



# SUMMER SHIPPING SCHOOL

## PROGRAMME

**Copenhagen**  
20-24 June 2022

 **BIMCO TRAINING**

## Day 1, 20 June

09:00-09:30 **Opening remarks**

### The big picture

09:30-10:30 **Stakeholder overview – the big picture**

The international maritime sector heavily regulated. Through overarching and overlapping international conventions regulating trade and safety, the industry aims to create a level playing field for all stakeholders. This session serves as a roadmap for a wide range of topics for the remaining part of the week.

10:30-10:50 **Break**

10:50-11:50 **Maritime market and economics**

The first session introduces the overall economic drivers and how this is applied to take decisions in international shipping. The aim of the session is to provide a snapshot of the knowledge needed to be able to link developments in shipping markets to worldwide global trade and politics.

11:50-13:00 **It's all in the contract:**

- why BIMCO standard contracts play a vital role in sustaining shipping
- who writes them and how do they become "standards"
- current major contract projects
- decarbonisation and digitalisation
- filling in the gaps – why individual clauses are such an important part of BIMCO's work
- key standard clauses in context
- the challenge of outdated documents and the importance of authenticated contracts
- the future of charter parties.

13:00-14:00 **Lunch**

14:00-15:15 **An overview of international trade:**

- shipping and contracts
- How do the safe contracts, letters of credit, charters, bills of lading and the insurance policy all fit together?

15:15-15:30 **Break**

15:30-17:00 **Dispute resolution:**

- what you need to know about arbitration and litigation.

18:30 **Dinner at KolleKolle**



## Day 2, 21 June

### Chartering

09:00-10:30 **Introduction to time chartering**

- duration
- payment of hire
- offhire and performance claims
- the duty to trade between safe ports and comply with legitimate employment orders
- redelivery and geographical ranges.

10:30-10:45 **Break**

10:45-12:15 **Introduction to voyage chartering**

- description of the vessel and seaworthiness
- freight; definition and calculation, deadfreight; payment and deductions from freight
- problems in the performance of voyage charterers; cancellation, breach of contract by owners or charterers, LOI's, cargo damage, casualties and general average.

12:15-13:15 **Lunch**

### Laytime and demurrage

13:15-14:00 **Introduction to laytime and demurrage:**

- How is laytime calculated?
- When does laytime start to run?
- What suspends the running of laytime?
- Is demurrage the only remedy for delay?

14:00-14:15 **Break**

### Bills of lading

14:15-16:15 **Introduction to bills of lading:**

- a consideration of the three functions of the bill of lading and an explanation of why the bill of lading is such a fundamentally important document.

16:15-18:00 **Case study 1**

18:30 **Dinner at KolleKolle**



## Day 3, 22 June

### Navigare necesse est!

- 09:00** *Bus leaves for Force Technology*
- 09:30-11:00** **Ship design and development: Force Technology – DMI (Division for Maritime Industries):**  
Conducted tour including towing tank, wind tunnels and bridge simulator facilities.
- 11:15-12:00** *Light lunch at BIMCO House*
- 12:00** *Bus leaves for Maersk Museum*
- 12:30-13:30** **Private and exclusive tour of the Maersk Museum in Copenhagen:**  
The museum, which is not open to the public, is located next to the Maersk Headquarters. The visit to the museum is a visual tour of the origins and development of one of the world's largest international shipping conglomerates.
- 13:30** *Bus leaves for Maersk Broker*
- 14:00-15:00** **Maersk Broker**  
Shipbroking is an integral part of the global shipping industry. As intermediaries between shipowners and charterers or buyers and sellers of vessels, they serve as an important bridge between parties with different commercial priorities. Brokering has evolved into a wide range of financial services and business intelligence for their customers.  
The staff at Maersk Broker will introduce the company, their daily tasks.
- 15:30-16:30** **Port and canal tour – Port of Copenhagen**
- 16:30** **Copenhagen on your own**

## Day 4, 23 June

### When things go wrong...

- 09:00-09:45** **Maritime & cyber security**
- 09:45-10:45** **P&I Insurance:**
- features of P&I Insurance
  - services of P&I Clubs
  - International Group.
- 10:45-11:00** *Break*
- 11:00-12:30** **Cargo claims and cargo damage**
- 12:30-13:30** *Lunch*
- 13:30-14:30** **Letters of indemnity:**
- when to be used
  - position of the P&I Club
  - guidelines in relation to LOI's.
- 14:30-16:30** **Case study 2**
- 16:45** *Bus leaves for Danish Maritime Museum*
- 17:40** *Arrival at Danish Maritime Museum and group photo at Castle Kronborg*
- 18:00-19:00** **Conducted tour of the Danish Maritime Museum**
- 19:00** **Evening off in Helsingør to celebrate Sankt Hans.**  
*Sankthansaften is midsummer evening in Denmark. The celebrations are a mix of pretty much everything. But, for most people, it's simply an evening of friends and family topped with plenty of hygge around a glowing bonfire! We will arrange for dinner for everybody in Helsingør*
- 22:00** *Bus returns to KolleKolle*

*During the day, we will arrange for COVID-19 testing for those needed to be tested prior to traveling home*





## Day 5, 24 June

### Commercial aspects of shipping

#### 09:00-10:30 Strategic Networking

- Psychological aspects of networking
- Networking and communication
- Culture & Typology
- Creating a strong foundation.

Short break – stretch your legs during the session

#### 10:30-11:00 Break

#### 11:00-12:30 Strategic Networking (cont.)

- Conscious Networking - Changing your habits
- Decision making
- Map your network
- Conclusion.

Short break – stretch your legs during the session

#### 12:30-13:30 Lunch

### Game of Fixtures

#### 13:30-14:00 Introduction to the game, rules and guidelines, how to win

#### 14:00-16:30 Game of Fixtures:

All participants will be divided into teams, representing either time charterers or owners. In an exercise based entirely on scenarios created by BIMCO for the Summer Shipping School, the participants will be employed in companies with interesting and exotic names such as “Almost Chartering” and “Desperate Shipping” (just to mention a few). The competition is fierce when you constantly have to find and match ships and positions. The winner(s) are the teams who fix their ships at the lowest rate and highest rate respectively, of course depending on who you represent!

#### 16:30-17:00 Presentation of certificates and closing remarks

18:30 Boat leaves for Restaurant Jægerhuset

19:15-21:30 BIMCO dinner

21:45 Bus returns to KolleKolle

*During the day, we will arrange for COVID-19 testing for those needed to be tested prior to traveling home*

## Speakers



### Haris Zografakis

Haris is a partner at Stephenson Harwood, London and heads the firm's commodities practice. Over the course of twenty five years he has dealt with all aspects of shipping and international maritime trade. He has lectured in four continents, including events organised by BIMCO, universities, as well as the International Maritime Organization and others, and has also been on the editorial board of the Shipping and Transport Law Journal. He is singled out by both main legal directories: Chambers has described him as a “solid and tenacious litigator” (Chambers UK 2007) and “a supreme tactician” (Chambers UK 2020), while he was inducted by Legal 500 to the 2018 Legal 500 Hall of fame as a result of his continued recognition by the directory. Haris has done Training with BIMCO since 2003 and is known with our participants for his practical and straight forward teaching style.



### Lena Holm Saxtoft

Lena Holm Saxtoft is Assistant Vice President, Claims in Skuld Copenhagen. She has been with Skuld since 2006. She holds a Master of Laws from the University of Copenhagen (2007). In 2009 she had a secondment period for three months at Gorrissen Federspiel Law Firm.

Before joining Skuld and while studying she held a position with the Danish Maritime Authorities from 2005-2006 in Copenhagen.



### Jonas Axelsen Mundt

Jonas is Assistant Vice President, Claims, Lawyer in Skuld Copenhagen. He has been with Skuld since 2010. He holds a Master of Laws from the University of Copenhagen (2008) and was admitted to the Danish Bar in 2011. Before joining Skuld he held a position in Gorrissen Federspiel Law Firm in Copenhagen from 2008-2010.



### Alex Chisholm

Alex is Senior Claims Executive, Solicitor in Skuld Copenhagen. He has been with Skuld since 2016. He holds an LL.M. in Maritime Law from University College London (2007) and was admitted as an English qualified Solicitor in 2011. Before joining Skuld he held a position in the UK P&I Club in London from 2014-2016. Before that he held a position in Ince & Co from 2009-2014 spending three years in their London office and two years in their Hamburg office.



### Thomas Hechmann

Thomas Hechmann comes from a long career in commercial shipping from companies such as AP Møller and DS Norden, as well as having worked as an independent consultant for the industry. Today Thomas works for COACH Solutions, a part of the Kongsberg group, and provides SaaS solutions to the shipping industry in order to optimize vessel performance and reduce CO<sub>2</sub> emissions.



### Niels Rasmussen

Niels Rasmussen joined BIMCO in 2022 and is the Chief Shipping Analyst.

Joining Maersk as a trainee at 19, he spent 24 years with the container giant before moving to the shipbroking industry. There he headed up the market research team at a major shipbroking company. Niels focuses on explaining and predicting supply and demand developments in the major shipping markets.



## Speakers *(continued)*



### Nina Stuhmann

Nina is Project Manager, Contracts & Clauses at BIMCO. Her main role is to develop, revise and promote BIMCO's wide range of standard contracts and clauses. She is a German qualified lawyer and holds a LL.M. in Shipping Law from the University of Cape Town. She worked with a P&I and FD&D insurer and as an inhouse counsel for a leading German ship owner. She is specialised in international and commercial dispute resolutions in the marine sector and has a broad experience in drafting, negotiating and advising on charter parties, contracts of affreightments, bills of lading, sale contracts, MOAs, shipbuilding contracts, bunker contracts and all kinds of corporate contracts. Nina has considerable experience in handling offshore projects with a special focus on anti-bribery legislation and sanctions compliance.

Nina is fluent in German, English and French.



### Jakob P. Larsen

Jakob joined BIMCO on 1 June 2018 to become Head of Maritime Safety & Security. Within Jakob's scope are all matters related to maritime security including piracy, drug smuggling, war, terrorism, stowaways, mixed mass migration and cyber security. In addition to maintaining a close dialogue with governments and international organizations, his role includes assisting members with all aspects of maritime security.

In 2010, holding the rank of Commander, Jakob left the Danish Navy to become Maritime Security Officer in BIMCO. In 2013, after three successful years in BIMCO, Jakob changed over to Nordic Tankers where he expanded his responsibilities over time to become Head of HSSEQ. In 2015 Jakob went to Maersk Line to become Global Security & Marine QA Manager. During his time in Nordic Tankers and Maersk Line, he managed a number of security challenges all over the world, including operating small tankers and container ships in and out of the Niger Delta, pirate attacks, kidnaps, assassinations, evacuations, drug smuggling and stowaways.



### Mads Wachter Kjærgaard

Mads is Project Manager, Standards, Innovation and Research at BIMCO. He is involved in the development of BIMCO's wide range of standard contracts and clauses. Mads is a lawyer and graduated from the University of Copenhagen in 2017. Prior to joining BIMCO in 2018, he was employed at a worldwide credit insurance company. Throughout his studies he was employed by a Danish shipowner in their in-house legal department dealing with a various shipping related and corporate tasks.

## Organisers



### 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).



### Ayako Odashima

Ayako is Manager in BIMCO's Training department, and is responsible for marketing and implementation of BIMCO's training courses worldwide. Prior to joining BIMCO in 2015, Ayako has worked for various international organizations, including UNICEF, FAO, WFP and UNOPS, and has been responsible for large-scale emergency logistics and coordinated training programs on humanitarian logistics and supply chain management in Asia, Africa, Europe and in the Middle East. Ayako holds a MSc in International Relations from London School of Economics and BA from Boston University.



### Josephine Schüller

Josephine is Assistant Manager in BIMCO's Training Department. Her responsibilities include the implementation of BIMCO's training courses online and worldwide, the publication of courses, maintenance of the Training webpages and providing customer support.

Prior to joining the BIMCO Training team in the beginning of 2020, Josephine started to work at BIMCO in January 2019 in the IT department. She assisted with the previous charter party editor IDEA and the transition to the new editor SmartCon.

## Venue

### KolleKolle

Frederiksborgvej 105, 3500 Værløse, Danmark  
+45 44 98 42 22, [www.kollekolle.dk](http://www.kollekolle.dk)



**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)**

**Come talk to BIMCO:**

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

**Follow us!**



Twitter  
**@BIMCONews**



LinkedIn  
**[company/bimco](https://www.linkedin.com/company/bimco)**