



DRY CARGO CHARTERING SEMINAR (ONLINE)

The seminar aims to provide the participants with a thorough understanding of the Dry Cargo Chartering practices, taught by experts of the market. They will gain a practical insight of the commercial and legal aspects of chartering in the dry bulk sector, through the use practical examples, real-life cases and workshops.

Specific Areas Covered

SHIP TYPES

- Different types of ships employed in dry cargo trades
- Basic dimensions, design and construction details, Terminology of measuring ships

CARGOES AND TRADE ROUTES

- Nature, characteristics, hazards and stowage requirements of the main dry commodities
- Major Ports (exporting / importing) & Trade routes

FREIGHT MARKETS

- The Practitioners involved and the structure of the international dry cargo chartering market
- The role of the broker and its relationship to the principals as an agent.
- The structure and content of market reports and market indices.
- INCOTERMS

CONTRACTS

- The format, purpose and content of charter party forms and main clauses.
- Commonly used standard forms
- Voyage Vs Time Charters / consecutive voyage contracts and contracts of affreightment
- Additional Clauses - Drafting Clauses
- The individual rights, responsibilities and liabilities of owners, charterers and brokers which arise under the charter party.

BILLS OF LADING

- The Role of the Bill of Lading in Charter parties & liabilities of the shipowner to the bill of lading holder
- Mates's receipt
- Clean / Claused BoL

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CHARTERING MARKET PRACTICE

- The procedure of negotiations and the process of offer, rejection and new offer (counteroffer, accept/except) and acceptance
- Draft of a Firm Offer (Voyage and Time Charters)
- “Subjects” – “Fully fixed” concepts
- The role and operations of the Post fixing dpt
- Warranty of Authority

FINANCIAL ELEMENTS OF CHARTER PARTIES

- Calculation of freight (rates per tonne or lump sum) and hire (rate per day or per dwt/month)
- Additional Payments due under Charter parties and the appropriate clauses
- Commissions & Brokerage
- Freight Market Derivatives

LAYTIME CONCEPTS & CALCULATIONS

VOYAGE ESTIMATION

DISPUTES RESOLUTION

Ideal for

Commercial Managers, Operations & Chartering Executives, Brokers & Traders, Legal & Marine Insurance professionals

Online Learning

The seminar will be delivered exclusively online by fully tutored learning sessions. Once your registration is completed, you will receive an email with all information and joining instructions to the webinars. For your participation, no special equipment is needed except a camera and a microphone.

Dates / Hours

Dates: 01/06, 02/06, 14/06, 16/06, 17/06, 21/06, 23/06, 28/06 & 30/06

Hours: 19:30 - 21:30 (GMT +03)

Duration: 10 online sessions

Fees

550,00 EUR (Including tuition fees & reading material)

ICS Members are eligible for a discount 20% on all HMC Professional Maritime Seminars

Tutor & CV Resume

Cpt. Andreas Georgiou FICS, Managing Director, Gregale (Dry Bulk) Shipping

Capt. Georgiou is born in 1973 in Athens. After graduating Leonteio Lykeio Patission in 1991, he attended the Hellenic Merchant Marine Academy and graduated in 1996 with a Bachelor in Nautical Science. He served on board Bulk Carriers, RoRos and Cruisers as well as in various Navy units as a Naval Officer. Started his career ashore as an operator of handy bulk carriers at ADRIATICO Ltd. and quickly added chartering in his activities. After being 13 years with Eurochart SA as a chartering manager, Ursa Shipbrokers in the same position, Managing Director at Grace Trading Corporation LLC and he is now the Director of GREGALE (DRY BULK) SHIPPING, operator of Dry Cargoes and Vessels. Holds a MSc in Marine IT applications and a second one on international relations. Apart from Greek, which is his mother tongue, he also speaks English, French, Italian and German. Among other academic publications he has also published two more papers on correlation of the BDI with other economic figures.

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