

Knowledge bank

Two new books published by Petrosport provide further valuable insights into the multi-faceted and complex marine fuels industry

The beautiful city of Cartagena in Colombia was the venue for the launch of another book from Petrosport, *Commercial Practice in Bunkering*, written by the well-known industry expert Nigel Draffin. The opportunities for enthusiastic debate and, of course, for all-important business networking provided by the *Maritime Week America's* conference in May created the perfect environment for the introduction of this well-researched, highly detailed and engagingly written publication to the global bunker industry.

Commercial Practice in Bunkering adds to the important knowledge bank of information on bunkering established by Nigel's earlier books: *An Introduction to Bunkering* (2008), and the Spanish language version *Guía de Abastecimiento del Combustible Marino, An Introduction to Fuel Analysis* (2009), and *An Introduction to Bunker Operations* (2010).

In his new book, Nigel gives key guidance and information on the process and methods of buying and selling bunker fuels. It assumes a little knowledge of vessels and bunker fuels and is intended to be a ready reference for those who need to understand how the commercial side of the business really works.

Any commercial deal between a seller and buyer can be frustrated at any stage of the process, and bunkering can be particularly prone to contractual problems. With this in mind, the book examines every aspect of the commercial deal, from the buyer's enquiry

to the suppliers' offers, terms and conditions, the contract and each party's obligations.

The reader is deftly guided through the enquiry, pre- and post-fixing, ownership profiles and responsibilities, sellers' terms and conditions, finance and the use of bunkering software and the Internet. Along the way, it also covers issues such as defaults, claims and debunkering.

Importantly, and for the first time in print, the book also dissects the latest edition of bunker quality standard *ISO 8217:2010* and draws useful comparisons with its predecessor, *ISO 8217:2005*.

Commercial Practice in Bunkering includes multiple examples of clauses drawn from real contracts and practical advice on how to interpret them. There is also a chapter devoted to the costs – and potential financial penalties – of increasingly stringent international environmental regulations.

As can be expected from a book written by Nigel Draffin, this publication also includes an impressive amount of informed detail on those areas of bunkering that are often ignored, and there is an extensive glossary, comprehensive indices and appendices, as well as a very useful 'where to go' section.

No sooner had the world of bunkers had time to digest this latest tome than another book was ready to emerge from the Petrosport stable.

As Nigel Draffin succinctly explains about the commercial deal: 'It can be frustrated at any stage of the process, by either party or – on occasion – by third parties.' And so, in *Legal Issues in Bunkering – An Introduction to the Law Relating to the Sale and Use of Marine Fuels* by Trevor Harrison, there is a wealth of information to be found on the

Petrosport publishes *Bunkerspot* and *Cargo Security International* magazines and online services, as well as a growing library of books on marine fuels and marine surveying. It also organised a range of training courses, educational seminars and international conferences, including *Maritime Week Americas* and *Oil & Shipping Africa*.

For more information on Petrosport's bunker books, see www.petrosport.com/books.



legal intricacies of bunkering as well as an extremely useful section on what to do when the bunker deal becomes litigious.

The author is well versed in the complexities of the law as it relates to bunkers. Trevor qualified as a maritime lawyer over 30 years ago, and now practises as a maritime arbitrator, mediator and legal consultant with a particular expertise in bunkering.

His new book offers a fascinating and very accessible investigation into the legal aspects of bunkering. He covers the basics of the Law of Contract, looks at the particular features of bunker contracts, and has produced a focused and systematic explanation of what sellers include in their Terms and Conditions.

The second section of the book deals with what happens when things go wrong, including unpaid bills, ship arrest, and quantity, quality and charterparty disputes. The final part of the book covers regulations and conventions, such as the MARPOL

Convention and Annex VI, and also discusses liability in relation to oil pollution. Extensive appendices cover issues such as the very important *Sale of Goods Act 1979*, the *Unfair Contract Terms Act*, arrest in England and in the United States, bribery and corruption, and the BIMCO Standard Bunker Contract.

No single volume can contain the vast quantities of information locked inside the many dusty legal volumes on library shelves, but Jonathan Lux, who penned the book's foreword, sums up the aims and achievements of this publication admirably: 'It covers legal issues that one might expect to find in a volume 10 times larger, distilling the salient points and thankfully summarising the more arcane bits.'

Finally, for those avid readers of bunker books who still thirst to know more about the industry, be reassured, there are more in the publishing pipeline. So watch this space!

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