BIMCO TRAINING

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SEMINAR

SALE & PURCHASE

Oslo

16-17 February 2027



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PROGRAMME

Overview

09:00-09:30	**Introduction to the documentary work of BIMCO:** ■ Who drafts BIMCO standard contracts and clauses and how? ■ The importance of industry consultations and explanatory notes ■ What are we working on at the moment?
09:30-10:15	**Main forms – global ship sale and purchase agreements (MOAs):** ■ Norwegian SALEFORM, SHIPSALE 22, NIPPONSALE, Singapore Ship Sale Form ■ The development of Norwegian SALEFORM, the latest 2025 edition and the revision of the form ■ General structure and function of MOAs in ship sale and purchase.

Vessel condition and delivery terms

10:15-11:00	**Physical condition of the vessel – part 1:** ■ Sale by description ■ Inspections regime – class records, logbooks ■ Inspections regime – vessel
11:00-11:15	*Break*
11:15-12:15	**Physical condition of the vessel – part 2:** ■ Examination of the benchmarks for physical condition of the vessel at delivery ■ Sale on “as she was” and “as is where is” terms
12:15-13:00	**Price of the vessel – part 1** ■ Market value ■ The purchase price
13:00-14:00	*Lunch*
14:00-14:30	**Price of the vessel – part 2** ■ Spares, exclusions, bunkers ■ Taxes, fees, expenses
14:30-15:15	**Freedom from encumbrances:** ■ Sellers’ obligation to deliver the vessel free from encumbrances.
15:15-15:45	**Law and arbitration provisions:** ■ Examination of the choices of governing law and arbitration under Norwegian SALEFORM ■ NSF and SHIPSALE22 ■ Wider analysis of dispute resolution options, pros and cons
15:45-16:00	*Break*
16:00-17:00	**Non-performance:** ■ Force majeure, total loss ■ Buyer’s breach ■ Seller’s breach ■ Entire agreement clause



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Payment to post-delivery

9:00-09:45	**Payment considerations:** ■ Lodging the deposit ■ Payment of the purchase price ■ Payment for bunkers, greases and oils.
09:45-10:30	**Pre-delivery timetable:** ■ Initial vessel inspection ■ buyers' on-board representatives ■ notices, vessel location and NOR ■ diver's inspection / drydocking ■ process for measuring bunkers and identifying inventory.
10:30-10:50	*Break*
10:50-11:30	**Delivery process:** Financial closing meeting and documentary requirements
11:30-12:15	**Post delivery considerations:** ■ Change of name/funnel markings ■ Post-delivery documentary obligations ■ Seller's warranties ■ Latent defects.
12:15-13:00	**Case Study - Introduction**
13:00-14:00	*Lunch*
14:00-15:30	**Case Study 1**
15:30-15:45	*Break*
16:15-17:00	**Case Study 2**

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SPEAKERS



Simon Ward

Simon Ward, FICS, Director at S&P of Ursa Shipbrokers S.A., 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.



Paul Herring

Paul Herring is the past Chairman of Ince & Co. He is now an independent consultant and specialises in the resolution of disputes 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 noncontentious) and newbuilding contracts. He has acted frequently 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".



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ORGANISERS



Peter Grube

Peter Grube is Training Manager at BIMCO, where he develops and delivers BIMCO courses and seminars worldwide. As part of a long-term succession plan, he stepped down as Head of BIMCO Training in 2025 and continues to contribute to the team in a part-time role, focusing on programme development and delivery.

Peter joined BIMCO's Support & Advice department in 1990 and later became Marketing & Sales Director for membership and products, driving BIMCO's global position as a leading membership and shipping organisation. Before joining BIMCO, he worked at a shipowning office in Copenhagen and as a Sale & Purchase broker in Greece.

He is a graduate of the Danish School for International Marketing & Export, a Chartered Shipbroker (FICS), and holds a Master's in Education and Learning from Roskilde University (RUC).



Christian Hoppe

Christian is BIMCO's Head of Training. He is a lawyer and graduated from the University of Copenhagen with a Master's degree in 2001 and an LL.M. with Distinction from the University of Southampton in 2004. He worked at the Danish Maritime Authority from 2001 until joining the European Commission's Directorate-General for Maritime Transport and Energy in 2005.

Christian has been with BIMCO since 2009, being the General Counsel from 2016 to 2025, representing the association at various international meetings and managing a number of contracts and clauses related projects. Christian was seconded to Danish law firm Gorrissen Federspiel from 2017 to 2018 and was admitted to the Danish Bar in February 2019 (practice certificate deposited). From 2022 to 2023, he worked out of BIMCO's Singapore office whilst being part-time seconded to BW Group.

VENUE

Where will the course be held?

The course venue will be confirmed approximately 8 weeks before the start of the course so we can find a suitable venue for the number of participants.



For more information, please contact:

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