

SALEFORM 2012 goes to China

As an essential part of the international shipping industry, Sale and Purchase (S&P) has always been an area which attracts great attention. S&P transactions play a key role in the international shipping market, together with newbuilding, demolition and chartering activities.

In recent years, Chinese ship owners have been increasingly active in the S&P market. According to the China Shipowners' Association, overall global S&P transactions in 2013 totalled USD 28.448 billion. Of these, Greek ship owners led the world, spending USD 7.278 billion to purchase 360 ships. Chinese ship owners are the second-largest players, having spent USD 1.531 billion buying 117 ships.

With this in mind, BIMCO brought the tried and tested international sales agreement SALEFORM 2012 to China and more than 80 attendees packed the Shanghai Seminar held on 1 April 2014, whilst over 40 participated in a seminar in Hong Kong on 3 April 2014.

A wide spectrum of players

The audience represented a wide spectrum of industry players, from ship owners, managers, brokers and bankers to shipping leasing institutions, lawyers and classification societies. The purpose of these two seminars was to cater for the ever-growing S&P market in the Far East, where increasingly large numbers of SALEFORM 2012 inquiries are generated.

The seminars provided a unique opportunity for participants to meet and interact with the members of the BIMCO sub-committee heavily involved in the SALEFORM 2012 project, as well as with Philip Yang, the



SALEFORM 2012 seminar in Shanghai.

Vice Chairman of BIMCO's Documentary Committee and Søren Larsen, BIMCO's Deputy Secretary General.

The audience was advised of the rationale behind the revision, shown where amendments had been made and how these had been achieved. It was explained that SALEFORM 2012 incorporates many of the most commonly used amendments that the industry itself has applied to SALEFORM 1993. However, the revision avoids being overly prescriptive, favouring instead clarity and flexibility.

Thanks to the co-organisers

BIMCO would like to thank the co-organisers, China Shipowners' Association (CSA)

and Hong Kong Shipowners' Association (HKSOA). Ning Dewei, Deputy Secretary General of CSA and Arthur Bowring, Managing Director of HKSOA delivered the welcome speeches in Shanghai and Hong Kong, respectively.

The seminars were chaired by Søren Larsen, who drew on the expertise of Francis Sarre (CMB NV, Antwerp), who is chairman of the revision sub-committee, Christoph Bruhn (Bruhn Shipbrokers GmbH, Hamburg) and Matt Hannaford (CDG, London). Phillip Yang then shared his in-depth knowledge of SALEFORM 2012 from an outside user's perspective. As usual, there were lively discussions centred around Clauses 2, 13 and 18. The highly engaged audience did not pass up the opportunity to make their comments and ask many pertinent questions.

In his closing remarks, Søren Larsen stated that "The very positive comments received during these seminars confirms BIMCO's firm belief that SALEFORM 2012 successfully reflects the needs of the industry. From the encouraging response we have received from users we are confident that this much improved new edition will further cement SALEFORM's position as the globally recognised standard contract for the international sale and purchase of ships". ■



SALEFORM 2012 seminar in Hong Kong.