

THE SHIPPING ACADEMY

MO I RANA - MARS 2012

For bedrifter i Nordland tilbyr vi kurs i regi av The Shipping Academy v/Bulkforum.

Tid: 6.-7. og 21.-22. mars

Sted: Kunnskapsparken Helgeland, Mo i Rana

Tema del 1: 6.-7. mars

- Introduction to Shipping
- **Basic Chartering and Operations - core of a shipping operation (SA-001)**
- Kurset blir lagt opp som beskrevet for SA-001 med lokale tilpasninger
- Kursleder og foreleser: Oluf Sandvik, ShipNet

Tema del 2: 21.-22. mars

- **Commercial and Legal Aspects of Chartering (SA-002) (en dag)**
- Kursleder: Oluf Sandvik, ShipNet
- Foreleser: TBD (fra et advokatfirma)
- **Laytime Calculation (SA-003) (en dag)**
- Foreleser: Oluf Sandvik, ShipNet
- Kurset blir lagt opp som beskrevet for SA-003 med lokale tilpasninger
- Dette blir et introduksjonskurs med oppgaveløsninger i grupper.

Kurset blir praktisk orientert og gjennomføres effektivt på 4 dager.

Se vedlagte kursbeskrivelser for SA-001, SA-002 og SA-003!



Les om Bulkforum og
The Shipping Academy
www.bulkforum.com

Kurset arrangeres gjennom Industrinettverk Logistikk - eid av Mo industripark og administrert av Mo industriinkubator og Kunnskapsparken Helgeland.

Deltakeravgift blir kun kr 4500,- per person for kurset for deltakere utenfor nettverket. Det ordinære kurset i Oslo/Bergen koster kr 18 000,- for medlemmer i Bulkforum, og 25 000,- for andre. Vi må ha min 12 deltakere for å sette opp kurset.

Kontakt Kunnskapsparken Helgeland for påmelding eller mer informasjon:
post@kunnskapsparken.com eller tlf. 75 13 77 10

Påmelding fortløpende før 8. februar!

The Shipping Academy

By Bulkforum.

SA-001



COURSE TITLE BASIC CHARTERING & OPERATIONS – THE CORE OF A SHIPPING OPERATION

INTRODUCTION

The target group for this course is all employees in the shipping industry that are eager to understand the core of a shipping operation – the income side. It is our ambition to develop an understanding of the importance of a well organized chartering and operation for the creation of values to the shipping community. This knowledge is valuable for employees whether they work within IT, ship management, finance & accounting, or other functions within the maritime industry, such as classification, banking, P&I/insurance, etcetera.

OBJECTIVE

The purpose of this 3-day course is to give the participants knowledge and understanding of how to operate vessels in a global commercial environment. We also present to them the complexity of chartering and operation and the different risks associated with the execution, i.e. financial, legal, and operational risks.

PROGRAMME

DAY 1	DAY 2	DAY 3
<ul style="list-style-type: none">▪ Shipping history▪ Ship types▪ Terms and abbreviations▪ Documentation (C/P & B/L)▪ Running of the vessel	<ul style="list-style-type: none">▪ World transportation▪ Cost of running a vessel▪ Voyage calculation▪ Voyage operation	<ul style="list-style-type: none">▪ Financial reporting▪ Revenue recognition▪ Operating expenses▪ Joint ventures▪ Property, plant & equipment

ABOUT THE LECTURERS

The lecturers will be highly qualified speakers from Wilh. Wilhelmsen/ WW Academy, Shipnet, Ernst & Young and Vogt & Wiig, well known for their in-depth knowledge and communication skills as speakers.

PRACTICAL INFORMATION

Seminar fee: NOK 6,500 for members of Bulkforum, Norwegian Shipbrokers' Association and YoungShip. NOK 9,000 for non-members.

Location: Oslo and Bergen

Timetable: 13–15 October (Oslo) and 18–20 October (Bergen)

Hotel & accommodation: Park Inn Hotel (Oslo) and Augustin Hotel (Bergen)

Registration: Through our website www.bulkforum.com or by e-mail to post@bulkforum.com within 16th September

For further information, see our website – Academy or Event

The Shipping Academy

By Bulkforum.

SA-002



Bulkforum

MARITIME MARKET NETWORK

COURSE TITLE:

COMMERCIAL AND LEGAL ASPECTS OF CHARTERING

INTRODUCTION

The target group for this course is employees responsible for chartering and operation. It is our ambition to give them an in-depth program presenting the latest developments in rules and regulations (i.e. The revised INCOTERMS) as well as updates on the contract arrangements in the industry. The course will address a variety of risks associated with the commercial decision-making process. This knowledge is valuable for experienced people and newcomers in a ship-owning entity having in-house chartering & operation activities, for shipbrokers and charterers.

OBJECTIVE

The purpose of this 2-days course is to give the participants up-to-date knowledge about commercial rules & regulations, and contract regimes for international commercial activities. We will also emphasise the complexity of chartering decision-making process and the different risks associated with the execution, i.e. financial, legal, and operational risks.

PROGRAMME

DAY 1	DAY 2
<ul style="list-style-type: none">▪ "Value chain" perspective on chartering & operation<ul style="list-style-type: none">▪ Production, Logistics and Sales▪ Charterer versus Ship owner▪ Contract arrangements in Shipping<ul style="list-style-type: none">▪ Sales contracts▪ Revised Inco terms▪ Cargo insurance	<ul style="list-style-type: none">▪ Charter parties and Bills of Lading<ul style="list-style-type: none">▪ Bareboat chartering▪ Time chartering▪ Voyage chartering▪ Bills of Lading (Gencon 94)▪ Liability for cargo damage<ul style="list-style-type: none">▪ Haag Visby▪ Rotterdam▪ Sjøloven

ABOUT THE LECTURERS

The lecturers will be highly qualified speakers from Intellimar, BI, and Vogt & Wiig, well known for their in-depth knowledge and communication skills as speakers. In addition, we aim to have a Key Executive from a major Charterer to speak at the dinner/social gathering after the first day.

PRACTICAL INFORMATION

Seminar fee:	NOK 6,000 for members of Bulkforum, Norwegian Shipbrokers' Association and YoungShip. NOK 8,500 for non-members.
Location:	Oslo and Bergen
Timetable:	14–15 February, 2011 (Oslo) and 17–18 February, 2011 (Bergen)
Hotel & accommodation:	Park Inn Hotel (Oslo) and Scandic City Hotel (Bergen)
Registration:	Through our website http://www.bulkforum.com or by e-mail to mailto:post@bulkforum.com within 31 January, 2011 For further information, see our website – Academy or Event

The Shipping Academy

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SA-003



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MARITIME MARKET NETWORK

COURSE TITLE:

LAYTIME CALCULATION (revised version)

INTRODUCTION

The target group for this course is employees working in chartering and operations department. It is our ambition to give them in-depth knowledge on how to do the laytime calculation. The course will address all aspects of this important topic including a variety of risks associated with the commercial/operational decision-making process. This knowledge is valuable for experienced people and newcomers in a ship owning entity having in-house chartering & operation activities, for shipbrokers and charterers. **We encourage participants to send in questions/issues they would like us to elaborate during the course.**

OBJECTIVE

The purpose of this 2-day course is to give the participants in-depth knowledge about rules, regulations and contracts influencing your way of doing laytime calculations. We will also emphasise the importance of using this knowledge in day-to-day operations. Day 1 is an introduction whereas Day 2 is a more advanced programme.

PROGRAMME

DAY 1 – INTRODUCTION

Main principles:

- What is Demurrage
- How to calculate
- Terms and clauses (SHINC/SHEX/FHEX etc.)
- Loading/discharging terms
- Use of cranes – multiple cargo load/discharge
- Time counting, weather, breakdown, completion
- Documents and Time Bar
- Practical demurrage calculations

DAY 2 – ADVANCED

Walkthrough of common definitions and wording used in demurrage clauses:

- Short description of issues related to Time Charter speed/consumption in both Dry and Tank
 - Dev. of "Standard clauses" vs original wording in C/Ps
 - Last year's trend in arbitrations related to demurrage
 - Difference between London and New York arbitrations
 - Practical test of Demurrage Claim
- Request on registration specific questions you might have

ABOUT THE LECTURERS

The lecturers will be highly qualified speakers: **Bjørn Tore Haug** from J.B. Ugland and Golden Ocean Management AS and **Oluf Sandvik** from Shipnet, well known for outstanding knowledge and experience from our industry.

PRACTICAL INFORMATION

Seminar fee (incl. dinner): Day 1 only: NOK 3,000 for members of Bulkforum (vs. NOK 4,000)
Day 2 only: NOK 3,000 for members of Bulkforum (vs. NOK 4,000)
Day 1 & 2: NOK 5,500 for members of Bulkforum (vs. NOK 7,500)

Location: Bergen

Timetable: Monday 21 and Tuesday 22 November, 2011

Hotel & accommodation: Scandic Hotel Neptun, Bergen

Registration: Through our website www.bulkforum.com
or by e-mail to post@bulkforum.com **within 14 November, 2011**
For further information, see our website – Academy or Event