

**BIMCO**

# **SALEFORM**

## **SEMINAR**

**Athens**  
11 February 2020

**BIMCO TRAINING**

## Programme

- 09:00-09:30 *Registration & coffee*
- 09:30-10:15 **The development of NORWEGIAN SALEFORM:**
- the development of SALEFORM from 1987 to 1993 and 2012.
- 10:15-11:00 **Preamble and details:**
- Memorandum of Agreement
  - identification of seller and buyer
  - correct date of agreement
  - definitions clarified.
- 11:00-11:20 *Coffee*
- 11:20-12:15 **Clauses 1-3:**
- purchase price
  - deposit
  - payment.
- 12:15-12:45 **Clauses 4-5:**
- inspections
  - notices/time and place of delivery.
- 12:45-13:30 *Buffet lunch*
- 13:30-14:00 **Clauses 6-7:**
- divers inspection / dry-docking
  - spares, bunkers and other items.
- 14:00-14:45 **Clause 8-12:**
- documentation
  - encumbrances
  - taxes, fees and expenses
  - condition on delivery
  - name/markings.
- 14:45-15:15 *Coffee*
- 15:15-15:45 **Clauses 13-16:**
- buyers' default
  - sellers' default
  - buyers' representatives
  - arbitration.
- 15:45-16:30 **Clause 18**

## Speakers

TBN

## Organiser



### Peter Grube

Peter is Head of Training, responsible for developing and delivering BIMCO courses and seminars world-wide. He joined BIMCO's Support & Advice in 1990 and was later appointed Marketing & Sales Director. Prior to joining BIMCO he worked at a shipowning office in Copenhagen, as well as a sale & purchase broker in Greece.

Peter Grube is a graduate from the Danish School for International Marketing & Export and is a Chartered Shipbroker (FICS). He holds a Master's in Education and Learning from Roskilde University (RUC).



### Elena Tassioula

Elena is General Manager of BIMCO for Greece and Cyprus based in Athens. She is also responsible for the execution of BIMCO training and seminars in Greece and Cyprus. Prior to joining BIMCO she worked for a shipowner in Singapore and Athens and before that in the energy sector. She has wide international commercial and managerial experience, a degree in International Marketing and Strategy and speaks 6 languages. Elena is a member of WISTA.

## Venue

### Where will the course be held?

The course venue will be confirmed approximately 8 weeks before the start of the course so we can find a suitable venue for the number of participants.



**For more information, please contact:**

Bagsvaerdvej 161, DK-2880 Bagsvaerd, Denmark

**Tel: +45 4436 6832**

**Email: [training@bimco.org](mailto:training@bimco.org)**

**Web: [www.bimco.org/training](http://www.bimco.org/training)**

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