



# Freight Management & Execution Risk

Everything you need to know about freight management & execution: how to make money, improve efficiency and avoid losses...

- **Freight** - The role of a shipping department in a trading company.
- **Shipping Terms** - Commercial contracts vs. Charterparties
- **Shipping Operations** - Opportunities to make a profit
- **Traders** - Managing traders' expectations
- **Charterparties** -
  - An overview of the pros and cons of different forms.
  - Does flexibility in the Charterparty increase or reduce risk?
- **Legal principles** of shipping - how to prepare for a future arbitration
- Counterparty risk management
- **Laytime** - Make laytime your friend

Presented by:

**Richard Watts, HR Maritime**

This event is run on the following dates, in the following locations:

- **20 - 21 March 2012** **Geneva**
- **27 - 28 November 2012** **Geneva**

**ABOUT THIS TRAINING COURSE:**

Whatever your role in a trading environment, you must know about the detail of freight execution and management. It affects all aspects of every transaction in which you are involved. Optimal management of all aspects of freight can offer opportunities to make money by taking advantage of terms implicit in every one of your agreements. What are the key issues and how can you benefit from a clear understanding of freight contract terms, charter parties, voyage execution and financial/legal aspects?

This seminar is a crucial examination of everything you need to know. It does not just cover the nuts-and-bolts of administration and execution but more importantly it provides you with a modern business approach in order to maximise financial returns from your freight management and execution operations. You will learn in detail about contracts, CPs, execution, financial aspects and crucial legal issues, as well as learning what can go wrong and how to avoid loss.

**ABOUT GLOBAL TRAINING GROUP**

Global Training Group (GTG) is the trainer of choice for global banks, finance firms, traders and corporates in the commodity and trade finance sector. GTG's owners and managers include Global Commodities Group (GCG), a Geneva-based firm whose clients include banks, trading firms and the professional firms advising them.

**ABOUT THE COURSE DIRECTOR, RICHARD WATTS**

Richard Watts is experienced in all areas of shipping, trading, insurance, finance and legal matters. He started his career at the leading independent Rice Trading Company in 2000 by working in various departments, including contract execution, legal, insurance and shipping (time charter and voyage).

Richard then moved to Addax & Oryx Group's Rice Trading Company, Ascot Commodities NV, where he managed all shipping operations for the carriage of approximately 1 million tons of rice per year. During this time, Richard was managing all aspects of shipping, including the numerous demurrage claims generated by the majority of operations being in West Africa. Richard was also managing all insurance and legal files.

In 2008 Richard created HR Maritime, based in Geneva with the aim of providing services to the Trading and Shipping Community. Richard is a Fellow of the Institute of Chartered Shipbrokers (ICS).

## DAY 1 AGENDA

### SHIPPING & TRADE ISSUES

- The role of a shipping department within a trading company
- Relating the commercial contract with charterparties
- Managing the expectations of the trader
- Restrictions and how they influence the freight rate: Port, vessel
- Load/discharge rates – Should they match?

### TYPES OF CHARTERPARTIES

- Advantages and disadvantages of types of charterparties
- Voyage Charters
- Time Charters
- Does flexibility in the charterparty increase or reduce risk?

### EXECUTION OF VOYAGE

- Voyage orders
- Nomination of Agents
- Instructions to Owners/Master/Using agents & superintendents
- Documents at load/discharge
- NORs. SOF – off-hire, weather, holidays etc
- Demurrage
- Laytime - make laytime your friend

## DAY 2 AGENDA

### FINANCIAL ASPECTS

- Counterparty risk management
- Hedging tools
- Payment of freight/commodity – when to pay
- Demurrage – Laytime statement, invoicing
- Bank - LC

### LEGAL ISSUES

- Legal principles
- Points of contention
- Preparing for arbitration

### CLOSING DISCUSSION & QUESTIONS

**For more information, about more than 30 training events in commodities and trade, visit our website at [www.globaltraining.ch](http://www.globaltraining.ch)**

Upcoming 2012 Events in the **Commodity Finance & Banking Series** include:

#### **Analysing Structured Commodity Trade Finance**

- 02 - 03 February 2012, Geneva (ref: HIW6)
- 05 - 06 July 2012, London (ref: HIW9)
- 26 - 27 September 2012, Geneva (ref: HIW10)
- 04 - 05 October 2012, Singapore (ref: HIW11)
- 09 - 10 October 2012, Shanghai (ref: HIW12)

#### **Commodity Inventory Risk Explained**

- 18 - 19 April 2012, Geneva (ref: CIRE2)
- 05 - 06 July 2012, Singapore (ref: CIRE3)
- 24 - 25 October 2012, Geneva (ref: CIRE4)
- 19 - 20 December 2012, Dubai (ref: CIRE5)

Global Training Group is a CPD member company.



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## EVENT DATES, LOCATIONS & PRICES

CODE	DATES	LOCATION	COURSE LEADER	STANDARD RATE	EARLY RATE*	3+ DELEGATE RATE
FME2	20/03/2012 - 21/03/2012	GENEVA	Richard Watts	1650 CHF	1450 CHF	1350 CHF
FME4	27/11/2012 - 28/11/2012	GENEVA	Richard Watts	1650 CHF	1450 CHF	1350 CHF

## HOW TO REGISTER & PAYMENT

- To pay by **credit card**, please register online at [www.globaltraining.ch/register](http://www.globaltraining.ch/register)
- To pay by **bank transfer**, please register online at [www.globaltraining.ch/register](http://www.globaltraining.ch/register) or fill out this form and then either email it to us ([office@globaltraining.ch](mailto:office@globaltraining.ch)) or fax it to us (+41 22 321 74 82)
- Or call us (+41 22 321 74 80) and we will process your booking on the phone.



Web Ver2.30/12/2011

## ENTER YOUR CONTACT INFO:

Please indicate in the 'COURSE CODE' box, which location & date the delegates are attending. The course code can be found in the 'EVENT DATES, LOCATIONS & PRICES' table above.

 COURSE CODE: 

 Name Delegate 1: 

 Job Title: 

 Name Delegate 2: 

 Job Title: 

 Name Delegate 3: 

 Job Title: 

 Organisation: 

 Postal Address: 

 Postcode: 

 Telephone: 

 Fax: 

 Email contact: 

 Signature: 

Please register the above delegate(s):

## DELEGATE FEES & DISCOUNTS

Please indicate the number of delegates & any applicable discounts:

 1-2 Delegate(s) (standard rate) 

 3+ Delegates (discount rate) 

 \*EARLY RATE REGISTRATION   
 (available up to 5 weeks prior to an event)

\*Note: for extra information about fees, please see the 'notes' section.

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## NOTES

**Course fees** do not include travel and accommodation. Refreshments and lunch are included on full days, refreshments on half days. Full administration information, joining instructions and you invoice will be forwarded to you once we receive your registration. For events in Switzerland, you will be charged Swiss VAT (8%). Courses run from 9.00 am – 5.00pm (Day 1) and 9.00 am – 2.00 pm (Day 2).

**Cancellation:** You may cancel your registration at any time up to three weeks prior to the event without charge & we will refund your registration fee in full, less a small administration charge. If you cancel within three weeks of the event you may transfer your place free-of-charge to a colleague, or you must pay in full.

**To take advantage of the multiple delegate discount across different locations/dates, please call us.**

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**WE CAN RUN THIS COURSE FOR YOU IN-HOUSE: CALL US FOR MORE INFORMATION: +41 (0) 22 321 7480**