

BIMCO

CHARTERING SEMINAR

Supported by:

 **KINCAID**
MENDES VIANNA ADVOGADOS

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1932 • 2019

Organised jointly with:

HFW

São Paulo, Brazil
1 October 2019

 **BIMCO TRAINING**

Programme

- 09:00-09:30 Registration and refreshments**
- 09:30-10:30 BIMCO briefing:**
- Cyber Risks on the supply chain. BIMCO Cyber Risk Clause
 - BIMCO Bunker quality clauses. An update on current and future developments
 - 2020 Sulphur. The importance of the contractual dimension should not be overlooked. BIMCO has produced two clauses addressing the general issues arising from the new Sulphur regime.
- 10:30-11:30 Back to Basics – Overview of bills of lading:**
- the relationship between the contract of sale, the letter of credit, the charter party, the bill of lading and the insurance certificate
 - how the sale contract influences and affects the carriage contracts
 - the major functions of the bill of lading
 - recent cases and developments.
- 11:30-12:00 Break**
- 12:00-13:00 Combined and through transport bills of lading:**
- the problems
 - the networking principle
 - freight forwarders and NVOCC's
 - recent cases and developments.
- 13:00-14:00 Lunch**
- 14:00-15:00 Letters of indemnity:**
- when used?
 - when enforceable?
 - P&I position
 - practical guidelines
 - recent cases and developments.
- 15:00-15:30 Break**
- 15:30-16:30 Traditional bills of lading and electronic bills of lading:**
- paperless trading - pros and cons and the way forward
 - technology which will assist the development
 - the legal framework
 - the BIMCO Electronic Bills of Lading Clause
 - the future – blockchain technology?
- 16:30-16:40 Closing remarks by Kincaid representative**
- 16:40-17:30 Reception for participants and invited guests/members**

Speakers



Geoffrey Conlin

Geoffrey is based in the Sao Paulo office and acts mainly for international insurers, reinsurers and brokers based in London and overseas. He specializes in resolving complex, cross border claims arising from energy (onshore and offshore), property, casualty and marine risks. He has extensive experience in Ports & Terminals insurance and reinsurance and has acted on cases in most jurisdictions in Latin America. He also has experience advising on policy wordings and coordinating the licensing of reinsurance companies in the Latin American region.

Geoffrey is a member of the British Insurance Law Association and is recommended in the Chambers Latin America 2014 and 2015 directories, with clients highlighting his "very direct knowledge and understanding of the local markets besides all the insurance coverage issues" and "his good feel for what clients need during insurance and reinsurance disputes". He is also recommended in Who's Who Legal: Brazil 2014. Geoffrey is a regular contributor to market publications and has delivered presentations on insurance and reinsurance in Latin America and in the UK.

Geoffrey is editor of "HFW's interactive map of insurance and reinsurance law in Latin America".

Geoffrey is qualified in England and Wales.



Chris Garley

Chris joined HFW in 2008 and, after training for a period in Hong Kong, qualified into HFW's London Shipping Litigation team in 2010, advising on both "wet" and "dry" disputes.

His primary focus is on issues arising from marine casualties including collisions, fires and groundings.

In recent years, Chris has been heavily involved in a number of high profile containership casualties arising from carriage of declared and undeclared dangerous goods. In doing so, he has acted for Owners and also for Charterers advising on all aspects of the casualty response including issues including of limitation of liability, jurisdiction, salvage and general average as well as the underlying liabilities, both in tort and related contracts of carriage/VSA/slot charter arrangements, including unseaworthiness and unsafe port claims.

In 2016 Chris increased his "dry" experience by completing a secondment to the legal department of a major German power company based in the UK, advising the freight trading and chartering operations desks. During that period he advised on a range of issues from the initial chartering process, through to speed and performance claims, bill of lading disputes, sales contracts, letters of indemnity, and off-spec cargo claims.

Christopher is qualified in England and Wales.



Lucas Leite Marques

Partner of Kincaid | Mendes Vianna Advogados, with expertise in Maritime Law, Oil & Gas, international Law, litigation and arbitration. Law degree from the Pontificia Universidade Católica (PUC – Rio); Post-graduated in Civil Procedural Law at IAVM/UCAM; Specialization in Maritime Law at Fundação Getulio Vargas (FGV); LL.M. in Transnational Commercial Practice at Lazarski University; Professor of Maritime Law at FGV/RJ; Vice-President of the Transport Law commission of the Association International des Jeunes Avocats – AIJA; Director of Maritime and Port Law of the Brazilian Center for Mediation and Arbitration (CBMA); Member of the Brazilian Maritime Law Association; Member of the Ibero-American Institute of Maritime Law; Member of the Maritime and Port Law Commission of the Brazilian Bar Association.

Organiser



Peter Grube

Peter Grube 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).

Venue

Kincaid | Mendes Vianna Advogados

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