

The process and Management of Ships Charters, becomes ever more important as South Africa makes further advances into the Global Marketplace.

This Three Day course covers all of the pertinent aspects to be considered when Chartering Ships for your Company's business, from the methods undertaken, costs involved and issues to be considered, in the case of problems arising.

The Course includes practical examples and exercises at each stage to concrete the new information in the mind of participants, as well as Case Studies, pointing out common issues, and possible solutions to unforeseen circumstances.

This course is invaluable for any:

- Oils , Minerals, Coal or Grain Traders,
- Bankers in Trade-Finance,
- Underwriters & Insurance Brokers,
- Port Authorities,
- Inspections Authority,
- Marine Surveyors,
- Vessel Agents,
- Procurement Manager,
- Export Co-ordinator,
- Ships Broker,
- Shipping Clerk,
- Shipping Agent,
- Marine Insurance Representatives,
- Legal Representatives
- Marine

We hope to see you there

Best Regards






SHIPS CHARTERING

Johannesburg

First Quarter of 2014

HOW TO REGISTER

-  Call us on +27 (0)11 853 2772 or
-  Send your completed form to +27 (0)86 643 9411 or
-  Send your details to traders@hochfeld.co.za

Registration Form

| | |
|--------------------|--------------|
| First Name: | |
| Last Name: | |
| Designation: | |
| Organisation: | |
| Postal Address: | |
| Postal Code: | Country: |
| Telephone: () | Fax: () |
| Email: | |

Please photocopy this form for additional delegates

Fees (per delegate)

Full Fee: R13 000.00(+ VAT @ 14%) = R14 820.00

Preferential Hotel Bookings may be made via TMS Training

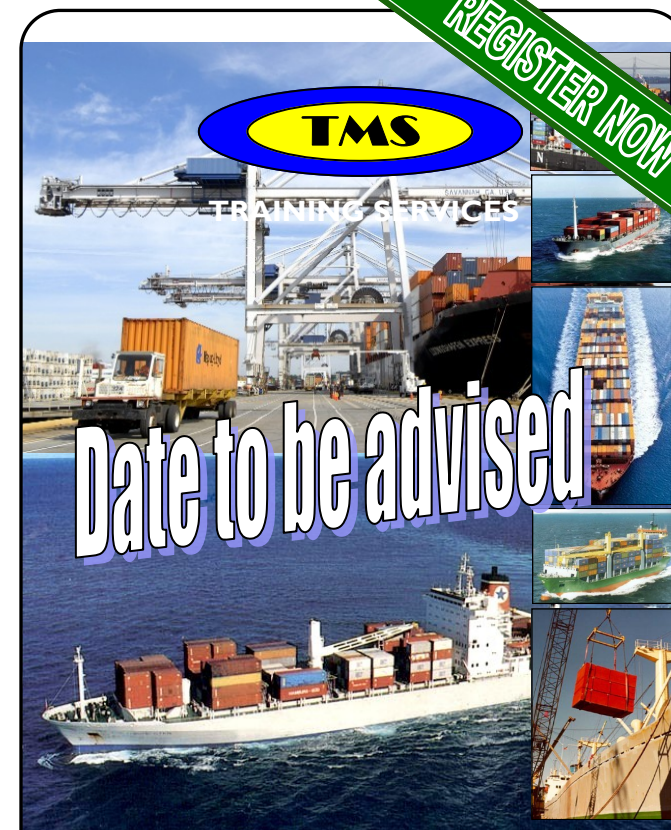
Methods of payment

- EFT to: Hochfeld Grains (Pty) Ltd
- Direct Deposit to Account Number: 420938281,
- Sandton Branch, Standard Bank, Branch Code 19205
- Please quote TMS Training as your reference.

Terms and Conditions

1. Fees include lunch and refreshments, as well as all materials.
2. No delegate will be admitted unless payment has been received.
3. Cancellations within 14 days will incur a 100% cancellation fee.
4. Substitutions are acceptable at no additional charge.
5. TMS reserves the right to defer or modify the course material as required.
6. All Courses subject to a minimum number of Delegates.
7. All Prices subject to Confirmation.

REGISTER NOW



SHIPS CHARTERING

traders@hochfeld.co.za

A comprehensive three-day
Training course covering all aspects
of Ships Chartering for participants in
the Import & Export Industry

**PRACTICAL TRAINING
FOR TRADERS, BY TRADERS**

DAY ONE

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|---|-----------------|
| WELCOME | Steve Hochfeld |
| LOGISTICAL CHAIN & INCO TERMS | Steve Hochfeld |
| MODES OF TRANSPORT Types of Vessels Basic construction and stability Capacity and displacement Containers vs. Break Bulk Stowage Ship's gear Loading facilities | Joe van der Vet |
| CHARTER COSTS Freight Port dues Running costs Stores Maintenance Crew | Tony Kee |
| ANCILLARY COSTS Agencies Stevedores Inspections | Tony Kee |
| INTERNATIONAL CONVENTIONS Governing Ships & Chartering International Maritime Organisation (IMO) Convention on load lines Collision Regulations (Colregs) Safety of Life at Sea (SOLAS) Marine Pollution (MARPOL) International Maritime Dangerous Goods Code (IMDG) | Joe van der Vet |
| DISPUTES RESOLUTION: Mediation, Arbitration and Action | Andrew Robinson |
| INFLUENCE OF PRODUCT TRADE CONTRACTS Grains (Gafra) Veg oils (FOSFA) | Joe van der Vet |

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| CHARTERING AND CHARTER TERMS - 1 | Tony Kee |
| Liner Terms Types of Charter Party Disponent Owners Lay times NOR Cancelling date Demurrage and dispatch Standard Abbreviations | |

DAY TWO

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| OPENING | Steve Hochfeld |
| CHARTERING AND CHARTER TERMS - 2 | Malcolm Hartwell |
| DELEGATES CHARTERING EXERCISE | Joe van der Vet |
| SHIPPING COMPANY'S PERSPECTIVE ON CHARTERING vs. OWNING | Tony Kee |
| ROLE OF SHIP'S BROKERS How is a charter arranged? What details are required? Baltic Exchange | |
| ROLE OF SHIP'S AGENT Liner Terms Charter Terms Protective agency | Tony Kee |
| INSURANCE Marine Insurance Cargo Clauses P and I Clubs FD&D Classification societies General Average Salvage | Andrew Robinson |
| BILL OF LADING, WAYBILLS & EXPRESS BILLS | Andrew Robinson |
| Purpose The Hague and Hague-Visby Rules Clean/Endorsed Bills Letters of Indemnity and Guarantee | |

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| OPENING | Steve Hochfeld |
| SHIPPING DOCUMENTS The Mates Receipt as evidence | Andrew Robinson |
| THE ROLE OF SURVEYORS AND INSPECTION AUTHORITIES On - Off Hire Surveys Hold inspections Cargo inspections Draft Surveys Stability calculations Insurance claims | Joe van der Vet |

ABOUT OUR SPEAKERS

Tony Kee joined Rennie Green R Line and in 1976 he took up a position in opening the Rennies office in Richards Bay. Richards Bay is a bulk port in those pioneering days the agent did everything which included Clearing and Forwarding, ships agency, travel arrangements etc. In 1993 he was appointed as Marketing Director. He has been involved with many aspects of shipping—particularly in the Chartering side of shipping.

Andrew Robinson joined the attorneys Deneys Reitz in 1988 and he was admitted as an Attorney in 1991. He was then appointed as a partner of the firm in 1993. His specialised fields are shipping, admiralty, international trade, maritime, marine insurance, aviation and environmental law. He has litigated matters in the United States, England, France, Germany, Italy, India and Belgium. He is the Chairman of the Admiralty sub-committee of the MLA, which committee is currently drafting amendments to the Admiralty Jurisdiction Regulation Act and the Admiralty Rules.

Steve Hochfeld is the Managing Director of Hochfeld Grains, and has been involved in the industry for over 35 years. He is currently the Deputy Chairman of SACOTA. Steve was a member of the management committee of the SAFEX Agricultural Market Division. He was intimately involved in the drawing up of the RSA standard grain contract, SAGOS 9. Steve has given lectures & presentations at various trade functions.

Joe van der Vet is Founder Member of Joeda Consulting cc, specialising in Trade Risk Management. Before leaving SGS in 2002, Joe was Divisional Head Agricultural/ Logistics Division and Marine Services for **SGS South Africa**. And also in Supervisor Capacity for divisions in Mozambique, Malawi, Zimbabwe, Namibia and Line Management for SGS Zambia. Joe also presents training programmes for Superintending Companies covering the Grain and Food Industries.