

Organised by:  CONFERENCE CONNECTION

 A 2-Day Virtual Course on

The Science of Buying Bunker Fuels

Effective Bunker Procurement Management

24 - 25 May 2021

COURSE DIRECTOR
Ms. Irene Notias
*Managing Director, Founder/Sr. Bunker Broker,
Prime's Bunkersplus Services*

DELIVERED OVER THREE MODULES

UAE Time

Day One: 11am to 2.30pm (with a half hour break) | Day Two: 11am to 1pm**Day One: Monday, 24 May 2021****Module 1:** The ABC's of Bunker Fuel Buying – 1.5hrs**Module 2:** Buying Efficiently for Cost Savings – 1.5hrs**Day Two: Tuesday, 25 May 2021****Module 3:** The Bunker Game – 2 hrs**WHO SHOULD ATTEND**

Equipping attendees with the understanding of the bunker industry dynamics and discussing strategies for buying bunkers cost effectively, the course is designed for:

- Bunker Buyers
- Shipowner, Operator & Charterer Executives
- Shipmanagers
- Fleet Managers
- P&I Clubs & Claim Managers
- In-House Lawyers & Legal Departments
- Other Bunker Supply Chain and Bunker Industry Stakeholders including Accountants, Credit Managers, Shipping Agents, Port Authorities & Customs Manager
- Policy Makers

Key Issues & Trends To Be Covered

- Understanding the Changing Bunker Market Structure (Present vs Past Dynamics)
- Roles & Responsibilities of Players in the Bunker Fuel Supply Chain and the Effect of Seller & Supplier in the Buying Process
- Learning Where To Source and How To Buy Fuel
- Sales Contracts & Best Purchasing Practices
- International Standardization Post IMO 202
- Understanding Quality, Sampling and Testing Methods
- Availability of Credit in the Market
- Examining Issues and Challenges in Payments and Claims
- Variables that Control the Pricing Mechanisms

Media Sponsor



ABOUT THE COURSE

Just like cars need gas, vessels need fuel. Learn about the bunker inquiry process. Having to source for compliant fuels has made bunker procurement the heart of shipping companies' strategies and managing energy procurement, a top priority for now and in the future. With the onset of Covid-19, strategic supply chain planning and management has become an imperative for bunker players, with the focus of buyers being not only on fuel price, quality, and availability but also, on credit.

Course Objectives

Designed for new entrants as well as those seeking a refresher, this virtual training course focuses on examining effective and efficient fuel procurement strategies to deliver a vessel with the fuel it needs to run itself. The course will examine the entire fuel procurement process including transitions and shifts in the last 5 years covering:

- Procedures of the inquiry, purchase order, sales contract, delivery method, sampling and testing methods
- Current issues and challenges to payment and claim examples, including claims prevention for both the seller and buyer and the relevance of bunker brokers.

Course Methodology

The course will be taught **via a video conferencing platform**, covering a combination of theoretical and practical applications. The course instructor will adopt an interactive approach which will encourage **active participation, delegate engagement** and contribution through live sharing of views and experiences. A role play **will simulate real life scenario challenges and expose delegates to operations, logistics and crude prices in real time.**

Key Learning Outcomes

- **Make** smart purchasing decisions in a volatile market
- **Source** compatible & cost efficient bunkers in a timely manner
- **Optimise** the bunkering process and mitigate challenges & rising costs associated with IMO's 2020 sulphur cap regulations
- **Actionable tips** to help improve fuel purchasing and elevate your business' bottom line
- **Review** procurement best practices, pricing models and the supplier landscape
- **Incorporate** increased transparency & higher governance standards across the industry
- **Handling** shortfalls in credit availability

Technical Details for Joining Sessions

 Course Duration	 Recommended Technical & Browser Requirements											
<p align="center">Two Days of Sessions (UAE Time)</p> <p>Day One: 11am to 12.30pm & 1pm to 2.30pm</p> <p>Day Two: 11am to 1pm</p> <p>Timing in Other Locations</p>	<p>You will require:-</p> <ol style="list-style-type: none"> 1. An email address and access to a computer or laptop with a microphone & webcam and internet connection 2. Familiarity with accessing the internet to join the video conferencing platform 3. Adobe PDF Reader/Microsoft Word to read documents, and Microsoft Powerpoint to view presentations 4. Google Chrome as the recommended internet browser for ease of access to the video conferencing platform for joining sessions 											
<table border="0"> <tr> <td>D1: 10am to 1.30pm</td> <td>• Bahrain</td> <td>• Qatar</td> </tr> <tr> <td>D2: 10am to 12pm</td> <td>• Kuwait</td> <td>• Saudi Arabia</td> </tr> </table>		D1: 10am to 1.30pm	• Bahrain	• Qatar	D2: 10am to 12pm	• Kuwait	• Saudi Arabia					
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<table border="0"> <tr> <td>D1: 11am to 2.30pm</td> <td>• UAE</td> <td>• Oman</td> </tr> <tr> <td>D2: 11am to 1pm</td> <td></td> <td></td> </tr> </table>		D1: 11am to 2.30pm	• UAE	• Oman	D2: 11am to 1pm							
D1: 11am to 2.30pm		• UAE	• Oman									
D2: 11am to 1pm												
<table border="0"> <tr> <td>D1: 2pm to 3.30pm</td> <td>• Thailand</td> <td>• Cambodia</td> </tr> <tr> <td>D2: 2pm to 4pm</td> <td>• Vietnam</td> <td>• Indonesia</td> </tr> </table>	D1: 2pm to 3.30pm	• Thailand	• Cambodia	D2: 2pm to 4pm	• Vietnam	• Indonesia						
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D2: 2pm to 4pm	• Vietnam	• Indonesia										
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	• Hong Kong/Macao	• Perth										
		• Philippines										
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D2: 7am to 9am												
<p align="center"><i>Full joining guidelines and best practices will be provided for paid registrations, one week before the course dates</i></p>												

COURSE OUTLINE

(UAE Time)

Day One, Monday, 24 May 2021

Module 1 The ABC's of Bunker Fuel Buying 11am to 12.30pm	Module 2 Buying Efficiently for Cost Savings 1pm to 2.30pm
<ul style="list-style-type: none"> Introduction to fuelling up a vessel Definitions & terminology Who's who in the supply chain Pricing bunkers The purchase order and sales contract Delivery methods Basic commercial ethics 	<ul style="list-style-type: none"> Variables dictating the price mechanisms Understanding the processes and the roles of the players How to buy and where to source Credit & product availability Seller's terms and conditions Quality, sampling, testing issues

Day Two, Tuesday, 25 May 2021

Module 3 The Bunker Game 11am to 1pm
<ul style="list-style-type: none"> Review of Modules 1 & 2 Bunker Game based on a scenario of a bunker inquiry Learning about the supply chain players' perspectives through role playing Get a better understanding for better decision making Buyer's ultimate objective - How to win the best price Seller's ultimate objective – Winning the business

Send A Team And Save On Team Fees!

Full Fee US\$465 per person	Team Fee US\$415 per person
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YOUR COURSE DIRECTOR



MS. IRENE NOTIAS

Managing Director, Founder/Sr. Bunker Broker
 Prime's Bunkersplus Services

Irene Notias is a businesswoman who has been working in the Marine fuels (Bunker) Industry since 1999, as a bunker fuels broker. Her mission has been to help her clients sustain their businesses through efficient cost savings by strategy and consultation, training and educating via seminars and presentations. Irene's interest has always been on improvement. Hence, she has spent numerous years creating systems and procedures for her business besides producing educational presentations to train personnel and newcomers. She has authored several trade articles for Petrosport, World Bunkering, Ship & Bunker, besides numerous Greek Shipping trade journals. One of the most recent one being "The Achilles Heel of Shipping" published in the Maritime Executive, April 14, 2019.

A broker business of her own emerged in February 2002. Till today, Irene runs this company out of Greece and enjoys servicing Greece's finest shipowners and educating all stakeholders in the dynamics of bunker pricing, financing, and the supply value chain and how it affects the end user's interests, as well as the sellers.

She has organized and spoken in several forums, latest for Posidonia

2020 web series.

Prior to a career in bunkering, she worked in executive administration posts in a ship owning company and multi-national corporations like IBM & Nichiman America in NYC where she also created a startup business in wholesale and retail sales, lasting a decade. Later in Greece, she became a Systems Analyst for Ceres Hellenic Hydrofoils.

Irene is a graduate of Pace University, NYC, with a Bachelors in Business Administration (BBA) degree in International Management (minors Marketing & Political Science). She has also studied Human Relations at Brooklyn College's Master's Program in Psychology. She is an active member of IBIA and has sat on several boards of trade associations such as WISTA Hellas and is a Governor of the US Propeller Club Port of Piraeus. She founded the NPO, Project Connect, in 2015, to enhance youth employability in shipping companies and prevent brain drain in Greece – a common phenomenon in the Mediterranean. This same NPO is responsible for introducing and implementing the Adopt a Ship maritime educational program in Greek elementary schools which is now running in its 3rd school year. Like her favorite painting by Artist, Eva Divari, The Surfer, Irene has learned to ride the waves.



Conference Connection Pte Ltd

Contact us at Tel: 65-63380064 Email: shaman@cconnection.org
 Website: www.cconnection.org/buyingbunkers

Registration Details for Joining Sessions

THE SCIENCE OF BUYING BUNKER FUELS		<p>Important Registration Terms & Conditions</p> <ol style="list-style-type: none"> 1. Payment is required at registration or before commencement of the course. 2. Registration fees are for attendance at sessions and one set of course documentation. 3. Confirmation to join will be sent only to paid registrations. 4. No refunds will be provided but delegates can be substituted with written notification received by 17 May 2021 5. Alternatively, registrants may choose to transfer their registration to the next scheduled dates for the course <p>Data Protection Any client information (name, address and contact details) obtained during registration will be added to our database and may be used by Conference Connection to provide you with further information on its products and services. Conference Connection may make this information available to associated partners for marketing purposes. To restrict or update your particulars please contact database@cconnection.org</p> <p>Disclaimer Where matters beyond the reasonable control of the organisers impair or prevent the organisers from being able to perform their obligation under this event, the client releases the organisers from any liability, incidental or consequential, to such matters.</p>			
4 EASY WAYS TO REGISTER					
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; padding: 5px;"> By Phone Singapore 65-63380064 </td> <td style="width: 50%; padding: 5px;"> By Fax Singapore 65-63384090 </td> </tr> <tr> <td style="padding: 5px;"> Email info@cconnection.org </td> <td style="padding: 5px;"> Web www.cconnection.org/events/buyingbunkers </td> </tr> </table>	By Phone Singapore 65-63380064	By Fax Singapore 65-63384090	Email info@cconnection.org	Web www.cconnection.org/events/buyingbunkers	<ol style="list-style-type: none"> 1. All registrations must be on the prescribed form or in writing and will be on a confirmed basis unless otherwise notified in writing. 2. All registrations will be on a confirmed basis unless otherwise notified in writing 3. All discounts are mutually exclusive and at the discretion of the organisers 4. A 7% goods and services tax (GST) will be applicable to all Singapore-based companies 5. Organisers reserve the right not to accept prior registrations without payment or to screen registrants as it deems appropriate.
By Phone Singapore 65-63380064	By Fax Singapore 65-63384090				
Email info@cconnection.org	Web www.cconnection.org/events/buyingbunkers				

Registration Fees

Select the relevant option. A 7% goods and services tax (GST) will be applicable to all Singapore-based companies

A. Full Fee

B. Team Fee

(2 or more persons)

US\$465 per person	US\$415 per person
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I wish to register:-

Registration Details

Delegate 1:

Delegate 2:

Name:	Name:
Title:	Title:
Company:	Company:
Address:	Address:
Tel:	Tel:
Mob:	Mob:
Email:	Email:
Biz. Activity:	Biz. Activity:

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