

The **Sale & Purchase Masterclass Online** is a series of 10 online sessions delivered over 5 days. Each day will run for 120 minutes with a short break in between. This course examines the mechanisms and processes behind the sale and purchase of vessels.

Starting time:
14:00 GMT/UTC
15:00 CET

Date	Session	Topic
Monday <i>10 January 2022</i>	<i>Session 1</i>	Norwegian SALEFORM NSF <ul style="list-style-type: none"> the development of Norwegian SALEFORM NSF from 1987 to 1993 and to 2012 Memorandum of Agreement – legally defined [Recap, Agreement to sell good by description in the future, etc]
	<i>Session 2</i>	Physical condition of the vessel <ul style="list-style-type: none"> sale by description [Preamble] inspections regime - class records, logbooks [Clause 4] inspections regime - vessel [Clause 4, Clause 6] examination of the benchmarks for physical condition of the vessel at delivery [Clause 11] Union Power, Hirtenstein, etc
Tuesday <i>11 January 2022</i>	<i>Session 3</i>	Price of the vessel <ul style="list-style-type: none"> market value the purchase price [Clause 1] spares, exclusions, bunkers [Clause 7] taxes, fees, expenses [Clause 10]
	<i>Session 4</i>	Freedom from encumbrances <ul style="list-style-type: none"> sellers' obligation to deliver the vessel free from encumbrances [Clause 9]
Wednesday <i>12 January 2022</i>	<i>Session 5</i>	Law and arbitration provisions <ul style="list-style-type: none"> examination of the choices of governing law and arbitration under Norwegian SALEFORM NSF [Clause 16] wider analysis of dispute resolution options, pros and cons
	<i>Session 6</i>	Non-performance <ul style="list-style-type: none"> force majeure, total loss [Clause 5] buyer's breach [Clause 13] seller's breach [Clause 14] entire agreement clause [Clause 18]

Thursday 13 January 2022	<i>Session 7</i>	Payment considerations <ul style="list-style-type: none">• lodging the deposit [Clause 2]• payment of the purchase price [Clause 3]• payment for bunkers, greases, and oils [Clause 7]
	<i>Session 8</i>	Pre-delivery timetable: <ul style="list-style-type: none">• initial vessel inspection [Clause 4]• buyers' on-board representatives [Clause 15]• notices, vessel location and NOR [Clause 5]• diver's inspection / drydocking [Clause 6]• process for measuring bunkers and identifying inventory [Clause 7]
Friday 14 January 2022	<i>Session 9</i>	Delivery process <ul style="list-style-type: none">• financial closing meeting and documentary requirements [Clause 8]
	<i>Session 10</i>	Post delivery considerations <ul style="list-style-type: none">• change of name / funnel markings [Clause 12]• post-delivery documentary obligations [Clause 8]• seller's warranties [Clause 9]• latent defects [Clause 11]

Expert speaker



Jon Elvey

Jon 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.



Paul Herring

Paul is Chairman of Ince & Co and specialises in the resolution of disputes, both in court and arbitration and has particular expertise in ship sale and purchase disputes. His expertise covers most aspects of shipping, with particular emphasis on charter party disputes, carriage of goods by sea, sale and purchase (both contentious and non-contentious) and newbuilding contracts. He also frequently acts in errors and omissions claims for chartering and sale and purchase brokers, ship managers and shipping agents. He is regularly involved in the drafting of newbuilding contracts and the resolution of disputes arising from them. He is co-author of "Sale of Ships – The

Norwegian Saleform".

Facilitator



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).



Josephine Schüler

Josephine is Assistant Manager 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 the beginning of 2020, Josephine started to work at BIMCO in January 2019 in the IT department. She assisted with the previous charter party editor IDEA and the transition to the new editor SmartCon.