

---

## ***New Learning Opportunities For Bunker/Maritime Professionals***

*Stellar Consulting Group is pleased to provide an introduction to the bunker business and important updates on key international policies and regulations that will affect the bunker and shipping marketplace in Asia-Pacific. This course qualifies for the **Maritime Cluster Fund subsidy of 70%**.*

---

## **BUNKERING – Loss Awareness and Operational Efficiency**

An essential and comprehensive two-day course that equips bunker and shipping industry professionals with the A to Z of the bunker market place, its structure, contractual standards, domestic/ international regulations, the refining process and bunker operations.

### **Key Issues Covered include:**

- History and commercial evaluation of the bunker business
- De-mystifying the bunker deal and deal makers: Buyers, Sellers and Others
- Avoiding mistakes and controlling costs in the bunker contract
- Fuel oil production, technical specifications and refining process
- Significance of ISO and CIMAC specs and standards on buyers and sellers in Asia
- Bunkering operations from shore tanks to storage on board receiving ship
- Methods of delivery governed by ISO 13739 and SS600

---

### **This course will be essential for:**

- New entrants to the bunker business who are looking for an introduction to the bunker market and operations
- Cross functional training for maritime professionals who are seeking to enhance their knowledge of a highly successful niche market. It will provide both groups with a strong foundation in the structure and operation of the bunker market place, its relationship with the global oil markets and how the fuel oil bunkering industry is being shaped by international developments.

**To Register contact: Andrew @ Tel: +65 63365458**

**Fax: +65 65388197**

**Email: [Andrew@anisahassan.com](mailto:Andrew@anisahassan.com)**

## COURSE AGENDA

29 – 31 July 2013

### **Background/Introduction**

- History of the oil industry, shipping industry and bunker industry
- How they develop into what we see today

### **Refining and Fuel Oil Production and usage**

- Simple refining
- Cracking and full conversion Refineries and their impact on the fuel oil yield
- Wants of the refiners versus needs of the consumers
- Fuel oil markets and consumption
- Demand for and utilization of fuel oil in different markets
- Other factors affecting the bunker market

### **Fuel Oil Properties**

- Properties of fuel oil
- Specifications – International Standards Organization (ISO) and International Council on Combustion Engines (CIMAC)
- Evolution and significance of ISO & CIMAC

### **CIMAC**

- Analysis, carrying out tests
- Repeatability and reproducibility

### **From Refinery to the ships engine**

- Storage ashore
- Fuel delivery

- Delivery method in compliance with ISO 13739 and SS600
- Importance of sampling, measurement, storage and treatment on Board the Ship
- Potential problems and solutions for fuel-powered ships
- Oil spills and its consequences in the market Place
- Who are the parties involved in a typical bunker deal?
- Who are the buyers?
- Different types of buyers are there?
- Different types of sellers and the differences between them
- Other parties involved in the deal (sales and purchase of bunker)

### **Purchasing the Fuel**

- Fuel purchase process and the importance of terms and conditions
- The bunker contract and its significance
- Avoiding mistakes and measures to control costs Legislation
- IMO, Europe and California
- How rules and regulations in different jurisdictions work in practice
- Impact on suppliers, buyers and consumers of bunker fuel
- Fuel of the future – LNG, distillates or fuel oil



### **WHO SHOULD ATTEND**

- Bunker Fuel Producers, Refiners and Suppliers
- Bunker & Marine Managers, Traders and Sellers
- Ship Owners, Brokers, Charterers & Operators / Ship Handling Companies
- Bunker / Lubricant / Fuel Oil Traders, Engineers & Operators

- Marine / Cargo / Terminal / Berth / Superintendents, Pilots, Surveyors & Engineers
- Classification Societies
- P&I Club & Hull and Marine Insurers/Surveyors
- Maritime Lawyers and Contract Specialists
- Risk Managers from National Oil Companies and Oil Majors

**To Register contact: Andrew @ Tel: +65 63365458**

**Fax: +65 65388197**

**Email: Andrew@anisahassan.com**

## **KEY BENEFITS OF ATTENDING**

- Discover how the industry developed and how it came to be the way it is today
- Learn about fuel oil production and its technical specifications to gain an insight into the refining process
- Understand the operations' aspect from shore tank to storage on board the receiving ship
- Examine the sampling requirements and existing procedures for SS6600 from which ISO13739 is broadly derived
- Analyse the evolution and impact of specifications outlined by ISO & CIMAC
- Assess the requirements of IMO, European and North American legislations and their impact on Asia

---

## *Trainer's Profile - Capt Ravi Sinha*



Capt. Ravi is an experienced Master Mariner with container ships, bulk-carriers, passenger ships and general cargo ships experience on British flag vessels. He has worked both on board vessels and in shipping line offices in ship management role.

He is also a Logistics operation professional with vast experience in international transportation by air, sea, road and rail. And has experience in

setting-up Custom Broking + Logistics Companies in India from start-up stage and ensuring planned growth to achieve optimum status in industry.

Ravi is a Member of Chartered Institute of Transport – London (CIT) since 1982. He later became the Chairman of Chartered Institute of Transport – India and has attended various International Council Meetings of CIT representing India.

His experience in setting-up Shipping Line and Port Operations in Middle East has served him well.

Besides Broking & logistics, Ravi has experiences as an International Trading and Financial Services Consultant with broad experience in all aspects of bank instruments and financial management.

- Experienced in Sale and Purchase of precious commodities (particularly Gold Bullion, Dory Gold and Gold Dust).
- Experienced in Sale & Purchase of established Currencies.

**Royal Marine Management Pte Ltd – Marine Director (2008 - Present)**

**Thome Ship Management PTE. LTD - Marine Superintendent (2007 – 2008)**

**ADNATCO - NGSCO - Master Mariner & Marine Superintendent (2002 – 2007)**

**To Register contact: Andrew @ Tel: +65 63365458**

**Fax: +65 65388197**

**Email: [Andrew@anisahassan.com](mailto:Andrew@anisahassan.com)**