

Post Fixture Shipping Operations

18-19 June 2020 | Mandarin Orchard Hotel, Singapore

**2+1
Offer!**

See
registration
page for
details!



Our Expert Course Instructor



Roberto Zanca, MD, Zanca Consulting

Robert is an accomplished Chief Executive Officer and Maritime Expert with 33 years' experience in the maritime shipping industry on board and as a land-based senior role. He has sailed as a Deck Officer and Master on Tankers, Bulk-Carriers, OBO's and Container ships for approximately 21 years, achieving the rank of Master by the age of 29. He has gained extensive experience in the management of Dry Bulk, Tankers and Gas Carrier at a commercial, operational and technical level, and in managing LPG vessels over the past five years.

Key Learning Outcomes & Case Studies Include

- ▶ Stay ahead of the curve in best practice vessel operations
- ▶ Add value to Voyage Planning, Optimisation and loss prevention strategies
- ▶ Effectively manage Chartering and cargo operations
- ▶ Counterparty / third party validation and risk management
- ▶ Understand practical enforcements and legal problems with bills of lading
- ▶ Practical tips for meeting reporting obligations
- ▶ Bunker compliance and dispute resolution for IMO 2020 requirements
- ▶ Sharpen your skills with case studies and exercises on
 - Voyage calculations
 - RECAP document management
 - Off hire calculations and claims
 - Freight calculations
 - Demurrage negotiations, calculations and claims

REGISTER NOW > www.informacconnect.com.sg/postfixture

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ABOUT THE COURSE

An end to end masterclass of all Post Fixture requirements, this seminar will offer practical examples and case studies right through the two days to reinforce best practice and optimise risk management. Participants will be taken through operational, technical and financial touch points in post fixture operations, with an emphasis on current shipping market dynamics.

The impact of new technologies and regulations will be considered, and what they mean for vessel operations and voyage planning today. Strategic, Commercial and Financial insights, all wrapped into one will be the key foundations of this post fixture operations seminar.

WHO SHOULD ATTEND

Commercial Operations and Post Fixture executives from Ship Owners and Managers, across all ship types, Charterers, Ship Agencies, P&I. Specific job functions, including but not limited to

- Post Fixture Executive/Manager
- Fleet Operations Manager
- Fleet Manager
- Voyage Manager
- Vessel Coordinator
- Commercial Operations Manager/Executive
- Shipping Analyst

WHAT ATTENDEES LIKE ABOUT OUR MARITIME ACADEMY

"Thanks to the course I've gained better understanding of the shipping industry, the rules and practices, which allow me to better shape policy recommendations. The trainer shared great case studies and participants were most interactive"

Jonathan Lee, Manager - Policy, Maritime and Port Authority (MPA)

"The programme was very well presented and prepared. Trainer provided a broad range of relevant examples on the given issues"

Liu Xu Dong, Senior Operations Manager, Nova Carriers

EXPERT COURSE INSTRUCTOR



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As the MD of Zanca Consulting, Robert specialises in

- Commercial Management, Chartering of Dry Bulk vessels against cargoes worldwide.
- Charter Party negotiation
- On- Off hire survey
- Cargo Claims – Quality/Quantity dispute
- Post Fixture Voyage Operation
- General Marine Survey (Navigation and Technical survey- Condition assessment- Risk Assessment)
- Marine Casualty and Incident investigation. Providing full and comprehensive investigation report
- Pre- Purchase and Condition Survey for any ocean going vessel, off shore rigs, OSV etc.
- H&M – P&I Insurance Survey, Cargo Claims, Expert Witness and Litigation Support
- Pre- Vetting Inspection- Risk assessment against OCIMF standards- Pre-vetting clearance and report evaluation
- Safety audit/inspection for third parties operators
- Riding Crew Procurement
- Contract Negotiation

Robert's previous roles have included

- CEO, Emirate Ship investment Company LLC
- Director, Dry Bulk, Emirates Ship Investment Company, Abu Dhabi
- Global Operations Manager, Marwave Ship Management B.V, Amsterdam/Seaarland Shipping Management BV, Amsterdam & Motia Compagnia Di Navigazione, Venice (Italy) - Head of Operations and Commercial Manager, responsible for a fleet of Aframax Tankers, Panamax Oil Product Carriers, Handymax Products carriers and Panamax Minicapes Bulk Carriers
- Ship Operator, Seaarland Shipping Manag, Gmbh Village, Austria
- Master, Oil Tankers and Bulk Carrier of DWT between 48,000MT and 125,000MT
- Deck Officer, Bulk Carrier, OBO, Oil Tanker and Container Ships



TRAIN THE TEAM!

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Want to send the whole team? Why not consider one of our On-site packages and save up to 40%! No matter where you are based in the region let InformaConnect Singapore bring our **extensive faculty of Internationally recognised trainers** directly to your door. Choose from any one of our 130+ public training courses and we will ensure a customised fit for your organisation. Either sign up for an existing course, which we would be more than happy to alter to meet your needs, or take our Tailor-Made option and let us build a course perfect for ensuring the delivery of your company's goals. (8 attendees or more)

To talk through the many options available please call our training specialist: Miki Kong

+65 6508 2477

onsite.training@informaconnect.com.sg

InformaConnect Singapore Training Academy

InformaConnect Asia is the leading global training and conference provider based in Singapore, part of Informa Group - a public listed company in the UK. Informa's main business is in the specialist information providing for global markets. We operate in 70 countries, 150 offices worldwide with over 11000 employees. We have over 30 years experience in providing innovative, focused and high quality business information and training products designed to help you improve the way your business is managed.

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2-Day Agenda Outline

Contract management for Post-fixture & Operations

- Time Charter/Voyage Charter/Trip (TCT)
- Vessel description and adherence to contract obligation
- Fixture recap
- Voyage orders
- Notices to parties

Vessel Operations and Voyage Optimisation

- Readiness
- Voyage planning and routing
- Bunker consumption and invoices
- Tank cleaning and inerting procedures (Tankers)
- Dry cargo examples
- Optimal trim
- Reduce constant/weights
- Hull/Propeller fouling
- ROB
- Improving ship-agents network's performance

Voyage Risk and Loss mitigation

- Stowage planning
- Navigational risks
- Vessel seaworthiness
- Prudent approach to STS operation, (collection of evidences)
- Master/Pilot exchange of information
- Tests/Checks prior approaching port
- Risk mitigation related to cargoes' characteristics

Exercise: Voyage Calculations

Case Study: Recapitulation (RECAP) document management

Documentation Management

- Revision of Charter Party
- Bill of Lading: Legal principle and liabilities
- Seaway Bill
- Statement of Facts
- Freight calculations and invoices
- Proforma D/A
- Load/Discharge documents: Keep track /evidence of port activities

Practical enforcements and legal problems with bills of lading

- Common carriage responsibilities
- Enforcement
- Issue and corrections
- Forgeries
- NOR
- E-BOLs

Freight and Hire Calculations

- Exercise: Off-hire calculations and claims
- Off hire reports

Demurrage

- Freight Debit notes
- Calculations
- Demurrage negotiations with charterer and collections
- Claims
- Case Study

Bunkers

- IMO 2020 Compliance matters
- Stemming bunkers
- Operations
- Bunker Logs
- IMO non-compliance Claims Case Study

Dealing with and appointing Agents

- Agent selection
- Critical liaison areas
- Agency accounts
- Common problem areas

Reporting

- Port Departure, Performance and Vessel position
- Initial Voyage report and pre calculations
- Final Voyage reports
- Annual reports
 - Vessel performance claims
 - Vessel utilisation, off hire, etc
 - Cargo related reports

INFORMACONNECT TRAINING ACADEMY UPCOMING EVENTS

- **Advanced Ship & Port Agencies**
1-2 July 2020 Singapore
- **Advanced Bunker Risk Management**
16-17 July 2020 Singapore
- **Tanker Chartering, Laytime & Demurrage**
22-24 July 2020 Singapore
- **Towage & Salvage Commercial Agreements**
24-25 July 2020 Singapore
- **Advanced Tanker Management - Operations, Loss Prevention & Claims**
28-29 July 2020 Singapore
- **Charter Party Negotiations**
19-20 October 2020 Singapore

Post Fixture Shipping Operations

Informa Connect is A Trading Name of IBC Asia (S) Pte Ltd

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5 Easy Ways to Register

1 MAIL
the attached registration form with your cheque to **IBC Asia (S) Pte Ltd**
c/o Informa Regional Business Services
103 Penang Road, Visioncrest Commercial #04-01, Singapore 238467

2 Telephone
Customer Service Hotline +65 6508 2401

3 Email
register@informa.com

4 Fax
+65 6508 2407

5 Web
www.informacommconnect.com.sg/
postfixture

Connect with Us

Follow us on LinkedIn and Twitter to find out more about the latest industry information.

 **Twitter:** www.twitter.com/
@informacommconnectsg

 **LinkedIn:** www.linkedin.com/
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RESERVE YOUR PLACE TODAY!

- Yes! I/We Will Attend **Post Fixture Shipping Operations**
18-19 June 2020
Mandarin Orchard Hotel, Singapore

FEE PER DELEGATE

2 Day Training Course

EARLY BIRD RATE

Register and Pay on or before
31 January 2020

SGD 3,395 (SAVE SGD 200)

NORMAL RATE

Register and Pay after
31 January 2020

SGD 3,595

Register 2 Delegates & the 3rd attends FREE!

**Applicable to Normal Rates only*

- Special Group Discount pricing is applicable to groups of 2 or more delegates from the same organisation registering for the same event, at the same time.
- Fee stated is the discounted price PER DELEGATE. Only one discount applies - either the early bird rate OR the Special Group Discount.
- All fees stated include luncheons, refreshments and complete set of documentation. It does not include the cost of accommodation and travel.
- A 7% Goods & Services Tax (GST) is applicable to all Singapore based companies for Singapore venue.

Delegate 1 Details

Name: Dr/Mr/Ms _____

Job Title: _____

Department: _____

Tel: _____ Mobile No.: _____

Email: _____

Delegate 3 Details

Name: Dr/Mr/Ms _____

Job Title: _____

Department: _____

Tel: _____ Mobile No.: _____

Email: _____

Who is Head of your Department? _____

Company Information

Company Name: _____

Address: _____

Delegate 2 Details

Name: Dr/Mr/Ms _____

Job Title: _____

Department: _____

Tel: _____ Mobile No.: _____

Email: _____

Delegate 4 Details

Name: Dr/Mr/Ms _____

Job Title: _____

Department: _____

Tel: _____ Mobile No.: _____

Email: _____

Who is Head of Training? _____

Main Business/Activity: _____

Postal Code: _____

Payment Method (Please tick):

- I enclose my bankers draft / cheque payable to IBC Asia (S) Pte Ltd
- I am paying by bank transfer (copy attached)
- Payment by Credit Card. (AMEX, VISA or MasterCard accepted)

CREDIT CARD PAYMENTS

The best way to pay by credit card is through our secure on-line registration process, simply log on to the website at www.informacommconnect.com.sg/postfixture and click "Register On-line". If you would prefer to pay over the phone please complete the contact name and details and our Customer Services Team will call within 24 hours to take payment. As we treat your credit card information in the strictest confidence, please do not send payment details by email.

Credit card contact: _____ Department: _____

Direct phone number: _____ Email: _____

HOTEL INFORMATION

Mandarin Orchard Singapore, by Meritus

333 Orchard Road, Singapore 238867
Tel: +65 6831 6062 | Fax: +65 6737 3130 | Mobile No.: +65 8298 9442

Contact Person: Tan Ai Li
(Assistant Director Of Business Development, Catering Sales) Email: aili.tan@meritushotels.com
Website: www.meritushotels.com

PAYMENT TERMS

Payment must be received 10 business days prior to the event. To take advantage of discounts with an expiry date, registration and payment must be received by the cut-off date.

- Payment by bankers draft or cheque in S\$ or US\$ should be made in favour of "IBC Asia (S) Pte Ltd" and mailed to:
IBC Asia (S) Pte Ltd
c/o Informa Regional Business Services
103 Penang Road, Visioncrest Commercial #04-01, Singapore 238467
Attn: The Accounts Receivable Team

- Payment by bank transfer in S\$ or US\$ made payable to:
IBC Asia (S) Pte Ltd
A/C No.: 147-059513-001 (S\$)
A/C No.: 260-457866-178 (US\$)
The Hongkong and Shanghai Banking Corporation Limited 21 Collyer Quay, HSBC Building
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Bank Swift Code: HSBCSGSG
Bank Code: 7232

- Payment by Credit Card (AMEX, VISA or MasterCard). The best way to pay by credit card is through our secure portal built into the website. To pay by phone please indicate the contact name and details below and our Customer Services Team will call within 24 hours to take payment. Please do not send credit card information by email.

CANCELLATIONS / SUBSTITUTION

Should you be unable to attend, a substitute delegate is welcome at no extra charge. Cancellations must be received in writing at least 10 business days before the start of the event, to receive a refund less 10% processing fee per registration. The company regrets that no refund will be made available for cancellation notifications received less than 10 business days before the event.

IMPORTANT NOTE

Please quote the name of the delegate, event title and invoice number on the advice when remitting payment. Bank charges are to be deducted from participating organisations own accounts. Please fax your payment details (copy of remittance advice, cheque or draft to +65 6508 2407).

Attendance will only be permitted upon receipt of full payment. Participants wishing to register at the door are responsible to ensure all details are as published. Informa Connect Singapore assumes no further liability or obligation, beyond the refund of the paid registration fee, in the event of postponement or cancellation by Informa Connect Singapore.

DATA PROTECTION

The personal information entered during your registration/order or provided by you will be held on database and may be shared with companies in the Informa Group in the UK an internationally. Occasionally, your details may be obtained from or shared with external companies who wish to communicate with you offers related to your business activities. If you do not wish your details to be used for this purpose please contact our Database Department at Email: database.sg@informa.com, Tel: +65 6508 2400 or Fax: +65 6508 2408.

Please photocopy for additional delegates