

BIMCO

SALEFORM

SEMINAR

London
6 November 2019

BIMCO TRAINING

Programme

- 09:00-09:30 *Registration & coffee*
- 09:30-10:15 **The development of NORWEGIAN SALEFORM:**
- the development of SALEFORM from 1987 to 1993 and 2012.
- 10:15-11:00 **Preamble and details:**
- Memorandum of Agreement
 - identification of seller and buyer
 - correct date of agreement
 - definitions clarified.
- 11:00-11:20 *Coffee*
- 11:20-12:15 **Clauses 1-3:**
- purchase price
 - deposit
 - payment.
- 12:15-12:45 **Clauses 4-5:**
- inspections
 - notices/time and place of delivery.
- 12:45-13:30 *Buffet lunch*
- 13:30-14:00 **Clauses 6-7:**
- divers inspection / dry-docking
 - spares, bunkers and other items.
- 14:00-14:45 **Clause 8-12:**
- documentation
 - encumbrances
 - taxes, fees and expenses
 - condition on delivery
 - name/markings.
- 14:45-15:15 *Coffee*
- 15:15-15:45 **Clauses 13-16:**
- buyers' default
 - sellers' default
 - buyers' representatives
 - arbitration.
- 15:45-16:30 **Clause 18**

Venue

UK Chamber of Shipping

30 Park Street
London, SE1 9EQ
United Kingdom

<https://www.ukchamberofshipping.com/>

Speakers



Jonathan Elvey

Jon Elvey teaches and lectures all over the world for BIMCO. He is known for making complex legal topics interesting, understandable and enjoyable.

Jon spent 37 years with Ince & Co, the leading international London law firm, specializing in maritime disputes in arbitration and litigation. After 15 years in London, Jon moved to Greece to head Ince's Piraeus office, developing it into a major law practice. Jon has acted for four decades for many of the industry's biggest shipowners and charterers, advising them on all their commercial issues, with a particular emphasis on cargo, charterparty, shipbuilding and sale and purchase matters. Notably, Jon acted for the successful sellers on the landmark Aktor case which led to a revision of the standard industry contract terms.

Jon has written many articles and commentaries on shipping cases. He acted as editor and adviser on the leading textbook on the law of ship sale and purchase.

Jon is now a maritime arbitrator and consultant. He is also a qualified mediator and was one of the founders of an Eastern Mediterranean meditation set.

In his spare time Jon plays jazz piano. He is old enough to remember watching the England soccer team winning the World Cup, something he does not expect to see again in the near future.



Matt Hannaford

Partner
Hannaford Turner LLP

Matt is a partner of Hannaford Turner, having previously worked at Curtis Davis Garrard (2014-2016), Clyde & Co (2005-2014) and Clifford Chance (1993-2005). Matt's practice focuses on commercial shipping law with particular expertise in ship finance and ship sale and purchase, including newbuilding projects. He is the co-author of Goldrein's "Ship Sale and Purchase", the leading legal textbook on the sale and purchase of secondhand tonnage. He was a member of the BIMCO documentary sub-committee for the preparation of Norwegian Saleform 2012. His clients include ship owners and operators, major international banks, ship builders, commodity traders and private equity funds. In addition to ship finance work, he regularly advises international maritime clients on mergers and acquisitions, joint-ventures and pooling arrangements. In recent years Matt has been heavily involved in debt finance restructurings, fleet enforcements and advising on insolvency issues. Matt is also recognised for his expertise in the superyacht market and regularly represents owners, builders and international financial institutions in this unique market sector.



Simon Ward

FICS, Director
S&P of Ursa Shipbrokers S.A.

Simon started his career at a ship-owning company in Liverpool. He became a ship sale & purchase broker, also in Liverpool, in 1993 before moving to London in 1997. In 2008 he moved to Greece to open and run HSBC Shipping Services Ltd in Piraeus. Despite moving back to London at the end of 2012, he returned to Greece in 2013 to open a new sale & purchase venture in Piraeus with Ursa Shipbrokers. A Member of the Institute of Chartered Shipbrokers since 1995, he was accepted as a Fellow in 2009. He is now also heavily involved with the Institute's education team both in Greece and the UK.

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).

For more information, please contact:



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