



OIL TRADING & TANKER CHARTERING COMMONALITIES, DIFFERENCES & RISKS MASTERCLASS

Limassol

31 October - 1 November 2023

 **BIMCO TRAINING**

Day 1

Fundamental issues

- 09:00-10:00 The inter-relationship between contracts:**
- overview of the inter-relationship between the contract of sale, the charter party, the bill of lading and the insurance certificate.

10:00-10:15 *Break*

- 10:15-11:00 The sale contract – Part I:**
- deal or no deal?
 - Incoterms
 - the oil major standard terms.

- 11:00-12:30 The sale contract – Part II:**
- delivery
 - quality/quantity
 - payment
 - force majeure
 - shipping terms
 - laytime and demurrage.

12:30-13:30 *Lunch*

The charter party forms

- 13:30-15:00 Working with and amending voyage C/P forms and their unique characteristics:**
- ASBATANKVOY
 - BPVOY 4 and 5
 - EXXONMOBILVOY
 - SHELLVOY 5 and 6
 - BPTIME 3
 - SHELLTIME 4
 - EXXONMOBIL TIME 2000
 - and some other forms, less frequently used.

15:00-15:15 *Break*

15:15-17:00 **Case study 1**

Day 2

The charter party forms *(continued)*

- 09:00-10:30 Oil major vetting and approvals:**
- overview of vetting and inspection clauses
 - the difference between vetting and approval
 - vetting in practice; the approval processes.
 - the warranty given by the carrier.

10:30-10:45 *Break*

Cargo issues

- 10:45-11:30 Bills of lading**
- the functions of bills of lading
 - bill of lading and its interaction with the voyage charterparty
 - bill of lading and its interaction with the sale contract
 - bill of lading and its interaction with the letter of credit
 - the Hague and Hague-Visby Rules
 - troubleshooting and Letters of Indemnity
 - suing under a bill of lading.

- 11:30-12:30 Bunker and cargo sampling:**
- sampling clauses
 - commingling or blending cargo
 - tank cleaning and cargo readiness
 - Intertanko's five standards of tank cleanliness.

12:30-13:30 *Lunch*

- 13:30-14:30 Cargo claims:**
- cargo retention and ROB clauses
 - contamination disputes
 - shortage disputes
 - evidence, documentation, time bar.

14:30-14:45 *Break*

- 14:45-15:30 Main aspects of dispute resolution under English law:**
- London arbitration
 - English courts
 - security, injunctions, and enforcement
 - settlement, mediation, and litigation strategy.

15:30-17:00 **Case study 2**

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.



Cristan Evans

Cristan is a partner at Stephenson Harwood LLP and specialises in the resolution of shipping and trade disputes. He provides practical, commercial advice with the aim of resolving the most complex disputes in an efficient and cost-effective manner.

Cristan acts for shipowners, charterers, cargo interests and their insurers in disputes arising under charterparties, bills of lading and contracts of affreightment. He has acted in Court proceedings and in arbitrations conducted under the LMAA, UNCITRAL, LCIA, FOSFA and GAFTA rules.

An experienced commodities lawyer, Cristan also acts in sale contract disputes for buyers and sellers involving commodities such as petroleum products, coal, vegetable oils/oil seeds and biofuels.

Venue

Crowne Plaza

Promachon Eleftherias 2 Agios
Athanasios
4103 Limassol
Cyprus

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).



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.



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