### Day 1, 14 September

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
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<tbody>
<tr>
<td>09:00-10:00</td>
<td>Opening remarks by Thomas Hechmann</td>
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<td></td>
<td>Shipping - Time of disruption? Thomas Hechmann will give an inspirational talk about the important competences in shipping traditionally and offer his view on what awaits around the corner.</td>
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<tr>
<td>10:00-10:20</td>
<td>Break</td>
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<tr>
<td>10:20-11:15</td>
<td>Maritime economics I</td>
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<td>The first session introduces the overall economic drivers and how this is applied to take decisions in international shipping. The aim of the session is to provide a snapshot of the knowledge needed to be able to link developments in shipping markets to worldwide global trade and politics.</td>
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<tr>
<td>11:15-12:00</td>
<td>Maritime economics II</td>
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<td>The second session presents an overview of the current dry/wet markets and the market factors currently affecting supply and demand and the impact on the world fleet.</td>
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<tr>
<td>12:00-13:00</td>
<td>Lunch</td>
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<tr>
<td>13:00-14:00</td>
<td>Stakeholder overview – the big picture</td>
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<td>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.</td>
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<tr>
<td>14:00-15:15</td>
<td>An overview of international trade:</td>
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<tr>
<td></td>
<td>✪ shipping and contracts</td>
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<tr>
<td></td>
<td>✪ How do the safe contracts, letters of credit, charters, bills of lading and the insurance policy all fit together?</td>
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<tr>
<td>15:15-15:30</td>
<td>Break</td>
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<tr>
<td>15:30-17:00</td>
<td>Dispute resolution:</td>
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<td>✪ what you need to know about arbitration and litigation.</td>
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<tr>
<td>18:30</td>
<td>Dinner at KolleKolle</td>
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### Day 2, 15 September

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
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<tbody>
<tr>
<td>09:00-10:30</td>
<td>Introduction to time chartering</td>
</tr>
<tr>
<td></td>
<td>✪ duration</td>
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<td></td>
<td>✪ payment of hire</td>
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<td>✪ offhire and performance claims</td>
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<td></td>
<td>✪ the duty to trade between safe ports and comply with legitimate employment orders</td>
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<td>✪ redelivery and geographical ranges.</td>
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<tr>
<td>10:30-10:45</td>
<td>Break</td>
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<tr>
<td>10:45-12:15</td>
<td>Introduction to voyage chartering</td>
</tr>
<tr>
<td></td>
<td>✪ description of the vessel and seaworthiness</td>
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<td>✪ freight; definition and calculation, deadfreight; payment and deductions from freight</td>
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<td>✪ problems in the performance of voyage charterers; cancellation, breach of contract by owners or charterers, LOI's, cargo damage, casualties and general average.</td>
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<tr>
<td>12:15-13:15</td>
<td>Lunch</td>
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<tr>
<td>13:15-14:00</td>
<td>Laytime and demurrage</td>
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<tr>
<td></td>
<td>✪ How is laytime calculated?</td>
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<td>✪ When does laytime start to run?</td>
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<td>✪ What suspends the running of laytime?</td>
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<td>✪ Is demurrage the only remedy for delay?</td>
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<tr>
<td>14:00-15:15</td>
<td>Break</td>
</tr>
<tr>
<td>14:15-16:15</td>
<td>Introduction to bills of lading</td>
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<td>✪ 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.</td>
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<tr>
<td>16:15-18:00</td>
<td>Case study 1</td>
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<tr>
<td>18:30</td>
<td>Dinner at KolleKolle</td>
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Day 3, 16 September

When things go wrong...

09:00-09:45  Maritime & cyber security
09:45-10:45  P&I Insurance:
   ● features of P&I Insurance
   ● services of P&I Clubs
   ● International Group.
10:45-11:00  Break
11:00-12:30  Cargo claims and cargo damage
12:30-13:30  Lunch
13:30-14:30  Letters of indemnity:
   ● when to be used
   ● position of the P&I Club
   ● guidelines in relation to LOI’s.
14:30-16:30  Case study 2
16:45       Coach leaves for Danish Maritime Museum
17:15       Arrival at Danish Maritime Museum
17:30-18:30  Conducted tour of the Danish Maritime Museum
19:00       Dinner at the street food market at the old shipyard next to the museum. We have reserved seating for a culinary world tour.
20:30       Coach returns to KolleKolle

Day 4, 17 September

Navigare necesse est!

09:00       Coach leaves for Force Technology
09:30-11:00  Ship design and development:
   Force Technology – DMI (Division for Maritime Industries):
   Conducted tour including towing tank, wind tunnels and bridge simulator facilities.
11:15-12:00  Light lunch at BIMCO House
12:00       Coach leaves for Mærsk Museum
12:30-13:30  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.
13:30       Coach leaves for Maersk Broker
14:00-15:00  Maersk Broker
   Shipbroking is an integral part of the global shipping industry. As intermediaries between ship-owners 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 Maersk Broker will introduce the company, their daily tasks.
15:30-16:30  Port and canal tour – Port of Copenhagen
16:30       Copenhagen on your own
Day 5, 18 September

Buying, chartering and fixing ships

09:00-09:45 The art of negotiation!
   The presentation will set the scene for the day. The trainer will introduce some tools and inspiration for creating inspirational negotiation awareness. Part of this is to understand the negotiation drivers, the processes and the cultural aspects in play.

09:45-10:30 Chartering and fixing ships – prefixture:
   - chartering jargon
   - time charterer’s and owners background
   - type of ship, flag, age
   - duration
   - delivery/redelivery range ports
   - vessels performance details
   - commission details.

10:30-10:45 Break

10:45-11:45 Chartering and fixing ships – fixture:
   - the law of Agency
   - offer
   - proposal
   - lifting subs
   - acceptance
   - fixture recap.

11:45-12:30 Chartering and fixing ships – post-fixture:
   - payment for bunkers, lubes and stores
   - payment of hire – late payments
   - market monitoring.

Game of Fixtures

14:00-14:15 Introduction to the game, rules and guidelines, how to win

14:15-16:15 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!

16:15-16:45 Evaluation, presentation of certificates and closing remarks

18:00 Coach leaves for Restaurant Trekosten, Nivå

18:30-21:00 2020 Summer Shipping School farewell dinner

21:00 Coach returns to KolleKolle

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 single 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.

Stinne Taiger Ivø
Stinne is Vice President and Head of Claims and FDD in Skuld Copenhagen. She has been with Skuld since 2015. She holds a Master of Laws from the University of Copenhagen (2003) and was admitted to the Danish Bar in 2011 and obtained admission to the High Courts. She holds a PhD in International Company Law and has held a position as External Lecturer at the University of Copenhagen in addition to publishing articles and a book. Before joining Skuld she held a position in DanishShipping from 2013-2015 and in Gorissen Foodsfiskeri Law Firm from 2008-2013 in Copenhagen.

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 2008-2014 spending three years in their London office and two years in their Hamburg office.

Morten Bjerregaard
Morten is Senior Claims Executive, Technical Manager in Skuld Copenhagen. He has been with Skuld since 2011-2017 and then again from 2019. He holds a Master of Laws from the University of Copenhagen (2011). Additionally, he is a Master Mariner with seagoing experience from Maersk and the Danish Royal Navy. Before joining Skuld again in 2019, he held a position in Maersk from 2017-2019.

Amalia Miliou-Theocharaki
Amalia started her shipping career in 2009 as a dry freight & commodities analyst at ICAP Shipping in London. She moved on to become a competitive shipbroker in London and Singapore until 2013. Thereafter she worked at the freight trading department of commodity giant Bunge S.A in Geneva until 2015. Since then, Amalia has been the chartering & sales and purchase manager at TEO Shipping Corporation, a ship management family business operating in the dry bulk market. Amalia holds a B.Sc. first class honour degree in Economics from the London School of Economics & Political Science (LSE) & a distinction M.A. in International Trade, Commodity Finance & Shipping from the University of Geneva. She also holds an Ad. Dip. in teaching children with learning difficulties and is a Member of the Institute of Chartered Shipbrokers as Dry Cargo Chartering lecturer of HMC/KCS Greek Branch since 2016.

Christian Bryde-Nielsen
Christian is Founder and CEO of Executive Negotiation Advisor. For more than 10 years, Christian has been a consultant for more than over 3,000 professionals in 15 countries. He has conducted negotiation training for a wide range of international shipping companies and therefore understands the special forces in play. On top of the practical experience, Christian has been awarded a BA from Durham College, CBA at AVT Institute and MTE in Innovation & Entrepreneurship from CBC. Christian is certified in DISC and has been an affiliate censor at Copenhagen University (Legal Faculty) in Negotiation.
Speakers (continued)

Thomas Hechmann

Thomas Hechmann comes from a long career in commercial shipping from companies such as AP Møller and DFDS Norden, as well as having worked as an independent consultant for the industry. Today Thomas heads the Transport Innovation Network - which connects scientists and researchers from the leading Danish universities and research centers such as DTU, Institute of Technology, Force Technology and others, with the shipping and transport industry with the aim of creating world class innovation.

Peter Sand

Peter is Chief Shipping Analyst at BIMCO. He has worked for Statistics Denmark, compiling public accounts and doing international statistical work in relation to the European Union and United Nations. He then joined DFDS Norden and during the rise and fall of the dry bulk markets, Peter gained experience in the fields of executive assistance, caretaking of investors and the art of transforming financial data and shipping statistics into analyses, presentations and reports. Later on he worked with CSR with a focus on sustainable shipping. Peter left DFDS Norden as Senior Analyst and member of the Corporate Social Responsibility Board and joined BIMCO in 2009. He holds an MSc in Economics from the University of Copenhagen.

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 LLM, with Distinction from the University of Southampton in 2004. He worked in the Secretariat for maritime policy at the Danish Maritime Authority from 2001, until joining the European Commission’s Directorate-General for Maritime Transport and Energy in 2005 where he worked until 2009. Christian has been with BIMCO for 10 years, providing legal and policy advice in-house and to members and representing the association at various international meetings. He is managing a number of the association’s contracts and clauses related projects, including the ones relating to the development of term sheets for ship financing. Christian was recently seconded to Danish law firm Gottstein Federspiel, one of the leading advisors within the maritime industry, and was admitted to the Danish Bar in February 2019 (practice certificate deposited).

Anna Wollin

Anna is Manager, Contracts and Clauses at BIMCO, and is involved in the development of BIMCO’s wide range of standard contracts and clauses. She is a lawyer by training and holds a Master of Commercial Laws from University of Lund, Sweden and a Master of Maritime Laws from Southampton University, England. Anna joined BIMCO in 2007. Her previous employment includes working as a junior judge at a district court in Sweden and as an associate lawyer at a Swedish law firm.

Jakob Påske Larsen

Jakob joined BIMCO on 1 June 2018 to become Head of Security. Within Jakob’s scope are all matters related to maritime security including piracy, drug smuggling, war, terrorism, smowaways, 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 HSSEQ. In 2019 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.

Nina Stuhrmann

Nina is Manager, Contracts & Clauses at BIMCO. Her main role is to develop, revise and promote BIMCO’s wide range of standard contracts and clauses. She is a German qualified lawyer and holds a LL.M. in Shipping Law from the University of Cape Town. She worked with a P&I and F&D insurer and as an inhouse counsel for a leading German ship owner. She is specialised in international and commercial dispute resolutions in the marine sector and has a broad expertise in drafting, negotiating and advising on charter parties, contracts of affreightments, bills of lading, sale contracts, MOAs, shipbuilding contracts, bunkers contracts and a wide range of corporate contracts. Nina has considerable experience in handling offshore projects with a special focus on anti-bribery legislation and sanctions compliance.

Nina is fluent in German, English and French.

Mads Wacher Kjærgaard

Mads is Manager in BIMCO’s Contracts & Clauses Department. He is involved in the development of BIMCO’s wide range of standard contracts and clauses. Mads is a lawyer and graduated from the University of Copenhagen in 2017. Prior to joining BIMCO in 2018, he was employed at a worldwide credit insurance company. Throughout his studies he was employed by a Danish shipowner in their in-house legal department dealing with a various shipping related and corporate tasks.

Organisers

Peter Grube

Peter is Head of Training, responsible for developing and delivering BIMCO courses and seminars worldwide. He joined BIMCO’s Support & Advice in 1990 and was later appointed Marketing & Sales Director. Prior to joining BIMCO he worked at a shipping 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 emergencyLogistics 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.
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Web: www.bimco.org/training

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