addition to demurrage

10:00 - 10:30

Q&A AND PANEL DISCUSSION

10:30 - 10:45

BREAK

10:45 - 11:35

## COVID DELAYS – WHO BEARS THE RISK?



**DAVID CLARK**  
DIRECTOR AT PEQUOD ASSOCIATES

- Basic position under BPVOY4 and BP GTCs 2015
- What are the risks?
- What should owners do to minimise them?
- Clauses inserted into cps and sale contracts
- Suggested clause for charterers

11:35 - 12:00

Q&A AND PANEL DISCUSSION

12:00 - 12:45

**TODAY'S WRANGLES AND ARGUMENTS****PHIL STALLEY**  
DIRECTOR AT HUBSE

- Who pays for outward clearance, bad weather, tugs & pilots delays after hoses off?
- FOB plus Freight is not an INCO term – discuss!
- Address Commission in contractual demurrage
- And more....

12:45 - 13:00

**Q&A AND PANEL DISCUSSION**

13:00 - 14:30

**LUNCH**

14:30 - 15:30

**THE OPERATOR - GETTING THE JOB DONE EFFECTIVELY, MINIMISING RISK, BEING FOCUSED AND COMPLIANT.****TONY YATES**  
CONSULTANT  
(FORMER BP HEAD OF OPERATIONS)

- Understanding the various contracts involved in a trade e.g., sale contracts, cp, letter of credit, insurance, inspection.
- Are the contracts aligned / back-to-back?
- Ensuring contractual obligations under these contracts are met.
- The consequence of failure to meet these obligations e.g., late nominations, failure to provide ETAs, rigid compliance with barge ICE nominations, failing to open an L/C as required under the contract
- Managing typical operations requirements and reducing the risk?
- Problems over loose terminology e.g., documentary instructions, voyage orders.
- Poorly constructed inspection nominations.
- Clarity over the operator's role and responsibilities.
  - Avoiding confusion between teams over who is doing what.
- Solutions
  - Checklists, best practices, and procedures.
  - Organisational skills and attention to detail.
  - Recording and learning from incidents and mistakes

15:30 - 16:00

**Q&A AND PANEL DISCUSSION**

# 07

# 12TH MAY

CONTINUED

16:00 - 16:20

BREAK

16:20 - 17:10

## US ISSUES



**NEIL KLEIN**

MCKASSON & KLEIN LLP

- US Coast guard Certificates of Compliance (COCs)
  - How these operate - 2-year validity and one-year renewals
  - Fast track approvals for renewal
- Effect on NOR/laytime if vessel does not have COC or COC needs renewal
- Position under BP VOY4 and BP GTCs
- Public docks and what they are
- Delays due to weather / navigational issues in Mississippi river and Houston ship canal - force majeure and bad weather clauses.

17:10 - 17:30

## Q&A AND PANEL DISCUSSION

19:30

RECEPTION DRINKS AND GALA DINNER





## AGENDA DAY TWO

# 09

# 13TH MAY

08:30 - 09:00

REGISTRATION & REFRESHMENTS

09:00 - 09:05

## INTRODUCTION: ANDY BASS



**MANAGING DIRECTOR**  
PEQUOD ASSOCIATED LTD

09:05 - 10:00

## TESTING TIMES – CONTAMINATION OR MISINTERPRETATION?



**RICHARD MINTON**  
CONSULTANT CHEMIST AT MINTON TREHARNE DAVIES

- Common oil cargo problems and how they can arise.
- Real vs apparent contaminations.
- Developments in sampling – what you need vs what you get.
- Testing – technological advances and age-old issues (apples vs oranges).
- Investigation and mitigation – the importance of being present and prudent.

10:00 - 10:30

Q&A AND PANEL DISCUSSION

10:30 - 11:00

BREAK

11:00 - 12:00

## ENVIRONMENTAL EFFECT ON OIL INDUSTRY



**ANDREW ARCHER**  
GLOBAL HEAD OF OPERATIONS AT GUNVOR

Content of this presentation is to be confirmed

12:00 - 12:30

Q&A AND PANEL DISCUSSION

12:30 - 14:00

LUNCH

14:00 - 14:45

**ADDITIONAL WAR RISK PREMIUM****TOM HODGES**

SENIOR ASSOCIATE AT BIRKETTS LLP

- What standard insurances will an owner take out?
- What is a war risk area?
- What happens to the insurance policies if the vessel enters a war risk area?
- What cover does an owner take out if his vessel enters such a war risk area?
- How long do these covers last?
- Are rebates received if no claim is made?
- Who pays for the premiums under Asbatankvoy, BPVOY4, BPVOY5, Shellvoy 6, ExxonMobilvoy and BP GTCs 2015?
- If charterers pay for the premium and the vessel suffers a loss, can owners / underwriters claim that loss from them?
- The effect of charterers typical additional clauses in cps

14:45 - 15:15

**Q&A AND PANEL DISCUSSION**

15:15 - 15:45

BREAK

15:45 - 16:30

**DEMURRAGE – COMMUNICATING & COORDINATING WITHIN A TRADING COMPANY****RICHARD WATTS**

MANAGING DIRECTOR AT HR MARITIME

- Looking at the departments which can impact on, be involved with, & be affected by Demurrage
- Many trading companies are splitting tasks among different departments & often between different locations. How is this affecting the work?
- The different models used by trading companies
- The importance of communication between Trading, Contracts, Operations and Demurrage departments.
- What can go wrong if the communications break down?
- COVID has led to more remote working. What effect could this have now & for the future?

16:30 - 17:00

**Q&A AND PANEL DISCUSSION**



## **YOUR SPEAKERS**



## DAVID CLARK

**DIRECTOR - PEQUOD ASSOCIATES**

---

David is a qualified solicitor and as well as having worked for leading London Shipping and Trading law firms, he spent several years working as an in-house counsel for one of the largest independent oil traders.

He joined Pequod in 2015 and set up the oil trading support services team which he heads up.

That team acts as the fully outsourced demurrage team as well as contracts administration team for several traders, and on a retainer basis for other traders providing in-house style legal support.

The team is also regularly instructed to assist traders in reducing their outstanding demurrage and will often act on such matters on a no win no fee basis.

At the beginning of 2020, in conjunction with Phil Stalley of HubSE Demurrage Software, Richard Minton of Minton, Treharne Davies and Tony Yates, David set up Pequod's online oil operations and demurrage training program. The team have so far provided 13 online seminars which have been attended by over 1000 delegates.



## PHIL STALLEY

**DIRECTOR - HUBSE**

---

Phil is a director of Hub Demurrage Software [www.hubse.com](http://www.hubse.com) which has developed its Claims Management System (CMS), a revolutionary way of calculating and progressing claims until their conclusion. HubSE have also launched their Claims Hub Exchange which enables online delivery and negotiation of claims minimizing the incidence of time bars and speeding up settlement of claims.

Phil is also a consultant to the oil and shipping industry specializing in laytime, demurrage, freight, deviation and shipping expenses.

Phil offers advice to Owners and Charterers on best practice to ensure processes and teamwork lead to improved recoveries and effective reduction of claims backlog.

Phil previous career involved heading up BP's demurrage Team in support of BP's European trading activities. His responsibilities there included freight, deviation and ancillary expenses incurred under charter parties. Whilst at BP he was a major contributor in the drafting of BPVOY4 and BP's oil trading terms.



## **RICHARD MINTON**

**DIRECTOR - MINTON, TREHARNE & DAVIES GROUP**

---

Richard has a master's degree in Chemistry from Oxford University. Prior to joining MTD, Richard gained industry experience working across a range of industry sectors, including time spent with an international commodities trader, in the claims & placing departments of broking and underwriting firms in the marine insurance industry & with the inspection & laboratory departments of a major independent inspection company.

Since joining MTD in 2005, Richard has been involved in the investigation of numerous disputes & claims for a wide range of clients involving a variety of cargoes, including petroleum and petrochemical products, edible & non-edible oils/fats, biofuels and bulk solid materials, regularly attending worldwide on vessels, in storage terminals, refineries, production plants & testing laboratories.

He has extensive experience in claims investigation & loss control issues for bulk liquid cargoes, with particular focus on sampling & testing, mitigation strategies and the application of forensic analytical methods for the investigation of quality complaints. Richard is also an experienced investigator of bunker fuel quality issues. Richard has acted as an Expert Witness in high court and mediation & has prepared numerous reports for court, arbitration & mediation hearings in the UK & overseas.

Richard sits on several industry technical committees, including as the Secretary of the Energy Institute Hydrocarbon Management HMC 3 committee & as a member of the UK P&I Club's Carefully to Carry Committee.



## **SEAN O'SULLIVAN QC**

**BARRISTER AT PUMP COURT CHAMBERS**

---

Sean is a widely acclaimed commercial silk at 4 Pump Court, whose practice spans a wide range of shipping and energy disputes as well as related insurance and reinsurance claims.

Sean is highly experienced in charterparty disputes, bills of lading contracts, sales of goods and shipbuilding disputes. He is regularly instructed by shipyards, buyers, owners and designers as well as oil companies, traders and contractors.

As well as his counsel work Sean also regularly accepts appointments as an arbitrator and sits as a Deputy Judge in the High Court.

He is recommended as a leading silk by mainstream legal directories for Shipping, Commodities, Energy, Insurance/Reinsurance and International Arbitration.



## CLEMENTINE MAKOWER

### BARRISTER AT PUMP COURT CHAMBERS

---

Clementine Makower joined Chambers as a tenant in October 2021. She has experience in a broad range of commercial disputes in litigation and arbitration. Clementine has assisted with and acted in a variety of shipping matters.

Before coming to the Bar, Clementine studied Geography at the University of Cambridge and graduated with the highest mark in her year.

She then studied Chinese at Tianjin Foreign Studies University for four months and completed an internship at a Chinese law firm specialising in shipping and insurance law. While studying the BPTC she taught undergraduate law at City University as a visiting lecturer.



## TONY YATES

### CONSULTANT

---

Tony began his career in the Merchant Navy and is a Master Mariner, having sailed on tankers of all sizes over a period of 14 years. He moved to the USA to take a role with Caleb Brett (now Intertek), as a Marine Technical Supervisor and was subsequently promoted to the position of North East Regional Manager responsible for 9 offices.

Tony moved back to the UK in 1989 and joined BP moving through various roles in cargo assurance and trading operations including a number of management positions. In 2004 Tony was appointed Head of Operations for Integrated Supply and Trading. In this capacity he set the strategy and vision for the future whilst managing a large team in excess of 120 people, covering the operations functions of trading (crude and products), demurrage, inventory, cargo assurance, and shipping coordination.

As part of his wider responsibilities Tony was the Business Sponsor for the commercial graduate scheme, managing the demand, recruitment and development of quality talent. He was also the Marine Authority for the Company's trading business. He is accredited in leadership development techniques and has developed and presented courses on a variety of subjects.

As a consultant Tony has provided advice and conducted reviews on the structure, organisation and performance of business teams on a global basis. He has developed leaders, engaged the workforce and motivated staff. Tony has both strong technical and operational experience and has presented many courses covering all aspects of operations to a wide range of companies as well as to the oil industry in general.



## **TOM HODGES**

### **SENIOR ASSOCIATE AT BIRKETTS LLP**

---

Tom represents various cargo interests, insurers, charterers, and shipowners in disputes arising from the shipment and sale of dry and liquid cargoes.

He also frequently advises on demurrage issues under charterparties and sale contracts. His reported decisions include acting for the successful vessel owners in a claim for detention in *The Aconcagua Bay* [2018] EWHC 654 (Comm) (meaning of "always accessible" in a berth charterparty) and the successful charterers in defending a claim for demurrage in *The Santa Isabella* [2019] EWHC 3152 (Comm).

The shipping team at Birketts includes among its clients several oil majors and commodities traders and Tom's practice is developing fast within this field



## **RICHARD WATTS**

### **MANAGING DIRECTOR AT HR MARITIME**

---

Richard has over 20 years' experience in shipping, trading, insurance, finance and legal matters relating to physical commodities.

Richard started his trading career in 2000 working for two of the leading independent rice trading companies. During this time Richard worked in various sectors of the business including contract execution, legal, insurance and shipping.

In 2008 Richard created HR Maritime, based in Geneva to provide bespoke professional services to the trading and shipping community. HR Maritime presently offers consulting, outsourcing and training to the industry. Richard works tirelessly to improve the industry through technological advances, efficiency enhancement and error reduction.

Richard is the President of the Geneva branch of The Propeller Club and a Fellow of The Institute of Chartered Shipbrokers. Unrelated to his daily work, Richard is also the President of SOS Mediterranee Suisse.





## ANDREW ARCHER

GLOBAL HEAD OF OPERATIONS AT GUNVOR

---

Andrew Archers Biography section will be updated in due course



## NEIL KLEIN

MCKASSON & KLEIN LLP

---

Neil is a partner at McKasson & Klein LLP in Irvine, California, a boutique law firm established in 1998, near the ports of Long Beach and Los Angeles.

He is a litigator and transactional lawyer, and his practice focuses on international maritime transactions and disputes, as well as commercial matters. He represents vessel owners and charterers, P&I Clubs, container lessors, bunker suppliers, US ports, suppliers, importers and exporters.

Neil handles charter party disputes, maritime vessel arrests & attachments, bunker claims, port tariffs, regulatory matters and creditors in maritime bankruptcies. He also advises on offshore wind farm and energy related projects, including US Jones Act compliance.

Neil has been recognized as one of the "Top 5" commercial lawyers in Southern California since 2015, and has been an expert witness on US maritime and California commercial law issues in China, England and the Bahamas. He also acts as an arbitrator in shipping disputes. He grew up in Durban, South Africa and was admitted to the South African Bar before moving to California.

He is a frequent speaker at seminars and conferences, and has published articles on maritime and international issues and disputes. He is a Proctor member of the US Maritime Law Association, and a member of the International Bar Association, Maritime & Transport Law Section.

# OIL OPERATIONS & DEMURRAGE CONFERENCE

## DELEGATE PARTICIPATION FEE

## REGISTRATION FEE

# £1,150

PRICE SHOWN IS PER PARTICIPANT WITH DISCOUNTS AVAILABLE FOR GROUP BOOKINGS. PLEASE MAKE CONTACT WITH ONE OF OUR TEAM FOR FURTHER INFORMATION.

### FEES INCLUDE:

- Seminars
- Lunches & refreshments
- Cocktail reception
- Gala dinner

### HOTEL COSTS:

- Rooms are available at the conference venue, the Richmond Hill Hotel, at the **discounted rate of £130 per night** which includes breakfast
- Rooms can be paid when you register with us or booked directly with the hotels reservations team on +44 0208 940 2247 and quote [PEQU120522](#)

## PAYMENT & CANCELLATION POLICY

- Payment must be received in full 15 days after registration. All banks charges/fees are for the account of the remitter. Cancellation or transfer requests must be made in writing (email, letter or fax) and reach PEQUOD 5 days before the course commencement date.
- A full refund of the registration fee less a £250 administration fee will then be given. Delegates who cancel less than 15 days before the course commencement date, or who do not attend, are liable to pay the full course fee and no refunds will be granted. There will not be any additional charges if a replacement delegate is nominated and the registration meets the above terms.

18

REGISTER  
INTEREST

**THERE IS A LIMITED CAPACITY AT THIS EVENT AND SO WE WOULD ENCOURAGE ALL INTERESTED PARTIES TO REGISTER THEIR INTEREST AS SOON AS POSSIBLE.**

To register your interest please email [training@pequodassociates.com](mailto:training@pequodassociates.com) advising how many people from your organisation will be attending and their names and whether you will require rooms at the hotel.

We have only arranged a limited number of discounted rooms at the hotel and anticipate that these might run out quite rapidly.

With sufficient advance notice of your requirements, we may be able to arrange further discounted rooms with the hotel.



## SOME GUIDANCE TO HELP YOU PLAN YOUR JOURNEY

RICHMOND HILL HOTEL

### By Air

London Heathrow: 7 miles  
London Gatwick: 30 miles

### By RAIL

South West Trains operate a regular service from London Waterloo, via Clapham Junction.

### Via LONDON UNDERGROUND

Richmond Hill is on the District Line with regular services running into London Victoria in 30 mins.

### DIRECTIONS

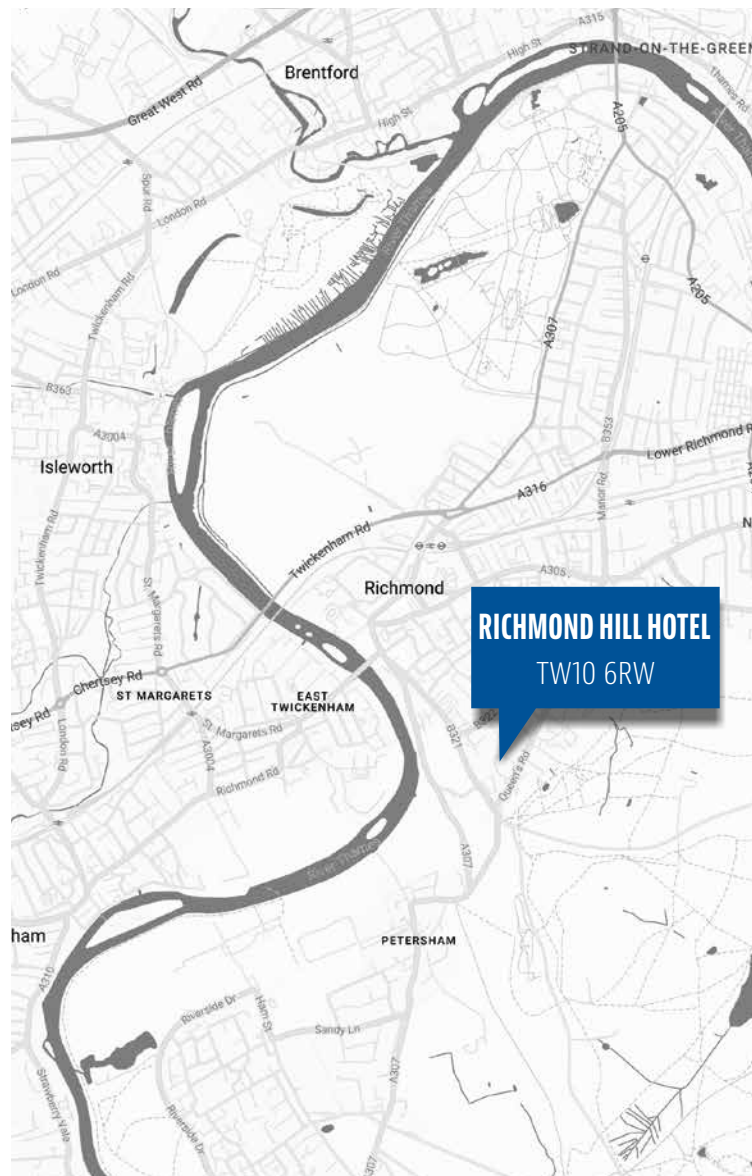
From M25 J12/M3: Follow M3 onto A316 to Richmond. At roundabout junction with A316 head to the town centre taking the first left onto Church Road opposite the Orange Tree Pub and follow instructions below\*

From M25 J15/M4: Exit at M4 J2 onto A205 Kew. Cross Kew Bridge to Richmond. At Richmond junction with A316 head to the town centre taking the first left onto Church Road opposite the Orange Tree Pub & follow instructions below\*

\*Carry on along Church Road crossing straight over the traffic lights. At the end of Church Road bear left & then take an immediate right onto Friar Stile Road. At the end of Friar Stile Road bear left continuing up Richmond Hill. The Hotel will be seen on your left. Parking is at the hotel.

144-150 Richmond Hill,  
Richmond-upon-Thames, Surrey, TW10 6RW

**Tel:** +44 (0) 20 8940 2247





MINTON, TREHARNE  
& DAVIES GROUP

---

[www.pequodassociates.com](http://www.pequodassociates.com) **Tel: 44 (0) 207 953 8430**