

Shipbroking & Chartering

12-13 May 2020 | Mandarin Orchard Hotel, Singapore

**2+1
Offer!**

See
registration
page for
details!



MCF Training Grant is available for eligible participants. Please refer to www.mpa.gov.sg/mcf for information

Our Expert Course Instructor



Jeffrey Blum's involvement in shipping and trading spans over 45 years, for more than 30 of which he has been providing maritime and commodities commercial claims consultancy and bespoke corporate training to clients including oil majors, commodity traders, shipowners, P&I Clubs, shipbrokers, law firms, banks, governments and international shipping organisations. He has been a commercial claims consultant and an arbitrator since 1994. He founded his own successful shipping college in London in 2002 and since 2007 is a Visiting Professor at both the UN IMO's World Maritime University and Shanghai Maritime University.

Key Learning Outcomes & Case Studies Include

- ▶ Understand the types of charter and the commercial, technical and financial obligations of owners and charterers
- ▶ Discuss dry and wet cargo charterparty obligations and know who is responsible for what
- ▶ Know the relevance of Hague/Hague-Visby/Hamburg/Rotterdam Rules and the advantages and disadvantages of each
- ▶ Appreciate the role of port agents and their vital functions and obligations
- ▶ Understand the role of shipbrokers – for owners or charterers and the best methods of fixing ships and cargoes
- ▶ Analyse what can go wrong with wet or dry cargo chartering
- ▶ Learn practical voyage estimating, its importance and how it affects laytime calculations
- ▶ Mediation, litigation and arbitration – know which will work for your dispute resolution

REGISTER NOW > www.informacconnect.com.sg/shipbroking

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ABOUT THE COURSE

Shipbroking and chartering are two of the most important aspects of ship operations and understanding the commercial and legal considerations in charter negotiations are key to successful maritime transportation of cargoes. All players involved in charter parties, including ship owners, charterers, brokers and agents need to have a firm grasp of the complexities involved in fixing a vessel.

Shipbroking and Chartering is a practical course that covers in detail the obligations of owners and charterers, the relevance of international shipping regulations, the common issues in transporting cargoes and the vital functions of other key players when chartering a vessel. Learn practical voyage estimating, charter negotiation, laytime & demurrage calculation and manage common issues associated with your shipping contracts/documents.

Through a combination of theory, discussion, practical examples and exercises, gain a comprehensive understanding of the fundamentals involved in shipbroking and chartering.

WHAT OUR PAST DELEGATES LIKED ABOUT THIS COURSE

"The course helps me learn a lot more about the laws governing charter parties, the functions of a ship broker as well as responsibilities of owners/charterers in charter parties"

Yusuf Shah, Bunker Trader, **Integr8 Fuels**

"The programme expands my understanding of shipping practices. I enjoy the new subjects like dry bulk shipping"

Hairivel Prabu, Senior Trade Operations, **Petronas**

"Trainer speaks well and has a lot of knowledge and experience. I learned a lot about bills of lading as well as the differences between UCP500 and UCP600"

Ang Boon Peng, Accounting Executive, **Dava**

"The programme covers relevant topics to my job; great clarity and explanation provided by trainer"

Bian WeiGuan, Sales Manager, **Merrycorn**

EXPERT COURSE INSTRUCTOR



Jeffrey Blum's involvement in shipping and trading spans over 45 years. He is the fourth generation of a shipping family, has been an active member of the Baltic Exchange since 1976 and has worked with a Lloyd's underwriter and as a shipbroker, ship owner and operator, gasoil futures broker, charterer and commodities trader in London and abroad.

He achieved Fellowship of the Institute of Chartered Shipbrokers by examination in 1979 and since 1983 has served on the ICS International Controlling Council, the International Membership Committee and the UK & Ireland Zone Committee. He has served on the London & South East Branch Committee since 1983, including its Education Officer 2000 - 2015, Chairman 2005-2007 and Vice Chairman 2015-2017.

Jeffrey has been a Fellow of the Chartered Institute of Arbitrators since 1997 (Associate since 1979), is an active Supporting Member of the London Maritime Arbitrators Association (LMAA) and has been an arbitrator (both sole and tribunal) since 1994 and an expert witness since 1983. He has been on the controlling council of the International Commodity and Shipping Arbitration Service (ICSAS) since its creation in 2005.

Since 1984 he has been lecturing on maritime commercial subjects and law at universities and colleges throughout the UK. Since 2002 he is the founder director and principal lecturer of METL (Maritime Education & Training Ltd), a college in central London which provides bespoke training and prepares examinees for the ICS worldwide exams in eight core subjects. Since 2007 he is a Visiting Professor at the UN IMO's World Maritime University in Malmo and at the Shanghai Maritime University and is a frequent presenter at conferences and masterclass workshops worldwide. For many years he has contributed to trade magazines and books and is currently editing the 12th edition of a long-established textbook on Chartering.

Jeffrey provides maritime and commodities commercial claims consultancy and training through Interlink International Trading (UK) Ltd which he founded in 1994. His clients include oil majors, commodity traders, shipowners, P&I Clubs, shipbrokers, law firms, banks, governments and international shipping organisations.

WHO SHOULD ATTEND

- Shipowners
- Charterers including Importers, Exporters and Traders
- Ship Managers
- Port and ship agents
- Shipbrokers
- Freight forwarders
- Legal advisers
- Government bodies and representatives
- Bankers

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2-Day Agenda Outline

VESSEL EMPLOYMENT METHODS - VOYAGE AND TIME CHARTERING

- Types of charter
- Commercial / Financial / technical responsibilities of owners and charterers

DRY AND WET CARGO CHARTER PARTY OBLIGATIONS

- Who is responsible for what
- How dry cargo problems differ from tanker cargo problems

HAGUE/HAGUE-VISBY/HAMBURG/ROTTERDAM RULES

- History and relevance or irrelevance of each set of rules
- Advantages and disadvantages of application of each set of rules
- Why the Hamburg Rules have a small following
- Why the Rotterdam Rules are not yet in force

BILLS OF LADING

- Main functions
- Endorsement
- Charter Parties
- Letters of Credit / UCP 500 v UCP 600

THE ROLE OF PORT AGENTS

- Vital functions and obligations - to whom and why
- Less essential (but nevertheless important) obligations
- Agency Law

THE ROLE OF SHIPBROKERS

- Why brokers for Owners or Charterers
- Exclusive or Direct or Competitive
- International shipbroking markets

- How to negotiate
- How not to negotiate
- The marriage bureau - best methods of fixing ships and cargoes

CARGOES AND TROUBLES!

- What can go wrong and why - dry cargoes
- What can go wrong and why - wet cargoes
- How to prevent such problems
- Bills of Lading and Letters of Indemnity

VOYAGE ESTIMATING

- Theory - why it is important
- Practice - how it affects Laytime calculations

LAYTIME AND DEMURRAGE - THEORY AND WORKED CALCULATIONS

- Theory
- Which documents are essential and why
- How to use and abuse those documents
- Readiness of the vessel
- When the clock starts to tick
- Exceptions and Interruptions
- Dry cargo laytime examples
- Tanker laytime examples

DISPUTE RESOLUTION METHODS

- Mediation, Litigation, or Arbitration? Why?
- Personnel involved with each of these methods
- Likely costs of each of these methods
- Binding? Precedence?
- Enforcement of international awards, including New York Convention 1958

INFORMACONNECT TRAINING ACADEMY UPCOMING EVENTS

- **Container Shipping - Strategy, Pricing and Supply Chain Operations**
01 - 02 April 2020, Singapore
- **Managing Global Trade Control & Sanctions in Shipping**
13 - 14 April 2020, Singapore
- **Advanced Tanker Management – Operations, Loss Prevention & Claims**
27 - 28 April 2020, Singapore

- **Bunkering 2020 - Enforcement, Claims and Risk Management**
27 - 28 April 2020, Singapore
- **Dry Cargo Laytime & Demurrage**
14 - 15 May 2020, Singapore
- **Business Management in Shipping**
22 - 23 June 2020, Singapore

Shipbroking & Chartering

IBC Asia (S) Pte Ltd Traded as Informa Connect

12-13 May 2020 | Mandarin Orchard Hotel, Singapore

5 Easy Ways to Register

1 MAIL
the attached registration form with your cheque to **IBC Asia (S) Pte Ltd c/o Informa Regional Business Services** 103 Penang Road, Visioncrest Commercial #04-01, Singapore 238467

2 Telephone
Customer Service Hotline +65 6508 2401

3 Email
register@informa.com

4 Fax
+65 6508 2407

5 Web
www.informacommconnect.com.sg/
shipbroking

Connect with Us

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RESERVE YOUR PLACE TODAY!

- Yes! I/We Will Attend **Shipbroking & Chartering**
12-13 May 2020
Mandarin Orchard Hotel, Singapore

FEE PER DELEGATE

2 Day Training Course

EARLY BIRD RATE

Register and Pay on or before
20 March 2020

SGD 3,395 (SAVE SGD 200)

NORMAL RATE

Register and Pay after
20 March 2020

SGD 3,595

Register 2 Delegates & the 3rd attends FREE!

**Applicable to Normal Rates only*

- Special Group Discount pricing is applicable to groups of 2 or more delegates from the same organisation registering for the same event, at the same time.
- Fee stated is the discounted price PER DELEGATE. Only one discount applies - either the early bird rate OR the Special Group Discount.
- All fees stated include luncheons, refreshments and complete set of documentation. It does not include the cost of accommodation and travel.
- A 7% Goods & Services Tax (GST) is applicable to all Singapore based companies for Singapore venue.

Delegate 1 Details

Name: Dr/Mr/Ms _____

Job Title: _____

Department: _____

Tel: _____ Mobile No.: _____

Email: _____

Delegate 3 Details

Name: Dr/Mr/Ms _____

Job Title: _____

Department: _____

Tel: _____ Mobile No.: _____

Email: _____

Who is Head of your Department? _____

Company Information

Company Name: _____

Address: _____

Delegate 2 Details

Name: Dr/Mr/Ms _____

Job Title: _____

Department: _____

Tel: _____ Mobile No.: _____

Email: _____

Delegate 4 Details

Name: Dr/Mr/Ms _____

Job Title: _____

Department: _____

Tel: _____ Mobile No.: _____

Email: _____

Who is Head of Training? _____

Main Business/Activity: _____

Postal Code: _____

Payment Method (Please tick):

- I enclose my bankers draft / cheque payable to IBC Asia (S) Pte Ltd
- I am paying by bank transfer (copy attached)
- Payment by Credit Card. (AMEX, VISA or MasterCard accepted)

CREDIT CARD PAYMENTS

The best way to pay by credit card is through our secure on-line registration process, simply log on to the website at www.informacommconnect.com.sg/shipbroking and click "Register On-line". If you would prefer to pay over the phone please complete the contact name and details and our Customer Services Team will call within 24 hours to take payment. As we treat your credit card information in the strictest confidence, please do not send payment details by email.

Credit card contact: _____ Department: _____

Direct phone number: _____ Email: _____

HOTEL INFORMATION

Mandarin Orchard Singapore, by Meritus

333 Orchard Road, Singapore 238867
Tel: +65 6831 6062 | Fax: +65 6737 3130 | Mobile No.: +65 8298 9442

Contact Person: Tan Ai Li
(Assistant Director Of Business Development, Catering Sales) Email: aili.tan@meritushotels.com
Website: www.meritushotels.com

PAYMENT TERMS

Payment must be received 10 business days prior to the event. To take advantage of discounts with an expiry date, registration and payment must be received by the cut-off date.

- Payment by bankers draft or cheque in S\$ or US\$ should be made in favour of "IBC Asia (S) Pte Ltd" and mailed to:
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c/o Informa Regional Business Services
103 Penang Road, Visioncrest Commercial #04-01, Singapore 238467
Attn: The Accounts Receivable Team

- Payment by bank transfer in S\$ or US\$ made payable to:
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A/C No.: 147-059513-001 (S\$)
A/C No.: 260-457866-178 (US\$)
The Hongkong and Shanghai Banking Corporation Limited 21 Collyer Quay, HSBC Building
Singapore 049320
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Bank Code: 7232

- Payment by Credit Card (AMEX, VISA or MasterCard). The best way to pay by credit card is through our secure portal built into the website. To pay by phone please indicate the contact name and details below and our Customer Services Team will call within 24 hours to take payment. Please do not send credit card information by email.

CANCELLATIONS / SUBSTITUTION

Should you be unable to attend, a substitute delegate is welcome at no extra charge. Cancellations must be received in writing at least 10 business days before the start of the event, to receive a refund less 10% processing fee per registration. The company regrets that no refund will be made available for cancellation notifications received less than 10 business days before the event.

IMPORTANT NOTE

Please quote the name of the delegate, event title and invoice number on the advice when remitting payment. Bank charges are to be deducted from participating organisations own accounts. Please fax your payment details (copy of remittance advice, cheque or draft to +65 6508 2407).

Attendance will only be permitted upon receipt of full payment. Participants wishing to register at the door are responsible to ensure all details are as published. Informa Connect Singapore assumes no further liability or obligation, beyond the refund of the paid registration fee, in the event of postponement or cancellation by Informa Connect Singapore.

DATA PROTECTION

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Please photocopy for additional delegates