Advanced Petroleum Loss Control

A 3 DAY INTENSIVE COURSE IN PETROLEUM MEASUREMENT, CUSTODY TRANSFER AND CARGO CLAIMS

17th - 19th June 2013 | Dubai

WORKSHOP FACILITATOR

Captain Rohit Bhatia
Master Mariner MSc MNI MIAME
Managing Director
Wade Maritime Consultants Pvt Ltd

WHY YOU SHOULD ATTEND

Gain an edge in controlling petroleum losses in this complete three-day master class on petroleum loss control. Be guided through complex oil cargo calculations including voyage analysis, determining source and magnitude of loss and steps to mitigate such losses.

TESTIMONIALS

“Fantastic training, with a deep topic and case studies. Learn many things from the trainer and group sharing.”
Asst Data Support, Crude Programming, PT Pertamina (Persero)

It gave me an excellent overview of the matters and issues about potential and actual expected losses in cargoes.”
Facilities Manager, Shell Oman Marketing

“Very good course that provides understanding and expand my knowledge in potential losses in oil movements.
Capt.Rohit Bhatia was highly engaging. “
Production Controller, Brunei Shell Petroleum

“This has been a very informative seminar equipped with actual situational examples. Very good trainer.”
Oil Loss Engineer, PETRON Corporation

KEY BENEFITS OF ATTENDING

• Expand your knowledge of potential losses in oil movements, recognizing and minimizing such losses.
• Learn about various best practices and global standards used in oil measurement
• Understand the procedures used in measurement and sampling of oil cargo.
• Secure understanding of oil cargo calculations including calculation of VEF and OBQ/ROB.
• Become skilled at Voyage Analysis and Reconciliation of oil cargoes.
• Analyze oil cargo claims, determine magnitude of loss and ways to recover the loss.
• Consider contracts for oil transportation, Ship Owner’s defenses and obligations & cargo retention clauses.
• Examine dispute resolution mechanisms, Arbitration, Mediation and Conciliation.
A unique opportunity to expand your knowledge about potential oil cargo losses and their causes in oil movements. Lack of understanding of complexities of oil cargo measurement, sampling, custody transfer procedures could mean the difference between your deal’s profit or loss. If proper checks and balances are not kept at each stage of the oil movement resulting in cargo loss, claims would become difficult to resolve amicably leading to expensive litigation.

This three-day course in petroleum loss control will provide you an in-depth understanding of the potential losses you could face during oil movements with particular focus on understanding and determining the source of loss and steps to take in order to mitigate such losses. You will guided through complexities of oil measurement and sampling techniques, oil cargo calculations including VEF and OBQ/ROB calculations and analyzing the voyage (VAR/VSRR) with the opportunity to hone these skills in an interactive workshop environment.

This advanced course is a great opportunity for you to analyze losses in oil movement at a greater depth giving more time to specific difficult areas. It has been designed for participants that have some prior industry experience and knowledge and who wish to broaden their knowledge of this litigious area in oil movements.

**Day One, 17th June 2013**

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**Day Two, 18th June 2013**

**Interactive Workshop #1 – Oil Cargo Calculation**

Learn the intricacies of these complex petroleum cargo calculations with real world examples to get a better understanding of where losses can occur in oil measurement.

**COFFEE Break**

**Cargo Analysis & Reconciliation of Cargo Quantities**

*Objective of Cargo Reconciliation*
*Voyage Analysis Report (VAR)*
*Voyage Summary & Reconciliation Report (VSRR)*
*Load and Disport Documentation*

**Interactive Workshop #2: Voyage Analysis**

Learn to carry out a voyage analysis and prepare a voyage summary and analysis report using realistic figures.

**LUNCH Break**

**Understanding and Recognizing Cargo Loss in Oil Movement**

*Types of Losses – Quantity and Quality*
*Factors/Causes of both Physical and Apparent Loss*
*Quality related loss – Water Ingress, Contamination*
*Measurement Uncertainties and Errors*

**COFFEE Break**

**Preventing Cargo Loss Claims – Best Practice**

*Working with the Cargo Inspector and his role*
*Ensuring vessel is suitable for the cargo*
*Preparing for loading and the loaded voyage*
*Discharging Cargo & Maximizing Outturn*
*Preventing Shortage & Contamination Claims*
Day Three, 19th June 2013

0900 - 1045

*Bills of Lading and Contracts for Oil Transportation*
- Bill of Lading
- Mode of Contracts
- INCOTERMS 2010
- Delivery of Cargo & Letter of Indemnity (LOI)
- ROB & Charter Party Freight Retention Clauses

**COFFEE Break**

1030 - 1045

**Case Study – Cargo Contamination Claims**
Gain insight into the recent judgments and awards giving you a perspective into the legal standing in case of a claim

1045 - 1230

**LUNCH Break**

1230 - 1330

*Dispute Resolution Mechanisms*
- Dispute Resolution C/P Clauses
- Role of Commercial Courts, Arbitration and ADRs
- Role of P & I Clubs

1330 - 1415

*Mock Arbitration – Cargo Loss Claim*
You will have the opportunity to participate as stakeholders in mock cargo claim arbitration. Participants will be divided into representatives of the Ship Owner, Charterer, Terminal and cargo surveyor. You will be required to:
- Present the facts as witnesses
- carry out the necessary calculations
- argue your claim

**COFFEE Break**

1415 - 1515

*Mock Arbitration – Cargo Loss Claim*
The course director (Arbitrator) will, based on the presentation of facts and witness statements deliver the award

1515 – 1530

1530 - 1630

1630 - 1700

*Course Conclusion and Presentation of Certificates of Attendance*

**WHO SHOULD ATTEND**

Charterers, Ship Owners, Claims Executives, Loss Prevention staff, Risk Managers, Traders, Brokers, Ship/Terminal staff, Operation Managers, Logistics Managers, Schedulers, Field staff, Maritime Lawyers and anyone else working in the oiltransportation business who wishes to expand their knowledge about petroleum loss control in oil movements.
Captain Rohit Bhatia  Master Mariner MSc MNI MIAME
Managing Director of Wade Maritime Consultants Pvt Ltd

Captain Bhatia is a well-known maritime transportation industry expert with over 25 years of operational and commercial experience including organizational turnaround, business strategy, operational risk management, legal & regulatory. He has in-depth technical, commercial and operational management expertise gained by serving at sea for 15 years and later on ashore in maritime management consulting field. His work ashore has included working as a Risk Management & Loss Prevention Consultant, Maritime Business Consultant and Director of a leading maritime management consulting firm. He has over the past decade worked on numerous projects in operational risk management, business strategy, organizational design, human capital management, strategic investment advice and regulatory compliance for leading ship owners, Oil majors, Ports and PE firms.

He is a specialist in shipping operations, maritime economics, transportation strategies & operational risk management. Key note speaker on various advanced training programmes and seminars in the shipping industry.

EDUCATIONAL QUALIFICATIONS

- 2001 International Shipping, Finance and Economics, Master of Science - University of Plymouth, United Kingdom
  - MSc with Distinction
  - Davies Johnson prize for the highest marks in the research project
  - University scholarship awarded for post graduate study

- 1996 Nautical Science, BTEC-HND - South Tyneside College, Southshields, United Kingdom
  - Awarded: Passed with Distinction
  - Nautical Institute’s [London, UK] Best Student Award

CERTIFICATIONS

- Class 1 Deck Officer Master Mariner (FG)
- Dept. of Transportation, UK
- ISO 9001:2008 Lead Auditor

PUBLICATIONS

- Daily oil losses in shipping crude oil: measuring crude oil loss rates in daily North Sea shipping operations”, Energy Policy, Volume 32, Issue 6, April 2004, Pages 811-822. This paper invites energy policy makers to re-embrace daily oil losses. It categorizes them, discusses physical and accounting measures and reports empirically crude oil loss patterns and factors influencing them on some recent North Sea voyages.
- Various articles published in leading industry journals on specialist topics of interest in the maritime industry.

WADE MARITIME CLIENT LIST

1. AET Shipmanagement (S’Pore) Pte Ltd.
2. Anglo-Eastern Shipmanagement (S’Pore) Pte Ltd.
3. Bernhard Schulte Shipmanagement
4. ASP Ship Management Group
5. Western Bulk Pte Ltd.
6. Wilhelmsen Ship Management
7. KGL Cement (Singapore) Pte Ltd.
8. Siva Bulk Limited
9. BHP Billiton
10. Bright Oil Shipping Singapore Pte Ltd.
11. “K” Line Pte Ltd.
12. Daichi Chuo Shipping (S’Pore) Pte Ltd.
13. Diamond S Management, LLC
14. Executive Ship Management Pte Ltd.
15. Mobi Producing Nigeria Utd.
16. Eagle Ship Management LLC
17. Fleet Management Limited
18. Green Wave Shipping Pte Ltd.
19. Maersk Tankers
20. MISC Berhad
21. NYK Logistics & Megacarrier
22. OLSA
23. Thome Ship Management Pte Ltd.
24. Univan Ship Management Limited
25. Hoegh Autoliners
26. Western Shipping Pte Ltd.
27. Beluga Chartering Asia Pte Ltd.
28. Bel Oil - Belarusian Oil Company
29. Cargon Ocean Transportation (Singapore) Pte Ltd.
30. Siba Ships Asia Pte Ltd.
31. IINO Lines
32. The Great Eastern Shipping Co. Ltd.
33. Petronet LNG Limited
34. Damani Group of Companies
35. Lily Maritime Pvt Ltd.
36. Chemoi Adani Pvt Ltd.
37. TORM Shipping India Pvt Ltd.
38. Bharat Petroleum Corporation Limited
39. Apeejay Shipping Limited
40. Sharaf Shipping Agency
41. Parekh Marine Agencies Pvt Ltd.
42. Hindustan Petroleum Corporation Ltd.
43. Mangalore Refinery and Petrochemicals Limited
44. Exim Co.
45. Boxtrans Logistics (India) Services Pvt Ltd.
46. Indian Oil Corporation Limited
47. GAIL (India) Limited
48. Krishnapatnam Port Company Ltd.
49. Adani - Mundra Port & Special Economic Zone Ltd.
50. Ratnagiri Gas & Power Pvt Ltd.
51. Silver Star Ship Management FZE
52. Essar Shipping Ports & Logistics Ltd.
53. JM Baxi Group Enterprise
54. DB Schenker
55. Kandla Port Trust
56. Reliance Industries Ltd.
57. Jawaharlal Nehru Port Trust
58. Marco Shipping Services Pvt Ltd.
59. Steel Authority of India Limited
60. McKinsey & Company
Delegate Details

Name: _________________________________________
Position: ________________________________________
Email: __________________________________________

Name:  ________________________________________
Position: ________________________________________
Email: __________________________________________

Name: _________________________________________
Position: ________________________________________
Email: __________________________________________

Please complete this form immediately and email to:

Contact: Eileen Yeo
General Line: (65) 6747 8600
Direct Line: (65) 6747 8600 # 114
Direct Facsimile: (65) 6746 3387
Email: eileen@miceglobal.com.sg
Event code: JVMW 018

Venue and Date

Advanced Petroleum Loss Control
17th - 19th June 2013
Dubai

Workshop Fee (includes course documentations, refreshments and luncheons)

- USD 3,195 per delegate
- USD 2,995 per delegate if 2 or more delegates sign up

The above amount payable is net withholding taxes or any other taxes, if any.

Payment Method

- Visa / Master
- Telegraphic Transfer
- Giro

* Workshop investment is net of credit card transaction fee. Customers who opt for credit card payment will incur an additional 3.5% charges.

Authorisation

Signatory must be authorised to sign on behalf of contracting organisation.

Name: _________________________________________
Position: ________________________________________
Email: __________________________________________
Contact Number: _________________________________

Signature: __________________ Date: _____ / _____ / ______

This sales contract is invalid without signature & company stamp

CANCELLATION / SUBSTITUTIONS

IF you are unable to attend, a substitute delegate is welcomed at no additional charge. All bookings carry a 50% liability after a fully completed sales contract has been received by M.I.C.E Global. An official letter of the cancellation must be received via email or fax 3 weeks prior to the event date in order for the balance of the event fee as a credit to be applied against another M.I.C.E Global workshop or conference. Cancellation of any event with less than 3 weeks notice prior to the event date carry a 100% liability. M.I.C.E Global reserves the right to cancel or make any other changes to the content and timing of the events or speakers for reasons beyond its control. If for any reason M.I.C.E Global decide to amend these workshops or conferences, M.I.C.E Global is not responsible for covering airfare, hotel or other costs incurred by registrants. In the event that M.I.C.E Global cancel the event, M.I.C.E reserves the right to transfer the booking to another event or to provide a credit of an equivalent amount to another event to be held within the following twelve months.

INDEMNITY: Should for any reason outside the control of M.I.C.E Global, the venue or speakers change, or the event be cancelled due to an act of terrorism, extreme weather conditions or industrial action, M.I.C.E Global shall endeaver to reschedule but the client hereby indemnifies and holds M.I.C.E Global harmless from and against any and all costs, damages and expenses, including attorney fees, which are incurred by the client. The construction, validity and performance of this Agreement shall be governed in all respects by the laws of Singapore to the exclusive jurisdiction of whose Courts the Parties hereby agree to summit.

Organisation: ____________________________________
Address: ________________________________________
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Town:____________State:___________Postcode:_______
Tel: (    )________________ Fax: (    ) __________________
Nature of Business: ________________________________
Company Size: ___________________________________

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