





# BUNKER SALES & TRADING

Featuring Risk Management and Operations

Offered jointly by Petrosport and the Malta Petroleum Training Academy.

**29-31 JANUARY 2018** • THE LIFE SCIENCE PARK - MALTA

This NEW **three-day** training course covering all aspects of:

- bunker sales and supply
- operations
- trading and risk management.

The international bunker markets will be covered, together with quality issues, pricing and the effect of emission controls.

As part of the programme, it is planned to organise a visit to a local oil storage terminal.

Price: £2,005

REGISTER

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**9-10 JULY 2018** • ACCRA - GHANA

This is a NEW **two-day** training course covering all aspects of bunker sales and supply, operations, trading and risk management. The international bunker markets will be covered, together with quality issues, pricing and the effect of emission controls.

A wide range of presentations are included, but these will be supplemented by interactive discussions and practical exercises for delegates to work on in small syndicate groups, simulating real-life examples from the areas covered in the course. This reinforces understanding and generates a high energy and enjoyable learning environment.

Price: £1,095

REGISTER

# THE OXFORD BUNKER COURSE (ADVANCED COMMERCIAL)

This two-day intensive commercially-oriented bunker course is very well suited to those with a working knowledge of bunkering who require more detailed knowledge of the key elements of the commercial deal.

## What will it cover?

The course covers commercial, operational, financial, technical and legal issues in some depth.

- bunker and voyage planning
- costing and pricing
- chartering
- terms and conditions and bunker clauses
- credit and insurance
- banking
- specifications and procedures
- risk management
- environmental and other regulations
- accurate measurements
- dispute avoidance and resolution and claims

Practical exercises, tests and comprehensive course literature for future reference and ongoing study provide a thorough background to the commercial side of the industry.

## Is it right for me?

This highly-focused advanced-level commercial bunker course will be relevant and useful for all marine fuel professionals, bunker suppliers and traders, shipowners, charterers and managers, lawyers, surveyors, agents and testing agencies.



**2 Day Course**

**Price - £1,295**

**(Early Bird - £1,095)**

[VIEW PROGRAMME](#)

**5-6 MARCH 2018**

INTERCONTINENTAL  
DUBAI MARINA - DUBAI

AS PART OF  
MIDDLE EAST BUNKERING  
CONVENTION

[REGISTER](#)

Early Bird ends 30 January

**7-8 MAY 2018**

HILTON PANAMA  
PANAMA

AS PART OF  
MARITIME WEEK AMERICAS

[REGISTER](#)

Early Bird ends 28 February

**20-21 NOVEMBER 2018**

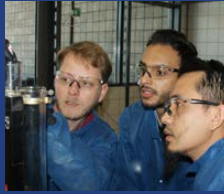
PIRAEUS

SPECIAL IN-HOUSE OFFER  
**£975**

[REGISTER](#)

# **BUNKER EXPERIENCE**

BARGE DAY | LAB DAY | PORT DAY | CLASSROOM



This **three-day** Course presents an unbeatable combination of intensive classroom teaching and real-life bunkering experience. Focusing on barge operations and sampling, testing lab procedures, bunker quality, onboard fuel handling and ship type familiarisation.

Guaranteed to provide a rock solid intellectual and practical introduction into the three most important hands-on elements of the bunker business.

The morning classroom sessions are geared towards preparing students to make the most of the afternoon 'real life' experience of working on a bunker barge, working in a testing laboratory and going to sea for close-up views of different types of ships at the anchorages and terminals.

30 APRIL -  
3 MAY 2018

## ROTTERDAM

Price: €2,995

The price of this event includes:  
a pre-course dinner,  
accommodation, lunch,  
refreshments and course  
materials.

[REGISTER](#)

8-11  
OCTOBER 2018  
SINGAPORE

Price: £1,995

The price of this  
event includes:  
lunch, refreshments and  
course materials.

[REGISTER YOUR INTEREST](#)

TBC

## PANAMA

Price: \$2,995

The price of this  
event includes:  
lunch, refreshments and  
course materials.

[REGISTER YOUR INTEREST](#)

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[VIEW PAST ATTENDEES](#)

[www.bunkerevents.com](http://www.bunkerevents.com)



## BUNKER PRICE RISK MANAGEMENT SEMINAR

AS PART OF  
MARITIME WEEK AMERICAS

**8 MAY 2018** • HILTON PANAMA - PANAMA

This half-day seminar will provide attendees with an overview of hedging tools and risk management in the oil markets, with particular emphasis on introductory swaps and options used in the oil trading business.

The event will focus on the fundamentals of hedging using futures, options and swaps to provide delegates with a background in the marine fuels sector with a useful, basic understanding of how to discuss hedging strategy with internal management and use these tools in practice.

Current examples and case studies will be used to apply 'real world' situations to hedging and managing both physical barrel and financial contracts risk.

MWA BROCHURE

Price: £495 [REGISTER](#)



## BUNKER DISPUTE RESOLUTION WORKSHOP

AS PART OF  
MARITIME WEEK AMERICAS

**8 MAY 2018** • HILTON PANAMA - PANAMA

This half-day highly professional interactive workshop on bunker dispute resolution will address the causes of bunker disputes, the resolution of those disputes when they happen and the avoidance of those disputes so that they don't happen in the first place. It will look at how changing economic and regulatory conditions may give rise to new disputes – whether about bunker quality, quantity, delivery or payment issues – and examine ways that such disputes may be resolved.

[www.maritimeweekamericas.com](http://www.maritimeweekamericas.com)

Price: £495 [REGISTER](#)

# THE OXFORD BUNKER COURSE (Residential)



**5 DAY COURSE**

**Price - £3,495**

Registrations are subject to VAT at the prevailing rate.

Venue

**Cotswold Lodge Hotel  
OXFORD**

The price of this event includes accommodation, lunch, refreshments and course materials.



**VIEW PROGRAMME**

**14 - 18 MAY 2018**

**REGISTER**

**10 - 14 SEPTEMBER 2018**

**REGISTER**

**A world-renowned intensive residential training course, designed for newcomers to the business and for those who may already have some experience.**

## What will it cover?

The programme is led by Nigel Draffin (Academy Director), backed by a dedicated team of highly respected experts, spanning every discipline within the international bunker industry. Together, the team ensures that every student leaves the course with a solid understanding and far greater knowledge of the bunker industry.

The programme includes a range of high-quality lectures on the technical, operational, commercial, financial and legal aspects of bunkering, including case studies, discussion groups and practical demonstrations. All students receive comprehensive course documentation for later reference and ongoing training.

## Is it right for me?

A full and exciting social programme – including a tour of Oxford and its University and a course dinner – makes this training course one of the best networking opportunities for newcomers. During the week, all students meet and work with the experts and have an extraordinary opportunity to build long-term relationships with their peers from all sectors of the business.

“ The course equips, informs and communicates the principles of bunkering in its widest format. It is delivered by experts across the industry. It is an opportunity to ask questions, to take part and to develop concepts, practices, experience and to apply in the changing world of the marine fuel industry.”

*Capt. Peter Hall, Chief Executive, IBIA*



**If you have five or more people that need training in the same subject, our in-house training could be the best and most cost-effective approach.**

- Choose from our specialist courses
- A cost-effective way to develop key skills
- Courses held where and when you want
- Save on travel and accommodation costs
- Reduce staff time away from the office
- A great way to boost performance!

**CPD APPROVED BY**



All Petrospot training course's are IMarEST CPD Accredited

All of our courses can be delivered exclusively for your organisation at a date and location that suits you best. In-house training is highly effective in delivering new knowledge and skills quickly. It focuses on the needs of your teams and achieving your business objectives.

For further details please call

**+44 1295 84455**

email [sales@petrospot.com](mailto:sales@petrospot.com)

# BUNKERSPOT

## The essential and authoritative source of information for marine fuels professionals.

Our aim is to provide a comprehensive, accurate – and always independent – view of the multi-faceted global marine fuels industry.

Bunkerspot magazine focuses on the technical, operational, commercial, environmental and legal aspects of bunkering, and also keeps its readers up to speed on innovations and trends in vessel and fuel efficiency technologies.

The Bunkerspot website includes a subscription-based real-time news and pricing service, as well as information channels, industry announcements and updates on conferences, exhibitions and other key events.



Subscribe to Bunkerspot  
[www.bunkerspot.com/subscribe](http://www.bunkerspot.com/subscribe)



## BPi

### Bunkerspot Price Index

If you need accurate, up-to-date bunker price indications in an easy to use and highly cost-effective format, BPi ticks all the boxes.

The **Bunkerspot Price Index** offers spot bunker prices in over 350 global ports, updated daily and with easy to see tracked price changes.

Delivered via the *Bunkerspot* website or through the BPi app, this bunker price service offers 'live' crude oil, gasoil and LNG futures prices, historic fuel oil and gasoil prices, and instant price comparisons across all ports.

BPi also enables the user to create a 'favourite ports' page and set up price alerts.

[www.bunkerspot.com/bpi](http://www.bunkerspot.com/bpi)

### Port Reports

#### Petrospot + 20|20 Marine Energy – market intelligence on global bunker ports

Each report focuses on the commercial, logistical and environmental issues driving the changes and developments in each local market. This includes an expert summary of commercial operations at each location, information on current and historic bunker demand, an overview of fuel suppliers and market share, storage facilities and fuel delivery options and providers.

The port profiles also examine the factors that influence local bunker prices and offer useful comparisons with competitor ports. The reports will also assess product sourcing and availability and examine the issues that may affect current and future supply, including the 0.5% global sulphur cap in 2020, and the alternative fuel supply options in each port.

[www.petrospot.com/port-reports](http://www.petrospot.com/port-reports)

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