

SHIPPING, PORTS & MARITIME FUNDAMENTALS

2-Day Training Course: THE Essential Techno-Commercial Introduction to Maritime

Build your understanding of the maritime industry through this comprehensive introduction to the commercial, technical & legal environment in which the Australian ports & the global shipping industry functions.

12-13 March 2020 • Sydney
18-19 June 2020 • Perth

14-15 May 2020 • Melbourne
10-11 September 2020 • Brisbane



Our Expert Course Instructor



Dale Cole

Dales boasts a long and impressive career in the international maritime industry. Dale is a member of the Australian Maritime Safety Authority's advisory committee, and is Executive Chairman of the National Bulk Commodities Group.

Key Learning Objectives

- ▶ Review the industry from a global perspective, its terminology and stakeholders
- ▶ Discover shipping's commercial, logistical, economic and trade components
- ▶ Recognise the fundamental technical issues of handling each type of cargo within the modern port
- ▶ Gain a working knowledge of ship operations, port management, supply services and the chartering process
- ▶ Understand vessel types and design overview including loading and discharge
- ▶ Identify the essential elements of documentation associated with maritime trade
- ▶ Recognise the contractual and legal environment under which shipping functions
- ▶ Comprehend the influence of major organisations such as IMO, Flag States and classification societies
- ▶ Appreciate marine pollution, health, safety, security and the impact on the supply chain

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ABOUT THE COURSE

This course will provide an introduction to the maritime industry, including an overview of a ship's commercial, logistical, economic and trade components.

The nature of international shipping requires the services of many parties and organisations, and this course addresses how many of these contribute to the provision of a reliable and cost effective shipping and logistics solution.

Basic obligations incurred under various contracts of carriage are explained, along with marine insurance cover, how it's governed and has developed its own unique features through its own Act of Parliament at the national level whilst IMO looks after the enforcement in the global arena.

The shipping industry is global in nature and subject to many international controls, which can cause delay and cost to the ship and cargo – the nature of these controls are examined.

Finally, the course provides an overview of how the supply/demand equations are increasingly impacted by CSR (Corporate Social Responsibility) principles, which concern obligations towards the environment, marine pollution, sustainability and security.

WHO WILL BENEFIT

- Newcomers to the maritime industry seeking to add to or update their knowledge.
- Those entering into contracts in the supply chain such as commodity owners/suppliers.
- Clients of shipping companies and service providers.
- Government personnel, advisors, policy makers from state, federal and local government.
- Seafarers who would benefit from a more comprehensive overview of the industry they operate in.
- Port and terminal operators.

Would You Like To Run This Course On-Site

Informa Corporate Learning – On-site & Customised Training

If you have 8+ interested people, an onsite course can be an ideal solution. Speak with **Anton Long** or **Holly Baldwin** on +61 (02) 9080 4455 to discuss your customised learning solution, or email training@informa.com.au

EXPERT COURSE INSTRUCTOR



Dale Cole

Dale boasts an impressive 58 years in the international maritime industry.

Dale had 20 years' experience as a seafarer. He was master, new building superintendent and acting marine superintendent for the last 7 years with a British company based in Hong Kong.

After leaving the sea Dale spent 11 years as a Queensland shipwright surveyor, examiner of state marine qualifications, port pilot and harbour master. In 1984 he joined Howard Smith Industries where he became CEO of their towage and salvage businesses.

During the past 15 years he has advised port authorities, port companies and regulators on towage and pilotage pricing issues, taught off-shore navigation and maritime law and provided shipping casualty expert advice.

Dale is a member of the Australian Maritime Safety Authority's advisory committee, and is Executive Chairman of the National Bulk Commodities Group.

WHAT OUR CLIENTS SAY

"Friendly, engaging and very knowledgeable about the subject matter. Enjoyed the personal stories and examples plus opinions on all things shipping. Very interesting."

Product Development Manager, **OMC International**

"The entire content and the interaction between people. I have learned a great deal with regard to maritime fundamentals."

Project Development Officer, **Port Hedland Port Authority**

"Dale was very knowledgeable and interactive with the group. He tailored the course to suit issues that were specific to my work areas."

Commercial Officer, **Sandfire Resources**

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2-Day Intensive Course Outline

Overview of the global maritime industry

- International trade and the global shipping network
- Industry structure – how the government, peak bodies and other stakeholders fit

The definitions for a ship, vessel and boat

- Identify how vessels are measured and described
- Understand how cargo loaded on a vessel is identified and quantified
- Ship registration and the options available to a shipowner/operator
- The organisations responsible for regulating 'safety at sea' issues
- Options available to an owner/operator when insuring a vessel

Understanding the commercial operations of ship ownership or management

- The various options available to a ship owner/operator to earn revenue
- The interests involved in overseeing a successful commercial voyage
- Identifying the costs involved in operating a ship
- The benefits and design of an appropriate financial model

Review of maritime economics, ship economics and ship operations

- The 'drivers' that influence today's freight market
- The 'drivers' that influence the economics of operating a ship
- The various influences the management of a ship

Understanding various ship types and crewing challenges

- Learn how various types of ships are identified
- The challenges facing ship crewing agencies to meet the demand for trained seafarers
- Crew compliments on various classes of ships
- Flag State remuneration arrangements
- ITF remuneration arrangements
- Passenger ships contract arrangements

Who's who in the labour market and supply services

- Different roles and responsibilities of personnel in the maritime industry, including:
 - Seafarers (the shipboard organization including Master/Officers/Engineers/Ratings)
 - Port agents, freight forwarders, insurance brokers, shipbrokers and pilots
 - Naval architects and marine engineers within ship repair yards and dry docks
 - Unions (ITF & Australian Maritime Unions)

Factors that influence international and domestic maritime trade

- The historical necessity to transport goods by sea
- The regimes that regulate national and international trade
- The process to build a ship to meet a trade demand
- Trading patterns and building infrastructure to meet that demand
- The economic models for transporting domestically
- Understand the conventions, regulation and codes that regulate international ship movements
- Identify domestic shipping and employment influences
- National and international shortage of skilled seafarers – how does Australia cope?
- Identify a ship operator's employment options i.e. liner services or charter arrangements

International and national laws, conventions, regulations and codes which regulate maritime trade and shipping

- Identify UN trade and bilateral agreements
- IMO Conventions, Regulations and Codes
- Australian Navigation Act 2012, shipping industry awards and enterprise bargaining
- Australian shipping reform
- The impact of ISPS Code, ISM Code, Solas and Bio Security in the national and international context

Understanding shipping contracts

- BIMCO freight, chartering, wreck removal, agency, crew engagement etc.
- Identify common acronyms used by shippers, buyers and ship operators
- Identify advantages/disadvantages of FOB and CIF contracts
- The purpose and use of a Bill of Lading
- The use of a Letter of Credit to meet an international debt obligation
- The use of SALEFORM 2012 when buying or selling a vessel
- The use of a Letter of Indemnity and a Booking Note

Functions of a port in a commercial environment

- Ownership options available to governments nationally and internationally
- The ownership of container facilities nationally and internationally
- The ownership of dry and liquid bulk facilities nationally and internationally
- Explore the use of 'common user' berths nationally
- Identify berth usage, berth rotation and

berthing sequence or sequences

- Evaluate berth congestion at Australia's dry bulk ports and investigate options to reduce or eliminate this scourge

The charter market – the complexities as it relates to cargo and shipping

- The most commonly used charter parties used today
- The difference between a voyage charter and a time charter
- The options for sub-chartering
- Evaluate indices such as the Baltic Dry Index (BDI) and identify the risks involved in spot chartering compared to time chartering
- Identify how Laytime is calculated and the calculation of demurrage and dispatch

Understanding marine insurance

- Briefly examine the history of marine insurance
- Understand the terms 'underwriter', 'warranty' and 'Institute Clauses'
- Understand the difference between Particular Average and General Average
- P&I insurance – its use, coverage and the Group's use of 'calls'
- Should marine insurance (both H&M and P&I) be compulsory?

Health, safety, environment and security

- Understand the background to marine pollution
- Identify the appropriate convention regulating oil pollution, garbage disposal etc.
- Review the Hazardous and Noxious Substance Convention
- Understand the Ballast Water Management Convention and Australia's proposed bio-security regulations
- Identify the location of Australia's marine pollution response equipment
- Review international piracy and terrorism and the options available to ship operators and governments to reduce this risk

Key issues facing the maritime industry today

- Oversupply of vessels, freight cycles and weak commodity demand
- Current state of the world economy
- Port limitations – the need to increase container facility investment
- Port privatisation in Australia
- The need to make seafaring a more attractive employment option for young people
- Can Australian shipping remain cost competitive?
- Can the international shipping community become more environmentally conscious?

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Course Code	Location	Course Dates	Super Early Bird price valid until		Early Bird price valid until		Standard price valid after		4+ Dels Discount	
			SY - 31 Jan 20	ME - 3 Apr 20	PE - 8 May 20	BR - 31 Jul 20	SY - 21 Feb 20	ME - 24 Apr 20		
P20GT14SY	Sydney	12-13 Mar 20	\$2,595 + \$259.50 GST	\$2,854.50	\$2,895 + \$289.50 GST	\$3,184.50	\$2,995 + \$299.50 GST	\$3,294.50	\$2,316 + \$231.60 GST	\$2,547.60
P20GT14ME	Melbourne	14-15 May 20	\$2,595 + \$259.50 GST	\$2,854.50	\$2,895 + \$289.50 GST	\$3,184.50	\$2,995 + \$299.50 GST	\$3,294.50	\$2,316 + \$231.60 GST	\$2,547.60
P20GT14PE	Perth	18-19 Jun 20	\$2,595 + \$259.50 GST	\$2,854.50	\$2,895 + \$289.50 GST	\$3,184.50	\$2,995 + \$299.50 GST	\$3,294.50	\$2,316 + \$231.60 GST	\$2,547.60
P20GT14BR	Brisbane	10-11 Sep 20	\$2,595 + \$259.50 GST	\$2,854.50	\$2,895 + \$289.50 GST	\$3,184.50	\$2,995 + \$299.50 GST	\$3,294.50	\$2,316 + \$231.60 GST	\$2,547.60

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Informa Corporate Learning – On-site & Customised Training

Informa Corporate Learning has a long-standing track record of delivering very successful customised learning solutions achieving real and measurable value for our clients through our senior training consultants.

If you have 8+ interested people, an on-site course can be the ideal solution – giving you the opportunity to customise our course content to your specific training needs, as well as attracting significant savings compared to public course costs.

Why Choose On-site With Informa Corporate Learning?

- 1. Custom design** – Together, we will identify the best blended learning solution for your culture, your people and your training objectives.
- 2. Quality assured** – We design market-leading training programs, concepts and methodologies, with a 400+ course portfolio. Our rigorously selected 900+ instructor faculty are recognised experts in their field. Quality of their content and delivery methods is assured through continuous monitoring and evolution.
- 3. On-site training** is a cost effective way to train your people and achieve your defined outcomes.

Our Long Standing Clients Include:

ActewAGL, Ajilon, Ambulance Victoria,, ANU, Arrow Energy, Australian Super, Barrick, BHP, Chevron Australia, Coffey International, ConocoPhillips, CSIRO, Dalrymple Bay Coal Terminal, Department of Education, Department of Planning, Electricity Generating Authority of Thailand (EGAT), ENI Australia, EY, Fortescue Metals Group, Health Purchasing Victoria, IBM, IP Australia, Jemena, Litmus Group, Metro Trains, Office of the National Rail Safety Regulator, Origin Energy, Pacific National, PT Freeport, Public Transport Authority – WA, QGC – BG Group, Queensland Rail, Rio Tinto, Romgaz, SA, South Australia Health, Telstra, Transport & Infrastructure, UBS, Woodside and more...

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