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Academy



LNG Shipping Operations, Freight Economics and Deal Optimisation

Master LNG Value Chain: From Cargo Operations to Deal Optimisation—With Practical Tools for Navigating Today's Dynamic LNG Market.



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Course Overview

This intensive course gives you a comprehensive mastery of the LNG value chain, focusing on cargo operations, freight economics, and commercial optimization. Blending technical knowledge with commercial strategy, this course gives you practical skills you can apply immediately. You'll master LNG physical properties, cargo containment systems, handling procedures, and propulsion technologies while developing expertise in time charter contracts, voyage economics, and deal optimization strategies. Through practical case studies and expert instruction, you'll gain immediately applicable skills in custody transfer management, dispute resolution, and portfolio optimization—essential knowledge for maximizing value in today's dynamic LNG market.

Who Should Participate

This specialized course is ideal for:

- **Commercial Managers and Traders** from energy companies, trading houses, and utilities involved in LNG procurement, trading, and portfolio optimization
- **Shipping Professionals** including chartering managers, vessel operators, and superintendents responsible for LNG vessel operations and voyage management
- **Terminal Operators** and personnel involved in cargo handling, custody transfer, and ship-shore interface management
- **Risk Managers and Analysts** seeking deeper understanding of operational and commercial risks in LNG shipping
- **Legal and Contract Specialists** working with LNG cargo and shipping contracts
- **Technical, Operational Superintendents** and staff transitioning to commercial roles
- **New Entrants** to the LNG industry seeking comprehensive knowledge of the technical and commercial aspects of LNG shipping

Key Benefits

- Understand the complete lifecycle of LNG cargo handling from physical properties and containment systems to loading/discharge procedures and custody transfer protocols
- Analyze and negotiate key clauses in LNG time charter agreements, understanding cost allocations and operational responsibilities between vessel owners, managers, and charterers
- Apply sophisticated freight calculations comparing hire rates, freight costs, and Time Charter Equivalent (TCE) to make informed commercial decisions
- Develop tactical approaches to LNG portfolio management across different business models, understanding arbitrage opportunities and freight fundamentals
- Develop strategies for handling demurrage, time loss, quality and quantity claims, and other commercial disputes specific to LNG shipping



Day 1: Introductions, Opening Quiz

LNG Physical properties:

- Energy Density & Conversion Factors
- Fuel Oil Equivalent (FOE) Factor

Cargo Containment

- Reviews of main designs and their evolution
- 5-year vs. "Trading" Tank Cycles and their impact on day-to-day operations
- Heel, Gas-Up & Cool-Down: operational, contractual and commercial considerations

Propulsion Systems

- From steam turbine to diesel-electric to slow-speed diesel
- How this has evolution has led towards the workhorse Neo-Panamax design
- Impact of decarbonisation legislation and impending phase-out of steam propulsion
Final round-up

Day 2 : Recap of Day 1 and Setting the agenda

Cargo Equipment, Handling Process & Procedures

- Pumps, HD/LD Compressors, vapouriser, etc.
- Full and partial reliquefaction plants (incl. Sub-Coolers)
- Line-cooling, ramp-up, topping-off and (Emergency) shut-down
- Preparing the ship and cargo prior to load and discharge

Custody Transfer and Q&Q disputes

- Gauging and Calibration Systems, GIIGNL Guidelines
- CTMS methodologies and parameters, Certificates and Documentation
- Errors, Disputes, e.g. ship/terminal energy usage, equipment failure, etc.

LNG Time Charter Contracts

- Why time charter is the ubiquitous format for LNGCs
- Principal Formats
- Key Clauses in ShellLNGTime2

Day 3: Recap of previous days and setting the agenda

Voyage Economics

- Distinction between Freight Income and Unit Cost vs Hire and TCE
- Critical importance of Ballast Bonus in short-term chartering
- Calculation examples

LNG Freight Trading Case Study (part 1)

- Freight trading tactics and practical considerations
- The art / skill of thinking two to three moves ahead: positioning, triangulating, etc.

LNG Freight Trading Case Study (part 2)

- Calculating the different outcomes of chartering / positioning decisions

Day 4: Recap of previous days and Summary

Voyage Management and Optimisation Concepts

- Critical importance of Voyage Orders – understanding "The Chain"
- Case Study: Common Errors in Orders and Communications
- Distinction between Deal and Voyage Optimisation
- Decision Support Systems – a confusing landscape

Time loss (demurrage) and other commercial disputes

- From Letter of Protest to Arbitration: Resolution pathways
- Claims under which Contract?
- Challenges with demurrage (time loss) under a time charter contract

Challenges and Changes to the competitive landscape

- Cargo and Shipping Contracts – formats and duration
- Pricing – from oil indexation/S-curves to Hubs
- Suppliers/importers/portfolio aggregators/traders; many traditional archetypes are moving across the supply chain
- The possible and current impact of Sanctions, Tariffs and broader geopolitical events and tensions on supply chains and contract wording

Assessment At The End Of The Course

- Online Test will be taken place after the course as Multiple Choice Questions Format.
- Schedule for Live Online Training: 5:00 - 5:30 PM SGT



Paul Veldhuizen

After a stint at sea as dual-certified officer on a variety of tankers, and obtaining an MSc in International Shipping from Plymouth University in 1985, Paul joined what is now Shell Trading & Shipping (STASCO) in London where he held various roles: Business Analyst, Product and LPG Charterer, Head of Claims, Demurrage and Cargo Care and then Global Head of Freight Operations for Shell Trading.

In 2002 he joined the emerging LNG Supply Trading business with a posting as GM Shell Western LNG (Barbados), followed by a posting in The Hague as Head of Global LNG Operations before moving to Qatar as VP Shipping for a newfound petroleum products marketing entity. Paul returned to London in 2010 to join the Maritime and Shipping Division of Shell Shipping & Maritime as Head of Fleet Operations from where he retired in July 2017.

Paul remains passionate about the LNG industry and shipping in particular, and has set up a training and consultancy business which encompasses numerous prestigious clients across the globe in various disciplines. His Dissertation on Freight Futures was published by Lloyds Press in 1990 and his passion for academic research continued with a 2-year stint as Academic Course Director with Lloyd's Maritime Academy on their Diploma in Maritime Business Management.



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Course Name	Location/Format	Course Parts	Course Dates	Standard Price
LNG Shipping Operations, Freight Economics and Deal Optimisation	Live Digital	All 4 Parts	10 - 13 November 2025	SGD \$2,995

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Course fees include documentation, luncheon and refreshments for in-person learners. Delegates who attend all sessions and successfully complete the assessment, will receive a Informa Certificate and any applicable partner certificates. A hard copy will be provided to in-person learners and a soft-copy will be provided to virtual learners.

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Delegates requiring visas should contact the hotel they wish to stay at directly, as soon as possible.

To avoid delays, please ensure you apply for your visa several weeks before your intended travel date. Visa processing times can vary.

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