

SALE & PURCHASE OF VESSELS

Reduce the Number of Disputes and Smoothen the Sale and Purchase Procedure

6th & 7th October 2019
Fairmont Dubai, United Arab Emirates

Major Benefits Of Attending

By the end of this intensive 2 day course, delegates would be able to:

- **IDENTIFYING** potential problems
- **HELP** reduce the business and technical risks you face when buying a new or second-hand vessel
- **UNDERSTAND** the pertinent and key clauses in sale and purchase contracts for vessels
- **APPRECIATE** the latest and impactful commercial issues related to sale and purchase of vessels
- **IDENTIFY AND COMPARE** key S & P standard forms like NSF 93/2001, Nippon Sale 1999, SSF 2011 and NEWBUILDCON
- **KNOW** the various financing options for purchase of vessels
- **AVOIDING** pitfalls in negotiating sale and purchase of vessels
- **LEARN** from discussion and latest case studies

Why you Should Attend?

This 2-day workshop will give you a comprehensive knowledge of the main aspects of the sale and purchase of vessels. Participate fully and gain in-depth knowledge of the different memorandum of sale forms to enable you to better negotiate sale and purchase of vessels contracts.

The know-how you will gain will assist you in achieving a competitive edge in negotiating sale and purchase contracts for vessels.

Who Should Attend?

This training is highly recommended for new entrants to the shipping industry, most staff in liner shipping companies, chartering and trading companies. It is particularly useful for staff involved in day to day shipping operations or administration such as:

- ✓ Ship Owners & Operators
- ✓ Ship Managers
- ✓ Ship Brokers
- ✓ Shipping Agencies
- ✓ Marine Insurers
- ✓ Financing and Investment Banks
- ✓ Legal Advisors
- ✓ In-house counsel for shipping companies
- ✓ Maritime Lawyers

Organized by: _____



WE SOLVE YOUR PUZZLE