

LONDON  
SCHOOL OF  
SHIPPING

INSTITUTE OF  
CHARTERED  
SHIPBROKERS

# Fundamentals of Ship Sale & Purchase

An intensive and thorough two-day programme providing a comprehensive overview of the sale and purchase of new and second-hand tonnage including multi-media presentations, discussion sessions, workshops, group activities and practical case examples.

LONDON: 24 - 25 September 2019

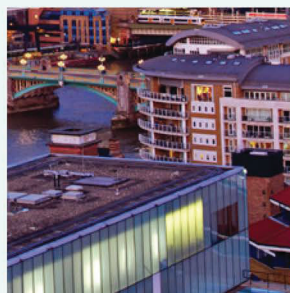
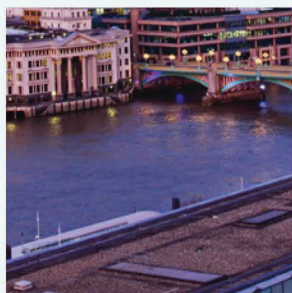
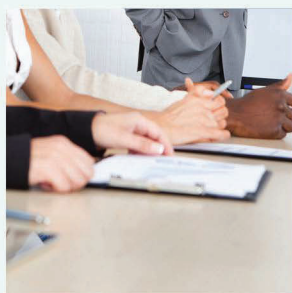
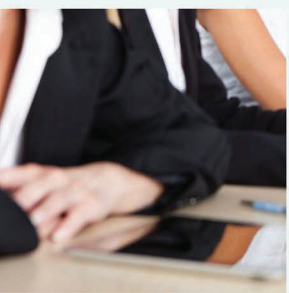
## PROFESSIONAL DEVELOPMENT COURSES

By practitioners  
for practitioners

The London School of Shipping offers an extensive range of face-to-face programmes in commercial shipping disciplines, ideal for new starters or those working in the business looking to further their knowledge in specific industry sectors.

The programmes are led by experienced course leaders supported by visiting expert practitioners from the extensive London maritime community.

Courses are held in our modern dedicated facilities close to London Bridge. We look forward to welcoming you soon.



# PROGRAMME

## Fundamentals of Ship Sale & Purchase

Tues 24 – Wed 25 September

**Duration: 2 days**

30 Park Street, London SE1 9EQ

### Course Leader: Simon Ward FICS



Spanning a career of 30 years in shipping, Simon Ward has spent 26 of those as a Sale and Purchase Shipbroker, first in Liverpool and then London, where he joined HSBC Group in 2001.

In 2008 Simon moved to Greece to open and run HSBC Shipping Services Ltd in Piraeus. In 2013 he opened a new sale & purchase venture in Piraeus in partnership with Ursa Shipbrokers.

A Member of the Institute since 1995 (and a prize winner in the qualifying exams), he was accepted as a Fellow in 2009. He is also actively involved with the Institute's education team, both in Greece and London, and as a member of the Education and Training Committee. Simon is a regular guest lecturer at universities and other educational institutions in Greece and the UK.

### Overview:

An intensive and thorough two-day programme providing a comprehensive overview of the sale and purchase of new and second-hand tonnage including multi-media presentations, discussion sessions, workshops, group activities and practical case examples.

Topics explored will include: ship types and maritime geography relevant to the S&P market; ship registration and classification; markets and the parties involved; negotiation, contracts and documentation; ship valuation, finance and insurance and legal aspects of sale and purchase.

### *By practitioners for practitioners*

- The cost of the course is held at £895.00 per person, including all course materials, lunch and refreshments.
- Discounted rates may apply to companies interested in sending multiple attendees.
- The course can also be organised upon request on an in-house basis.

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