



# COURSE CHARTERING A SHIPPER'S VIEW

05–09 October 2015  
Lisbon / AIP Building

**CPC** CONSELHO  
PORTUGUÊS  
DE CARREGADORES

Membro do European Shippers' Council

[www.cpcarregadores.pt](http://www.cpcarregadores.pt)

## COURSE OVERVIEW

### WHEN:

05–09 October 2015

### WHERE: Lisbon

Praça das Industrias – AIP building

### COURSE FEE:

(details on the back page)

Shipping is a peculiar business, difficult to understand to the unexperienced people, and a never ending learning process to the long-time and experienced professionals.

The market offers a variety of training courses in shipping, mostly organised by or designed to fulfil the training needs of the providers of maritime transportation.

The Portuguese Shipper's Council (CPC – Conselho Português de Carregadores) decided to promote the course **"CHARTERING, A SHIPPER'S VIEW", focused on the problems of Shippers/Charterers when contracting the maritime transportation of their cargoes.**

This intensive educational and training course organized by the Portuguese Shipper's Council will allow both the most experienced professionals as also the recent executives involved in shipping to have a different view of the several activities of their day to day performance, with in-house sessions and field visits.

## SPEAKERS (to be confirmed):

**Ana Cristina Pimentel**, lawyer

**Capt. Carla Muralha**, Portline

**Carlos Umbelino**, consultant, former charterer/shipper

**Carlos Vazquez**, The Charterers' P&I

**Greg Cook**, Clarksons

**Capt. João Pimenta de Abreu**, Frestil

**Jorge Fernandes**, Portline

**Capt. José Ferreira da Silva**, Lundin Mining Corporation

**Mario Rocha**, Galp Energia Oil Manager, Sacor Maritima Director

**Rory Gogarty**, partner Holman Fenwick Willan, LLP, UK

**Vitor Brito**, Portline Bulk Int.

## COURSE CONTENT:

- The Shipping Business – traditional practices and regulations
- The Ship – types of vessels, shipbuilding, S&P, demolition
- The Shipping Markets – bulk cargo, general cargo, liner trades
- Types of contracts and main commercial clauses
- The role of the Shipbroker – approaching and evaluating the markets, financial risks
- Maritime transportation contracts – Bills of Lading and Charter Parties
- The Charterers' Liability in a C/P
- The legal aspects in Sale/Purchase contracts
- Default in maritime transportation – risk mitigation
- Letters of Credit, LOI's, Demurrage, Force Majeure
- Quality control – The vetting systems
- The role of the Ship Agent
- The role of the Surveyors – solving transportation problems
- Case study – one full day illustrating some of the challenges and problems of the daily work in the shipping business.

## WHO SHOULD ATTEND:

Anyone involved in the shipping business, but especially Shippers and or Charterers involved in the maritime transportation of cargo, executives working from the very first steps when choosing the right partners to negotiate their transports until the closure of the process when the demurrage or despatch values are calculated and file is now completed.

This is not anyway the end as tomorrow another cargo is ready to be sold and another vessel is there to be fixed.

## TESTIMONIALS:

"The course was very well arranged and organized, covering a wide range of topics in a very practical perspective. All speakers showed exceptional knowledge in their fields and there was a very interesting interaction and sharing of experiences with all attendees. Definitely highly recommended."

**Pedro Melo e Castro**

SECIL – Companhia Geral de Cal e Cimento, S.A.

"Being on the 5th Edition of the Chartering course on 2014, organized by the CPC – Conselho Português de Carregadores, Member of the European Shipper's Council, has proved to me, that Shipping Industry is moving in "fast waters"; the markets, the clients and the cargoes, are today under great pressure, motivated by the surrounding elements. The permanent follow up, supported by the right experts, as I found on this course, and has been one important tool, together with my large experience, on my daily professional performance."

**Miguel Duarte/Oprs Manager.**

Afonso H. O'Neill & Ca Lda.

## COURSE INFORMATION:

**WHEN** 05–09 October 2015

**WHERE** Lisbon Praça das Industrias – AIP building

### COURSE FEE

**CPC or ESC Members** Before 31st July 2015: EUR 950  
After 31st July 2015: EUR 1150

**Non-Members** Before 31st July 2015: EUR 1100  
After 31st July 2015: EUR 1300

Price includes tuition, documentation, lunch, coffee breaks and dinner on the 09th October.

### ACCOMODATION

Vila Gale Opera Hotel – Breakfast 05–08 October 2015: **96,60€** / night

**Registrations are limited, in order of arrival.**

## CONTACTS

Please contact  
Leonor Muller

+351 21 360 11 15  
mlmuller@aip.pt

[www.cpcarregadores.pt](http://www.cpcarregadores.pt)

## SPONSORS:



THE CHARTERERS P&I CLUB



## COURSE AGENDA

OCTOBER 5	SESSION	TOPIC	SPEAKER	VENUE
09:00 – 09:30		<b>CHECK-IN</b>		AIP
09:30 - 10:00	<b>1</b>	<b>Welcome address</b>	Pedro Galvão, CPC's Chairman	AIP
10:00 – 11:00	<b>2A</b>	<b>Traditional practices and regulations</b>	Vitor Brito Capt. Carla Muralha	AIP
		<ul style="list-style-type: none"> <li>• Brief history and evolution</li> <li>• Impact in the world trade and Industry</li> <li>• Actual and future regulations for cargoes and vessels</li> </ul>		
11:00 – 11:15		Break		AIP
11:15 – 12:45	<b>2B</b>	<b>Types of vessels and Shipping Markets</b>	Vitor Brito Jorge Fernandes	AIP
		<ul style="list-style-type: none"> <li>• Types of vessels, shipbuilding, S&amp;P, demolition</li> <li>• Types of cargoes</li> <li>• General cargo, liner trades – How to increase efficiency in container transportation</li> <li>• Bulk cargo – Dry, Liquid and Gas</li> </ul>		
12:45 – 14:15		Lunch		HOTEL
14:15 – 16:00	<b>2C</b>	<b>Types of contracts and main clauses</b>	Vitor Brito	AIP
		<ul style="list-style-type: none"> <li>• Main clauses to be inserted, as rider in a C/P, emphasizing those of interest to shippers</li> </ul>		
16:00 – 16:15		Break		AIP
16:15 – 18:00	<b>2D</b>	<b>Types of contracts and main clauses (cont.)</b>	Vitor Brito	AIP
		Laydays, demurrage and despatch: <ul style="list-style-type: none"> <li>• Definitions</li> <li>• How these can be used as business</li> </ul>		
18:00 – 19:00		HAPPY HOUR		HOTEL

## COURSE AGENDA

OCTOBER 6	SESSION	TOPIC	SPEAKER	VENUE
09:00 – 10:45	<b>3A</b>	<b>The role of the Shipbroker</b> Approaching and evaluating the markets	Greg Cook	AIP
10:45 – 11:00		BREAK		AIP
11:00 – 12:45	<b>3B</b>	<b>The role of the Shipbroker</b> Continuation & Financial Risks	Greg Cook	AIP
12:45 – 14:15		LUNCH		HOTEL
14:15 – 16:00	<b>3C</b>	<b>Maritime Transportation Contracts</b> Bills of Lading and Charter Parties	Greg Cook	AIP
16:00 – 16:15		BREAK		AIP
16:15 – 18:00	<b>4</b>	<b>The Charterer's Liability</b> The Charterer's Liability in a C/P	Carlos Vazquez	AIP

OCTOBER 7	SESSION	TOPIC	SPEAKER	VENUE
09:00 – 10:45	<b>5</b>	<b>The Legal Aspects</b> Sale/Purchase contracts	Ana Cristina Pimentel	AIP
10:45 – 11:00		BREAK		AIP
11:00 – 12:45	<b>6</b>	<b>Quality Control</b> The Vetting and CDI Systems - TMSA	Mário Rocha / José Ferreira da Silva	AIP
12:45 – 14:15		Travel to Port of Setubal – LUNCH		HOTEL
14:15 – 16:00	<b>7A</b>	<b>Visit Port of Setubal</b> Port Terminals. Regular Lines, Logistics parks Pilotage tower and Port Authority Headquarters		APSS
16:00 – 16:15		BREAK		APSS
16:15 – 18:00	<b>7B</b>	<b>The Role of the Main Actors</b> Setubal Port Authority   Vitor Caldeirinha, Chairman River pilotage   Setubal Port Authority - Pilotage Ship Agent   Afonso H. O'Neill & Ca Lda. Tug Service   Rebonave Cargo Surveyor   SGS		APSS
18:00		RETURN TO THE HOTEL		

## COURSE AGENDA

<b>OCTOBER 8</b>	SESSION	TOPIC	SPEAKER	VENUE
09:00 – 10:45	<b>8A</b>	<b>Risks of the Charterer</b> Default in Maritime Transportation	Rory Gogarty	AIP
10:45 – 11:00		BREAK		AIP
11:00 – 12:45	<b>8B</b>	<b>Risk Mitigation</b>	Rory Gogarty	AIP
12:45 – 14:15		LUNCH		HOTEL
14:15 – 16:00	<b>8C</b>	<b>Letters of Credit and LOI's</b>	Rory Gogarty	AIP
16:00 – 16:15		BREAK		AIP
16:15 – 17:45	<b>8D</b>	<b>Demurrage and Force Majeure</b>	Rory Gogarty	AIP
17:45 – 18:00	<b>9</b>	<b>Launch of case study</b>		AIP

<b>OCTOBER 9</b>	SESSION	TOPIC	SPEAKER	VENUE
09:00 – 10:45	<b>10A</b>	<b>CASE-STUDIES</b>	Vitor Brito / Carlos Umbelino / Ana Cristina Pimentel / Mário Rocha / José Ferreira da Silva	AIP
10:45 – 11:00		BREAK		AIP
11:00 – 12:45	<b>10B</b>	<b>CASE-STUDIES</b>	Vitor Brito / Carlos Umbelino / Ana Cristina Pimentel / Mário Rocha / José Ferreira da Silva	AIP
12:45 – 14:15		LUNCH		HOTEL
14:15 – 16:00	<b>10C</b>	<b>CASE-STUDIES</b>	Vitor Brito / Carlos Umbelino / Ana Cristina Pimentel / Mário Rocha / José Ferreira da Silva	APSS
16:00 – 16:15		BREAK		APSS
16:15 – 18:00	<b>10D</b>	<b>CASE-STUDIES</b>	Vitor Brito / Carlos Umbelino / Ana Cristina Pimentel / Mário Rocha / José Ferreira da Silva	APSS
18:00		DINNER		Vela Latina

**PROGRAMME:**

Course Leader

**Carlos Umbelino** – Portuguese Shipper's Council

**Monday 05 October**

Session 1  
09:30 – 10:00

**COURSE INTRODUCTION**

**Pedro Galvão – Chairman – Portuguese Shipper's Council**

The opening of this course will be made by the Chairman of CPC that during your presentation it will be emphasized that the course is intended to be a dialogue. There will be opportunity for assessing the skills and expectations of the participants

Session 2  
10:00 – 18:00

**SHIPPING BUSINESS**

**Vitor Brito – Director of Portline Bulk International S.A.**

Without Shipping our life would be different. The sea transportation of raw materials and industrial products is vital for the world Industry and trade. In this global world the impact of shipping is felt from human needs like employment, until high technology in navigational sophisticated equipment. Throughout the centuries nations have treated shipping as a mean of independence and self sustainability.

Developed and developing countries want to have their own shipping. It is about this Industry that we are going to talk during next five days. We will start on this first day with an introduction to the main market segments of the shipping industry and to the relevant contractual forms and clauses in a maritime transportation contract

**Tuesday 06 October**

Session 3  
09:30 – 10:00

**THE ROLE OF SHIPBROKER**

**Greg Cook – Director of Dry Cargo Division, Clarksons**

The role of the Broker is of fundamental importance in facilitating negotiations between the parties (supply and demand). This session will be presented the importance of a good broker that simultaneously facilitates negotiation and ensures its customers the updated information of the world market both in chartering market as in cargo market.

Session 4  
16:15 – 18:00

**THE CHARTERER'S LIABILITY**

**Carlos Vazquez – The Charterers' P&I**

In this presentation Carlos Vazquez explains the reasons why it is nowadays imperative for cargo importers or exporters to buy adequate charterers liability insurance by examining in detail the focal risks to which a (voyage) charterer is exposed referring for that purpose to real life examples of casualties and Charterparty disputes handled by the Charterers P&I Club or faced by the industry as a whole.

## PROGRAMME:

### Wednesday 07 October

Session 5 09:00 – 10:45	<b>THE LEGAL ASPECTS</b> <b>Ana Cristina Pimentel – Lawyer</b> In this presentation Ana Cristina Pimentel will expose the legal aspects involved in international sale/purchase contracts, contracts of supplying and settlement of disputes.
Session 6 11:00 – 12:45	<b>QUALITY CONTROL</b> <b>Mario Rocha – Galp Energia Oil Shipping Manager, Sacor Maritima Director</b> <b>José Ferreira da Silva – Lundin Mining Corporation</b> The importance for shippers that vessels to be employed for the transportation of their cargo are operated by best practices should never be neglected. This session will detail the quality control system implemented in tankers but similar procedures already exist in the market for bulk solids vessels.
Session 7 14:15 – 18:00	<b>VISIT PORT OF SETUBAL</b> <b>Hosted by Port Authority of Setubal and Sesimbra (APSS)</b> The Port of Setúbal is a natural port located on the Sado Estuary that possesses natural conditions for maritime access and protection. It operates 24 h/day and 365 days/year. The importance of the Port of Setúbal goes back to pre-classic antiquity, known by the first Phoenician navigators that frequented our shores and established their commercial factories, as we can see in archeologically findings. Tour and presentations by the Chairman of the Port Authority and main actors of the port operation.

### Thursday 08 October

Session 8 09:00 – 18:00	<b>RISKS OF THE CHARTERER</b> <b>Rory Gogarty – Partner at the international law firm Holman Fenwick Willan, LLP, UK</b> In this presentation Rory Gogarty will detail some of defaults of the maritime trade
Session 9 17:45 – 18:00	<b>LAUNCH OF CASE STUDY</b> <b>Carlos Umbelino – Portuguese Shipper's Council</b> A short intervention to initiate the establishment of working groups among the participants with the purpose of facilitating the work of case study to be carried out the next day.

### Friday 09 October

Session 10 09:00 – 18:00	<b>CASE STUDY</b> <b>Carlos Umbelino – Vitor Brito – Ana Cristina Pimentel – Joao Abreu</b> This is a practical Case Study, designed to run throughout the whole period of the course and to provide a thread which will link together much of the subject matter of lecturers. The aim is to allow participants to gain experience of the workings of the chartering market by active participation in situations which are adapted from real events.
-----------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------