

IBIA BASIC BUNKER COURSE

PROGRAMME

**Content aimed at those people new to the
Bunker Industry with less than two years experience**

**Object – to provide all round knowledge of the various elements of the
bunker industry**

TIME	
09.00	Introduction to the Bunker Business
	What are bunkers? Ships, Ports and Agents. The Players: - Buyers/Sellers/Brokers/Deliveries. The Oil and Shipping Markets.
10.00	The Commercial Deal
	Enquiry: - Quantity, Grade, Location, Date, Special Conditions. Offers: - Validity, Credit, Negotiations, Counter – Offers, Acceptance. Contract and Responsibilities, Confirmation, Invoice and Settlement
11.00	Coffee
11.30	The Game
	A role playing exercise
12.30	Lunch
13.30	Operations
	Where, when, why and how much? Port restrictions. Liaison and Communications. Delivery Methods. Customs Requisition and Receipt Forms
14.30	Technical
	What are Marine Fuel, Diesel and Gasoil? Specifications. Handling before and after delivery. Analysis. Blending. Problem areas
15.30	Coffee
16.00	Real Life
	Disputes – Quantity – Quality. Examples of Real Disputes. The basic causes and effects of: - Demurrage/Delay, Cancellation, Payment Problems, Legal Liabilities. How to avoid disputes
16.50	Wrap up and Feed Back