

## ICS Bespoke Chartering Course and Workshop - MELBOURNE

The first ICS bespoke chartering course and workshop held in Melbourne on 31 August and 1 September was a huge success, with nine delegates (see photograph below) from several companies including shipowners, mining companies, oil traders and liner operators attending.



The course/workshop directors were Capt Nigel D'Souza and Mr Richard Strachan, assisted by Mr Nick Vann, all Fellows of the Institute who by themselves, cumulatively have over 130 years' experience in the maritime industry. The course was held at the facilities of our administration managers, PAMS, in East Melbourne.

### The course covered several topics including:

- The role of the broker
- Markets, market reports, derivatives and indices
- Chartering practice
- Types of charter and specific clauses/terms
- Charter-party terms
- Time and voyage charters
- Voyage estimation and related matters
- Legal regimes that apply to charter-parties and bills of lading
- Insurance in the shipping industry
- Practical matters in a shipping office function

### **Here's what the delegates had to say:**

- “Thank you, Richard and Nigel, for your very helpful presentations and incredibly insightful knowledge about the ICS, Owners, Charterers, and bulk cargo generally. For me as a beginner in this industry I am often amazed by it's complexity and nuances.”
- “Thank you again for the two days. I look forward to my ongoing interaction with the ICS and other associated groups and eagerly await our next engagement.”
- “A very informative and educational course. It provided a lot of clarification and was certainly very evident that we were led by a wealth of experience.”
- “From my perspective, it will allow me to standardise much of my language, and also allowed me to appreciate the various roles in a sailing, their purpose, and interaction.”
- “Being able to see the industry from a different perspective does extend the picture for us from a customer point of view, and hopefully allow us to avoid some of the hiccups that occasionally occur.”
- “I am glad that I attended, as a wide scope of subjects was covered. It only enhances an understanding of what goes on behind the scenes.”
- “Thanks again for organising and hosting a fantastic workshop! I thoroughly enjoyed it and found the material we covered very relevant to my job and day to day tasks.”
- “I enjoyed the course and it helped fill in some gaps for me and know what else I should be asking about. It was good to have people attending from the owners side as well to get a different view of things, and people from different industries to get an idea about the issues that they face, and not just what impacts concentrate parcel shippers!”
- “Thanks so much for the insights earlier this week. I got a huge amount of benefit out of attending this course – particularly as someone who is new to the chartering game!”
- “It was particularly beneficial to see the cost build-up that the ship owner sees on their side, as well as hearing the ‘reality’ of the business from the 100+ years of experience from Nick, Nigel and Richard.”

**Similar courses are being considered for Brisbane and other centres** possibly later this year, depending on demand. This course is specially developed for charterers and practitioners of the bulk cargo trades. It provides an overview of the commercial shipping business, focussing in more detail on chartering practice and charter-parties, and covers areas that have direct relevance for day-to-day shipping activities in a bulk export or import business.

**To register your interest** to attend a course near you, or to have a bespoke course tailored to your specific needs, call 03 9895 4482 or email [icsanz@icsanz.com](mailto:icsanz@icsanz.com).

Kind regards,

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