



The practical voice of shipping

SUMMER SHIPPING SCHOOL

PROGRAMME

Copenhagen
19-23 June 2023

 **BIMCO TRAINING**

Day 1, 19 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, including on decarbonisation
- 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- the challenge of outdated documents and the importance of authenticated contracts.

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, 20 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*

10:45-12:00 **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.

12:00-13:00 *Lunch*

Bills of lading

13:00-14:00 **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.

14:00-14:15 *Break*

Laytime and demurrage

14:15-15:15 **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?

Maritime decarbonisation

15:15-16:30 **Maritime decarbonisation:**

- decarbonisation and contracts in the world of international maritime trade
- Do you know your EEXIs from your EEOIs from your EEDIs and your CIIs? Do you follow your MEPCs? Deciphering the alphabet soup.

16:30-18:00 **Case study 1**

18:30 *Boat leaves for Restaurant Jægerhuset*

19:15-21:45 *Dinner at Jægerhuset*

21:45 *Bus returns to KolleKolle*



Day 3, 21 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.
- 11:30-12:30 *Light lunch at BIMCO House*
- 12:30 *Bus leaves for MAN Energy Solutions*
- 13:00-14:00 **MAN Energy Solutions**
- 14:15-15:15 **Port and canal tour – Port of Copenhagen (drop-off at Mærsk Broker)**
- 15:30-16:30 **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.
- 16:30 *Bus leaves to Tivoli*
- 16:45 **Copenhagen on your own**



Day 4, 22 June

When things go wrong...

- 09:00-10:00 **Maritime & cyber security**
- 10:00-11:00 **P&I Insurance:**
- features of P&I Insurance
 - services of P&I Clubs
 - International Group.
- 11:00-11:15 *Break*
- 11:15-12:45 **Cargo claims and cargo damage**
- 12:45-13:45 *Lunch*
- 13:45-14:45 **Letters of indemnity:**
- when to be used
 - position of the P&I Club
 - guidelines in relation to LOI's.
- 14:45-15:00 *Break*
- 15:00-16:30 **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**
- 19:30-21:45 *Dinner at Trekosten*
- 21:45-22:00 *Bus returns to KolleKolle*
- 22:15 *Arrival at KolleKolle*



Day 5, 23 June

Commercial aspects of shipping

- 09:00-09:45 Strategic networking:**
- psychological aspects of networking
 - networking and communication
 - culture & typology
 - creating a strong foundation.
- Short break – stretch your legs*
- 10:30-11:00 Break**
- 11:00-12:30 Strategic networking (continued)**
- conscious Networking - Changing your habits
 - decision making
 - map your network
 - conclusion.
- Short break – stretch your legs*
- 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 Closing remarks**
- 18:30 Bus leaves for Restaurant Strandmøllekroen**
- 19:00-22:00 Dinner at Strandmøllekroen**
- 22:00 Bus returns to KolloKolle**

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 is Vice President, Head of Claims at Skuld Copenhagen. She has been with Skuld since 2008. She holds a Master of Laws from the University in Copenhagen. Skuld is a leading marine insurance provider and its largest line of business is P&I. The Claims team deals with a wide variety of cases from shortage claim, personal injuries to casualties etc. and they also handle matter within all aspects of FD&D.



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.



Phillipa Reid

Phillipa is Senior Claims Executive, Lawyer in Skuld Copenhagen. She has been with Skuld since 2022. She holds an LLM in Maritime Law from University of Cape Town (2012) and an M.Sc from the World Maritime University in Sweden (2015). Phillipa is dual qualified and admitted to practice in both South Africa and England & Wales. Before joining Skuld she held a position in Britannia P&I Club in Copenhagen from 2020-2022. Before that she spent four years in Hamburg working as a solicitor for Fleet Hamburg and thereafter Clyde & Co.



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 CO₂ 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.

(list of speakers continued on next page)

Speakers *(continued)*



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.



Christian Hoppe

Christian is BIMCO's General Counsel. He is a lawyer and graduated from the University of Copenhagen with a Master's degree in 2001 and an LL.M. with Distinction from the University of Southampton in 2004. He worked at the Danish Maritime Authority from 2001 until joining the European Commission's Directorate-General for Maritime Transport and Energy in 2005 where he worked until 2009.

Christian has been with BIMCO for 14 years, providing legal and policy advice inhouse and to members, representing the association at various international meetings and managing a number of contracts and clauses related projects. Christian was seconded to Danish law firm Gorrissen Federspiel from 2017 to 2018 and was admitted to the Danish Bar in February 2019 (practice certificate deposited). From 2022 to 2023, he worked out of BIMCO's Singapore office whilst being part-time seconded to BW Group.



Mads Wacher 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.



Natalie Wong

Natalie is an Australian-qualified solicitor and currently works as a Project Manager in the Contracts & Clauses team at BIMCO. She holds a Bachelor of Applied Finance/Bachelor of Laws (Hons) from Macquarie University (Sydney, Australia) and LL.M from the University of Copenhagen (Denmark).

In Australia, she worked as a lawyer specialising in contracts, corporate and commercial law and civil litigation for 5 years. After completing the LL.M, she was employed as a solicitor/lawyer in the Shipping/Offshore/Transportation department at the Danish law firm Gorrissen Federspiel for 3 years. Before joining BIMCO, she worked as in-house Senior Legal Counsel at NTG Nordic Transport Group A/S specialising in contracts and dispute resolution within the transport, shipping and logistics industry.



Zehra Göknaz Engin

Zehra Göknaz Engin is a Project Manager in BIMCO's Contracts & Clauses Department. She is involved in the development of BIMCO's wide range of standard contracts and clauses with industry experts. Zehra is a Turkish-qualified lawyer and graduated from the University of Ankara, Turkey in 2014. Prior to joining BIMCO in 2022, she worked in the in-house legal department of a global container shipping company. Her duties included litigation support, drafting and reviewing corporate, commercial, and shipping contracts, as well as providing legal assistance to the sanctions and claims departments.

Venue

KolleKolle

Frederiksborgvej 105, 3500 Værløse, Danmark
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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.



Mette Juul Madsen

Mette 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 support to participants. Mette worked with BIMCO from 2012-2017, and

joined BIMCO again in 2023, after concentrating full time on family life. Mette holds a MSc in Business, Language and Culture from Copenhagen Business School. She was an intern at the Embassy of Denmark in Canada, and studied a semester at Mount Allison University in Canada as part of her studies.



Tracy Daniel

Tracy is Support Assistant 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 May 2023,

Tracy has been working for a SaaS Company in Revenue Operations and was responsible for contacts and administration of commissions globally. Tracy holds a MSc in Business Administration and Economics from Southern Denmark University.



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