



The practical voice of shipping

SUMMER SHIPPING SCHOOL

PROGRAMME

Copenhagen
24-28 June 2024

 **BIMCO TRAINING**

Day 1, 24 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 analysis:**

The aim of the session is to provide an understanding of the key drivers of shipping demand.

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- The challenge of outdated documents and the importance of authenticated contracts.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 **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.

18:30 *Dinner at KollKolle*



Day 2, 25 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?

Dispute resolution

15:15-16:45 **Dispute resolution:**

- What you need to know about arbitration and litigation.

16:45-18:00 **Case study 1**

18:30 *Dinner at KollKolle*



Day 3, 26 June

Navigare necesse est!

- 09:00 *Bus leaves for Force Technology*
- 09:30-11:30 **Ship design and development: Force Technology – DMI (Division for Maritime Industries):**
 Conducted tour including towing tank, wind tunnels and bridge simulator facilities.
- 11:30 *Bus leaves for BIMCO House*
- 12:00-12:45 *Light lunch at BIMCO House*
- 12:45 *Bus leaves for MB Shipbrokers*
- 13:15-14:15 **MB Shipbrokers:**
 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 MB Shipbrokers will introduce the company and the daily tasks as part of a major shipbroking house.
- 14:15 *Bus leaves for Maersk Museum*
- 14:30-15:30 **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.
- 15:45-16:45 **Port and canal tour – Port of Copenhagen**
- 16:45 **Copenhagen on your own**



Day 4, 27 June

When things go wrong...

- 09:00-10:00 **Maritime & cyber security**
- 10:00-10:45 **P&I Insurance:**
- Features of P&I Insurance
 - Services of P&I Clubs
 - International Group.
- 10:45-11:00 *Break*
- 11:00-12:15 **Cargo claims and cargo damage**
- 12:15-12:45 **Letters of indemnity:**
- When to be used
 - Position of the P&I Club
- Guidelines in relation to LOI's.
- 12:45-13:45 *Lunch*
- 13:45-15:00 **Case study 2**
- 15:15 *Bus leaves for Danish Maritime Museum*
- 16:00-17:00 **Visit to the Danish Maritime Museum**
- 17:15-18:00 *Group photo at Castle Kronborg and visit to the castle fortifications*
- 18:00 *Bus leaves for Restaurant Trekosten*
- 18:30-21:30 *Dinner at Trekosten*



Day 5, 28 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 *Dinner at Jægerhuset*

Speakers



Baris Soyer

Professor Soyer is the Director of the Institute of International Shipping and Trade Law at Swansea University (www.swansea.ac.uk/law/ist/). He is a member of the British Maritime Law Association and British Insurance Law Association. He is the author of Warranties in Marine Insurance published by Cavendish Publishing (2001), Marine Insurance Fraud published by Informa Publishing and of an extensive list of journal articles published in elite journals such as Lloyd’s Maritime and Commercial Law Quarterly, Journal of Business Law, Cambridge Law Journal, Edinburgh Law Review, Law Quarterly Review, Torts Law Journal and Journal of Contract Law. He sits on the editorial boards of the Journal of International Maritime Law, Shipping and Trade Law and editorial committee of the Lloyd’s Maritime and Commercial Law Quarterly (International Maritime and Commercial Law Yearbook). He currently teaches Admiralty Law, Charter parties: Law and Practice and Marine Insurance on the LLM Programme, and is the Director of Shipping and Trade LLM programmes at Swansea.



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.



Alex Chisholm

Alex is Senior Claims Executive, Solicitor in Skuld Copenhagen. He has been with Skuld since 2016. He holds an LLM 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 CO₂ emissions.



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 HSEQ. 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.

(list of speakers continued on next page)

Speakers *(continued)*



Lars Robert Pedersen

Robert has over 30 years' experience in the shipping industry, which combined with his insight into IMO makes him a respected authority on technical and regulatory issues.

In early 2010, Robert was appointed Deputy Secretary General of BIMCO, which is the world's largest international shipping association providing a wide range of services to over 2,200 members globally.

Robert leads a team of experts responsible for BIMCO's technical, security and operational activities. This includes direct membership services and active involvement in regulatory developments related to ship operation at international and regional levels. BIMCO promotes fair business practices, free trade and open access to markets and advocates for the harmonisation and standardisation of all shipping related activity.

Before joining BIMCO, he had a career at A.P. Moller-Maersk handling regulatory affairs and technical management of the Maersk fleet of container ships after having spent 7 years as a seagoing officer. Robert holds an unlimited Chief Engineer's licence.



Mads Wacher Kjærgaard

Mads is Manager, Standards, Innovation and Research at BIMCO. He is a lawyer and joined BIMCO's Contracts & Clauses team in March 2018 where he worked with the development of BIMCO's wide range of standard contracts and clauses. In February 2022, Mads joined the newly established Standards, Innovation and

Research team that focuses on digitalisation of shipping business processes. As part of this, he heads up the BIMCO AI R&D team which has a strong focus on the application of AI in the contracting process. Mads has a background in the legal department of a Danish shipowner.



Carl Wilhelm Lindahl

Carl has a background from the commercial side of shipping with several years of experience from the tanker and gas tanker sector and currently works as a Project Manager in the Contracts & Clauses team at BIMCO. He holds a Bachelor of Science in Shipping & Logistics from Chalmers University of Technology

(Gothenburg, Sweden) and LL.M in Maritime Law from the University of Oslo (Norway).



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.



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.



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.

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.



Zehra Göknaç Engin

Zehra Göknaç 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

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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 that deliver online and face-to-face training courses worldwide on key commercial shipping topics. Mette's responsibilities include course coordination and facilitation, as well as involvement in the development of new training activities. Mette was part of BIMCO's Training department from 2012 to 2017, and joined again in 2023.

Mette holds a MSc in Business, Language and Culture from Copenhagen Business School.



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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