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14.09.2021

Konu : Liner Taşımacılığı Eğitimi Hk.

Sirküler No: 968

Sayın Üyemiz,

Gemi Brokerleri ve Acenteleri Ulusal Birlikleri Federasyonu'ndan (The Federation of National Associations of Ship Brokers and Agents - FONASBA) alınan 06.09.2021 tarihli Ek'te sunulan yazıda, Liner (tarifeli) taşımacılığa ilişkin detaylı bilgi vermek amacıyla Barselona Gemi Acenteleri Birliği (Barcelona Shipping Agents Association - ACB) tarafından "Liner taşımacılığı" (Liner shipping transportation) isimli bir eğitimin 23 Eylül - 10 Aralık 2021 tarihleri arasında düzenleneceği bildirilmektedir.

Söz konusu eğitim kapsamında deniz taşımacılığının tarihçesi ve gelişimi, liner hizmetlerine ilişkin tanımlar, ortak uluslararası kurallar ve yasal çerçeveler, tarafların sorumlulukları, konşimento kapsamında ana sorumluluklar, konteyner türleri, uluslararası kodlama ve tetkik, yükün doğru bir şekilde istiflenmesi için lashing yöntemleri, rota, sefer programı, konteyner terminallerinin altyapısı ve söz konusu terminallerde kullanılan araç ve gereçler, liner taşımacılığındaki fiyatlandırmalar, gemi acentelerinin sorumlulukları, kuru yük ve proje kargosu, liner gemi acentesinin ekonomik ve yapısal anlamda incelenmesi, tarifersiz (tramp) ve liner deniz taşımacılığı arasındaki farklar, liner gemi acentesini oluşturan farklı departmanların tanıtılması ve incelenmesi ve P&I kuruluşları hakkında bilgiler verileceği ifade edilmektedir.

Yazıda, söz konusu eğitimin deniz taşımacılığı şirketleri ile liner gemi acentelerinde çalışanların yanı sıra, ithalat ve ihracat ile iştigal eden şirketler, navlun komisyoncuları (freight forwarder), gümrük acenteleri, liman terminalleri ve lojistik şirketleri için tasarlandığı bildirilmektedir.

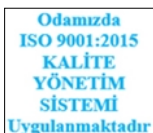
Eğitime ilişkin son başvuru tarihinin 17 Eylül 2021 olduğu ifade edilmekte olup, ders programı ve konuya ilişkin detaylı bilgi Ek'te sunulmaktadır.

Bilgilerinize arz/rica ederim.

Saygılarımla,

İsmet SALİHOĞLU
Genel Sekreter**Ek:FONASBA'dan alınan 06.09.2021 tarihi e-posta mesajı ve Ekleri. (17 sayfa)**

Dağıtım:

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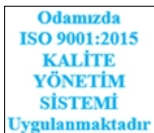
**Gereği:**

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- Türk Armatörler Birliği
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From: generalmanager@fonasba.com <generalmanager@fonasba.com>
Sent: Monday, September 6, 2021 12:57 PM
To: FONASBA Admin <admin@fonasba.com>
Subject: NEW LINER AGENT COURSE LAUNCHED

To: FONASBA Full Members
Cc: FONASBA Executive Committee

Dear All,

We are pleased to announce the launch of a new education course for employees of your member companies operating in the liner sector. The course has been developed by our colleagues at the Barcelona Shipping Agents Association (ACB) to provide a detailed and comprehensive study programme covering all aspects of liner trades from a practical viewpoint. Further information is provided in the flyer and course booklet attached.

This course includes several interactive elements, for example, access to video lectures, online tutorials, and discussion fora and so unlike the FONASBA Agent Diploma, **this course operates to a set timetable, starting on 23rd September and ending on 10th December with the closing date for registrations being Friday, 17th September.** The next course will not run until September 2022 so we would ask that you circulate the attached information to your member companies as soon as possible. Registration is made directly by the company with the Barcelona association at: acb@consignatarios.com with copy to this office: admin@fonasba.com

We are also pleased to advise that FONASBA will share the commission received from ACB for courses booked equally with the national association, so there is an incentive to you to actively promote the course to your companies!

Thank you in advance for your support for this initiative.

Best regards,

JONATHAN C. WILLIAMS FICS
GENERAL MANAGER
FONASBA
Tel: **+44 7778 497707**
E-mail: generalmanager@fonasba.com
Website: www.fonasba.com





FONASBA

LINER SHIPPING COURSE

FONASBA ACB LINER SHIPPING TRANSPORTATION COURSE

A modular qualification for agents in the liner shipping sector

9th Edition: 23rd September to 10th December 2021



Barcelona Shipping
Agents Association

Liner shipping transportation Online Module II - 9th Edition

From September 23rd to December 10th, 2021

"Maritime transport is essential to the world's economy as over 90% of the world's trade is carried by sea and it is, by far, the most cost-effective way to move goods and raw materials en masse around the world."

IMO Profile. Business UN Organization. <https://business.un.org/en/entities/13>

FONASBA has joined with ACB, the Barcelona Shipping Agents' Association (a member of ASECOB, the Spanish national agents' federation), to offer an online modular course for agents in liner shipping. It is open to employees of company members of any of its Full Member associations and of Associate Member companies. Your employees are therefore eligible to apply to join.

Unlike other FONASBA-supported courses, it has a set structure, comprising ten modules built around a series of video lectures provided by senior members of the Spanish liner shipping sector. Students also have access to a comprehensive set of supporting resources, including the opportunity to exchange comments and questions with the lecturers in a series of tutorials. To date over 500 students in Spain have successfully completed the course. **In view of the delivery method, this course has fixed start and finish dates, as shown above.** The course is administered by ACB and full details of how to register your employees, the fees payable and other information are provided in the attached course booklet. The main points are summarised overleaf.

Adequately and appropriately trained liner agency staff are vital for supporting your principals. FONASBA therefore recommends that your company enters its employees in this course.

The closing date for this course is Friday 17th September so applications should be made without delay. The next course will not be held until September 2022 so register your students as soon as possible.

© All materials and intellectual property in the course remain at all times the property of ACB.



Barcelona Shipping
Agents Association



FONASBA

LINER SHIPPING COURSE

FONASBA ACB LINER SHIPPING TRANSPORTATION COURSE

9th Edition: 23rd September to 10th December 2021

Summary of course details: (See the course booklet for more detailed information).

Course Commitment:

It is anticipated that the course will take approximately 60 hours to complete all ten modules.

Course Fees:

The cost of the course, including all course materials and the module assessment fees is €600.00, plus VAT if applicable. Payment must be made by bank transfer (credit card payments are not possible) and details will be provided on registration. Entry to the course will only be provided once payment is received.

Student Registration:

It is not possible for students based in Spain to register for this course via FONASBA. Students in Spain should register directly with ACB.

Companies wishing to register their employees should do so by contacting ACB at: acb@consignatarios.com with a copy to FONASBA at: admin@fonasba.com. The email should include confirmation of which FONASBA national association the company is a member.

Study Programme:

Once registered, students will be contacted directly by ACB who will provide all the relevant information, including study resources, details of how to access the online lectures, contact details for tutors and the dates by which the module assessments have to be completed.

Notification of results:

The student, will be notified by ACB on successful completion of the course and will receive a certificate and statement of completion.

Further questions:

Additional information on the course can be found at:

[http://consignatarios.com/images/recursos/
Liner_Shipping_OL_course_2021web.pdf](http://consignatarios.com/images/recursos/Liner_Shipping_OL_course_2021web.pdf)

Alternatively, questions can be send to the course organisers at:

acb@consignatarios.com



Barcelona Shipping
Agents Association

FONASBA, September 2021



Barcelona Shipping
Agents Association

Liner shipping transportation

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IMO Profile. Business UN Organization. <https://business.un.org/en/entities/13>

REGISTER NOW!

acb@consignatarios.com



COURSE OBJECTIVES

This course has been designed to introduce you to international liner shipping both containerized and general cargo offering a large transport capacity that supports worldwide trade in high-value goods. The learner will study this subject in depth increasing their knowledge in both shipping transportation and the liner shipping agency.

With this aim in mind the objective of this course is to study and understand the following topics:

The history and evolution of shipping transportation. Definitions of liner service. Definitions and interaction between the different actors in the maritime transportation.

An overview of the common international rules and current legal framework involving regular line transport covered by a Bill of Lading (B/L). Identifying the different figures, responsibilities of the parties and the main functions represented by the Bill of Lading as the relevant document in this particular trade.

The Container. An indispensable element in the current logistics chain. Types, uses, international coding and verification. Models of lashing for the correct stowage.

Route, scale and itinerary of a regular line. The container ship. Identifying the infrastructure and the machinery of container terminals and explaining their logistic organization. The roles of actors involved in the container husbandry and logistics.

The cost structure of liner freight and particularly the cost of utilization of maritime transport in the liner sector, what we know as sea freight.

The intermodality and the properties and characteristics of intermodal and multimodal systems. Functions and responsibilities of ship agents and carriers, for intermodal and multimodal transportation.

Non-containerized Shipping Lines. Bulk cargo and project cargo.

Economic and organization aspects of a liner ship agency. Differentiating the tramp and liner shipping sectors studying their main characteristics and scope of action. Describing and analysing the different departments that compose a liner ship agency.

The most common claims in maritime transport with regular lines. P&I Clubs, learning their structure and how they work.

NO BASIC KNOWLEDGE IS NEEDED TO SIGN UP.



This course is specifically designed for employees of shipping companies and liner shipping agencies who need to have up-to-date knowledge that allows them to fully understand the scope of their work in the organization. Also for those professionals who want to update their knowledge.

This course is also suitable for Import/Export companies, freight forwarders, customs agents, port terminals and logistic companies interested in liner shipping transportation.

Our training is also useful for those students of international trade and transportation, as well as for anyone who wishes to expand their knowledge to have better job opportunities.

	LECTURERS
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The Experts, our core value! All of them are managers both of liner shipping agencies and shipping companies with extensive experience as lecturers in training programmes, seminars and conferences.



Leandro Calzadilla
Ocean Network Express (Spain), S.A.
 Country Head



Jaime Paz
Ocean Network Express (Spain)
 Head of Customer Service



Gregorio Chiner
 Noatum Maritime Services
 Agency Network Operations Manager



Ignacio Amaro
 Liner Shipping Transportation Specialist



Salvador Richart
 Mediterranean Shipping Company España S.L.U.
 Barcelona Branch Manager



Albert Pallarés
 Combalia Noatum Maritime
 Managing Director



Albert Oñate
 Cosco Shipping Lines (Spain), S.A.
 General Manager



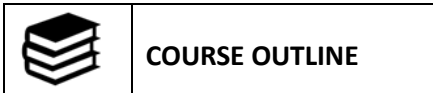
Eulàlia Arana
 Agencia Marítima Española Evge, S.A.
 General Manager



Jordi Trius
 Noatum Maritime
 Managing Director



Beatriz Pérez del Molino
 Maritime lawyer
 Member of the board of the ICAB maritime law section



UNIT 1.- INTRODUCTION TO SHIPPING LINER SERVICES

Lecturer: Leandro Calzadilla.

Objective: The goal of this first topic is to give a general overview of Liner shipping transportation that will be dealt with in greater detail in the subsequent topics following this one. Starting from a brief journey through history, we will see the milestones that have marked not only shipping transportation, but navigation in general and how these have resulted in increasingly specialized and efficient ships.

TABLE OF CONTENTS

- 1. HISTORY AND EVOLUTION OF SHIPPING TRANSPORTATION.**
- 2. LINER SERVICE.**
 - 2.1. Definition.
 - 2.2. Difference between Tramp services and Liner Services.
- 3. DIFFERENT TYPES OF LINER SERVICES.**
- 4. JOINT SERVICES & FREIGHT CONFERENCES.**

UNIT 2.- ACTORS (WHO'S WHO)

Lecturer: Jaime Paz.

Objective: In the topic presented below, you will find the information necessary to achieve the following objectives:

- Identify and define the entities and institutions involved in.
- List and explain the functions of the main actors involved in liner shipping transportation.
- Explain how the different entities and institutions interact with between them

TABLE OF CONTENTS

- 2.1 MAIN ACTORS**
 - 2.1.1. Owner - Ship owner - Carrier
 - 2.1.2. Ship agent
 - 2.1.3. Exporters / Importers
 - 2.1.4. Forwarders
 - 2.1.5. NVOCC
 - 2.1.6. Ports / Port authorities
 - 2.1.7. Container terminals
 - 2.1.8. Stevedores
 - 2.1.9. Truck companies
- 2.2 SECONDARY ACTORS**
 - 2.2.1. Container depots
 - 2.2.2. Customs brokers
 - 2.2.3. Customs
 - 2.2.4. Insurers (P&I)
 - 2.2.5. Railway operator
 - 2.2.6. River transport operators
 - 2.2.7. Banks
 - 2.2.8. Digital platforms
 - 2.2.9. Weighers / Tarers

- 2.2.10. Surveyors
- 2.2.11. Booking agents
- 2.2.12. Block chain
- 2.2.13. External port services

UNIT 3.- THE DOCUMENTARY PROCESSES IN THE MARITIME REGULAR LINE TRADE

Lecturer: Gregorio Chiner.

Objective: An overview of the common international rules and current legal framework involving regular line transport covered by a Bill of Lading (B/L).

To identify the different figures, responsibilities of the parties and the main functions represented by the Bill of Lading as the relevant document in this particular trade.

To correctly interpret the most usual clauses inserted on a B/L.

To provide a review of the prevailing Bill forms used in Regular Line trade and a brief introduction to combined transport documents.

To study the importance of the Port Community Systems (PCS) and their role in the documentary and operational process. The scope of the future European Maritime Single Window environment (EMSWe).

To identify and describe the main functions of the shipping agent and the general flow of information in the logistic chain for import/export and the necessary interaction with all actors.

To study the evolution and importance of the integrative systems and electronic data interchange (EDI) for a fast transit of goods and smooth overall process in maritime commerce.

To pay special attention to those cargoes that due to their nature are considered as dangerous or have contaminating risk, which require additional information in accordance with EU directives

TABLE OF CONTENTS

1. OBJECTIVES

2. GENERAL REGULATION IN MARITIME TRANSPORT UNDER BILL OF LADING

- 2.1. Precedents
- 2.2. The Hague Rules of 1922
- 2.3. The Brussels Convention of 1924
- 2.4. The Brussels Protocol of 1968 and 1979 – Rules of the Hague-Visby
- 2.5. The Hamburg Rules of 1978
- 2.6. The Rotterdam Rules of 2009 – Comparative with Hague-Visby

3. BILL OF LADING AS THE KEY DOCUMENT IN REGULAR LINE SHIPPING TRADE

- 3.1. Personal aspects
- 3.2. Formal aspects

4. DIFFERENT ROLES OF THE BILL OF LADING

- 4.1. The B/L as a Contractual Document: Short form/Long form
- 4.2. The B/L as a Credit Title
- 4.3. Ownership Rights and Transferability of the B/L according to the Consignee's nature
- 4.4. The Probative Function of the B/L

5. THE MOST COMMON CLAUSES IN THE B/L AND THEIR INTERPRETATION

- 5.1. Shippers Load, Stow and Count
- 5.2. Said to Contain
- 5.3. Under Deck
- 5.4. Total Order Value
- 5.5. Temperature Clause
- 5.6. Shipped on Board

- 5.7. Received for Shipment
- 5.8. Clean on Board
- 5.9. No Transshipment Clause
- 6. BASIC TYPES OF B/L**
 - 6.1. Regular Line: Liner B/L and Sea Waybill (SWB)
 - 6.2. Combined Transport Documents – Multi Stage Bills (MSB)
- 7. EUROPEAN ELECTRONIC SINGLE WINDOW ENVIRONMENT**
 - 7.1. Port Authorities and Electronic Platforms (PCS)
 - 7.2. Examples of the roles of a PCS in a Single Window environment
 - 7.3. Vessel's Operating Agent (VOA) Vs Cargo agent (NVOA). The Joint Service
- 8. DOCUMENTARY FLOW IN THE IMPORT**
 - 8.1. The Ship's Manifest
 - 8.2. Risk Management: Import Control System (ICS)-Entry Summary Declaration (ENS)
 - 8.3. Advance Summary Declaration for Temporary Storage (DSDT)
 - 8.4. Discharge List
 - 8.5. Arrival Notice and Parcel Confirmation
 - 8.6. Cargo Release: Delivery Order
 - 8.7. Transport Order and Admittance Order for empty container in the Depot
- 9. DOCUMENTARY FLOW IN THE EXPORT**
 - 9.1. Booking Note
 - 9.2. Transport Order / Assignment
 - 9.3. Delivery Order for Empty Container / Admittance Order for Terminal
 - 9.4. Instructions and issuing of the B/L
 - 9.5. Cargo List
 - 9.6. Summary Export Declaration (DSE)
 - 9.7. Ship's documents: Manifest, Special Equipment and Dangerous Goods
- 10. DANGEROUS GOODS IN HARBOUR AREAS – D 2002/59/CE**
 - 10.1. Dangerous Goods: Port Entry by land or sea
 - 10.2. DG Declaration upon vessel's departure. Safe Sea Net and EMSA

UNIT 4. THE CONTAINER. AN INDISPENSABLE ELEMENT IN THE CURRENT LOGISTICS CHAIN.

Lecturer: Ignacio Amaro.

Objectives: To enumerate and define the different types of container, explaining their use.

To identify and explain the elements that make up the international coding of the container and how it is verified.

To identify the main breakdowns of maritime containers and explain the importance of their inspection, maintenance and repair.

To identify and explain some models of lashing inside the container for the correct stowage of the cargo.

TABLE OF CONTENTS

- 1. OBJECTIVES**
- 2. CONTAINER HISTORY. HOW IT CAME TO US.**
- 3. DIFFERENT TYPES OF CONTAINERS**
- 4. DIMENSIONS AND IDENTIFICATION OF CONTAINERS**
- 5. CONTAINER STRUCTURE AND COMPONENTS**
- 6. CONTAINER SEALS AND THEIR CORRECT LOCATION**
- 7. DEPOTS OF CONTAINERS**
- 8. DAMAGES AND INSPECTION OF MARITIME CONTAINERS**
- 9. STANDARDS ON MAINTENANCE AND REPAIR**
- 10. CONTAINER RENTAL COMPANIES**
- 11. CORRECT STOWAGE IN CONTAINERS**

UNIT 5. OPERATIONAL ASPECTS OF LINER SHIPPING TRANSPORTATION

Lecturer: Salva Richart.

Objective: In the subject presented below, you will find the necessary information to achieve the following objectives:

To define the route, scale and itinerary and explain the considerations necessary to start a regular line.

To define the container ship and explain its characteristics and its advantages for the transport of goods.

To identify the lashing materials and explain the rules for securing the cargo under and on deck.

To define the stowage and the planners and explain the factors and considerations necessary to carry out the stowage plan.

To identify the infrastructure and the machinery of container terminals and explain their logistic organization.

To explain the importance of obtaining and supplying the VGM to the ship agent and the legislation that regulates it.

To enumerate and explain the roles of actors involved in container husbandry and logistics.

TABLE OF CONTENTS

5.1 THE REGULAR LINE

- 5.1.1 Differences between Regular Line and Tramp Service
- 5.1.2 The navigation route
- 5.1.3 Schedules

5.2 THE CONTAINER SHIP

- 5.2.1 Definition, description and structure
- 5.2.2 Capacity and tonnage of the ship
- 5.2.3 Ship's utilization
- 5.2.4 Lashing material and lashing of containers

5.3 THE STOWAGE PLAN

- 5.3.1 The stowage, a critical operation
- 5.3.2 Conditions when making a stowage plan
- 5.3.3 Discharging and loading of containers
- 5.3.4 Ship's stability and drafts

5.4 THE RELATIONSHIP WITH THE TERMINALS

- 5.4.1 The contract with the Terminal
- 5.4.2 Terminal operation
- 5.4.3 Information exchange
- 5.4.4 The closing time

5.5 VGM

- 5.5.1 Background
- 5.5.2 Amendments of the OMI Maritime Safety Committee
- 5.5.3 Regulations of the Development & Transport Ministry

5.6 HUSBANDRY

- 5.6.1 The Ship's agent
- 5.6.2 The Port Authorities
- 5.6.3 The Harbour Master
- 5.6.4 Customs
- 5.6.5 Health Controls
- 5.6.6 Immigration Offices
- 5.6.7 Services rendered to the ship

5.7 CONTAINER LOGISTICS

- 5.7.1 Imbalance of containers
- 5.7.2 Dry Ports
- 5.7.3 Hub Ports and Feeder

UNIT 6. SEA FREIGHT

Lecturer: Albert Pallarés.

Objective: The aim of this subject is designed to provide students with basic knowledge and some fundamental aspects related to the cost structure of liner freight and particularly the cost of utilization of maritime transport in the liner sector, what we know as sea freight.

Basic tools and fundamental elements are explained so that students become familiar with the cost and concepts of transporting commodities in shipping.

Understanding the developments and the structure of a liner and containerized sea freight rate, including the analysis of the tariffs, advantages and disadvantages of the tariff per unit and its relevance in liner shipping.

Understanding of a base rate and awareness of some other concepts that are additional to the base, as well as costs that are not considered part of sea freight but are linked to the transport of containers, such as port handlings, demurrages, storages or connections.

TABLE OF CONTENTS

1. INTRODUCTION

- 1.1. Freight rates across all markets

2. BASICS, CONCEPT AND CHARACTERISTICS

- 2.1. Definition
- 2.2. Evolution
- 2.3. Structure

3. SEA FREIGHT

- 3.1. Sea freight Levels
- 3.2. Tariffs
- 3.3. Contracts
- 3.4. Surcharges: BAF, CAF, IMO, PSS, etc.

4. SHIPPING TERMS AND CONDITIONS

- 4.1. Sea freight terms
- 4.2. Sea freight conditions
- 4.3. Sea freight payment conditions

5. OTHER ASSOCIATED CONCEPTS

- 5.1. Handlings, THC
- 5.2. Demurrages, detentions
- 5.3. Plug in, port storages

UNIT 7.- INTERMODALITY IN LINER SHIPPING TRANSPORTATION

Lecturer: Albert Oñate.

Objective: In this chapter, you will find the basic information to achieve the following targets:

To define the basic language of intermodality and to explain the properties and characteristics of intermodal and multimodal systems

To identify the means of intermodal transportation, maritime, road and rail, and to explain their characteristics and contracting modalities

To describe and to explain the functions and responsibilities of ship agents and carriers, for intermodal and multimodal transportation

To explain the interchange of information, between the different people involved in the intermodal process

To determine the environmental impact for the transportation of goods, and why companies must identify and reduce this impact.

TABLE OF CONTENTS

1.- PRESENTATION

2.- INTRODUCTION

- 2.1. Definition of specific concepts
- 2.2. Intermodality and multimodality in the world
- 2.3. Why different transport modes are used

3.- MARITIME TRANSPORTATION

- 3.1. Different vessel types and sizes
- 3.2. Port Container Terminals
- 3.3. How to reflect intermodality in bills of lading
- 3.4. Customs regulations and intermodality

4.- ROAD HAULAGE TRANSPORTATION

- 4.1. Lorry sizes and maximum weight authorized
- 4.2. Licences for drivers. Personal competencies
- 4.3. Land infrastructures

5.- RAIL TRANSPORTATION

- 5.1. Rail infrastructures for cargo
- 5.2. Different modes of rail operators in the world
- 5.3. Future of rail transportation in the world

6.- TECHNOLOGIES LINKED TO INTERMODALITY

- 6.1. EDI messages for intermodality
- 6.2. E-commerce development and intermodality
- 6.3. Block Chain for transportation

7.- SUSTAINABILITY AND INTERMODALITY

- 7.1. Carbon footprint for maritime transport
- 7.2. Comparison of emissions for each mode of transportation
- 7.3. Market demands for sustainable intermodal transport

8.- SUMMARY

UNIT 8.- NON-CONTAINERIZED LINER SHIPPING

Lecturer: Eulàlia Arana

Objective: If you think about cargo ships, the first image one perceives is that of a container ship.

But beyond the container, there is a less well-known world that is no less important than that related to conventional, static, rolling, bulk, project cargo and extra-sized and/or over-heavy parts.

In order to approach this world, in this unit we will learn about the non-containerized regular lines. These are the objectives for this unit:

To study the different types of non-containerized shipping lines (basic concepts)

To identify a regular, non-containerized shipping line and brief presentation of the main operators and the effect they have on international trade.

To familiarize the student with the different actors and factors involved in the development of new regular services that are non-containerized.

To provide basic knowledge, tools and above all to gain the interest of the student, so that at the end of the unit, they will be able to apply them in their professional activity even for those who had never thought of it.

TABLE OF CONTENTS

1. NON-CONTAINERIZED SHIPPING LINES

- 1.1. Introduction
- 1.2. Basics
- 1.3. Regular Shipping Line: goods, travellers or both.

2. THE MARKET

- 2.1. Market evolution
- 2.2. Ferry - Passenger Ship
- 2.3. Regular cargo
- 2.4. Spot Shipment

3. BULK CARGO

- 3.1. Break bulk
- 3.2. Project Cargo
- 3.3. Ro-Ro Cargo

4. VESSELS

- 4.1. Description and characteristics
- 4.2. Fleet at market demand
- 4.3. Logistics equipment (roll trailers, bolsters...)

5. THE KEY: DON'T BE SCARED

- 5.1. Goods cannot be loaded into a container. What can I do?
- 5.2. Shipping Lines. There are always choices.
- 5.3. Goods: Handling, packing, lashing etc.
- 5.4. Trusting the professionals, everything is possible.

UNIT 9.- ECONOMIC AND ORGANIZATIONAL ASPECTS OF A LINER SHIP AGENCY

Lecturer: Jordi Trius

Objective: In the course of this topic, you will find the necessary information to reach the following objectives:

Differentiate the tramp and liner sectors in their different scopes and concepts.

Define and understand the different types of shipping agents that you can find in the market.

Describe and analyse the various departments in which the liner agents are organized.

Identify and analyse the basic elements that compose the P&L account of a liner shipping agency.

Recognise the main challenges and opportunities that maritime agents have to confront in the current times.

TABLE OF CONTENTS

1.- PRESENTATION

2.- SHIPPING AGENTS TYPOLOGY

- 2.1. Tramp and liner agents
- 2.2. Agent's types depending on their scope of work
- 2.3. Own and third-party agents (TPA)

2.4. Generalist and specialist agents

3.- LINER AGENCY ORGANIZATION

- 3.1. Commercial and sales department
- 3.2. Operations department
- 3.3. Documentation and customer service department
- 3.4. Transport and logistic department
- 3.5. Administration and finance department
- 3.6. Central and corporate services

4.- BASIC STRUCTURE OF A LINER AGENCY P&L ACCOUNT

5.- MAIN CHALLENGES AND OPPORTUNITIES FOR LINER AGENCIES

- 5.1. Economies of scale
- 5.2. Automations and process management
- 5.3. New technologies and IT systems
- 5.4. Centralizations and externalizations
- 5.5. Diversification and internal synergies
- 5.6. Shipping industry uncertainties and drivers

6.- SUMMARY

UNIT 10. MARITIME CLAIMS, INSURANCE CONTRACTS AND P&I CLUBS

Lecturer: Beatriz Pérez del Molino.

Objective: With this topic, the aim is for the student to get an idea of the accidents and, therefore, of the most common claims in maritime transport with regular lines. The student will also get an idea on what the legal situation is of parties before the different claims being able to understand the responsibilities of each one, the concepts that can be claimed for, the amounts to be claimed, against whom you can claim and where you can claim.

Furthermore, we also consider it important to know how to mitigate the effects of an accident and a claim, through the subscription of insurance policies, both by the shipping companies and by the cargo owners, learning, in general lines, the different types of insurance policies, insurers and the corresponding coverage.

Finally, we hope that students will become familiar with P&I Clubs, learning their structure and how they work.

TABLE OF CONTENTS

1.OBJECTIVES

2.CLAIMS


- 2.1. Types: cargo damages, losses, delay, shortages, lack of delivery etc.
- 2.2. Liable parties
- 2.3. Limitation of liability
- 2.4. Limitation periods
- 2.5. Jurisdiction and competence
- 2.6. Parties entitled to claim and legitimation

3.INSURANCE CONTRACT

- 3.1. Basic notions: parties, interest, assured value, co-insurance and insurance concurrence
- 3.2. Cargo damages insurance
- 3.3. Civil liability insurance

4.P&I CLUBS

- 4.1. Introduction and history
- 4.2. Structure. Directors, managers, correspondents
- 4.3. How they work. Characteristics
- 4.4. Risks covered
- 4.5. The role of the P&I Club before the claims.
- 4.6. Direct action against P&I Clubs and the “pay to be paid” rule.

	COURSE STRUCTURE
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This online course consists of 10 units that must be completed within 12 weeks. From **September 23rd to December 10th, 2021**. The course consists of the study of the contents that are offered to the learner (text, charts, videos, audios, magazines, tests,...).

The contents have been prepared by the lecturers and their presentation has been organized by the teaching team of the *Universitat Oberta de Catalunya* (Corporate Area of the University). The objective is to facilitate better quality study and understanding for the learner.


The estimated time the student will need is about 60 hours to successfully complete the 10 training units and evaluation tests. The course also offers a total of 60 hours of tutoring where lecturers will be online to resolve any issues and share information. We encourage students to participate in discussion forums. Furthermore, your participation is part of the course evaluation. Your participation is a key point.

After every unit you will be given a 10-question multiple choice test to complete which you are expected to pass with a mark of 80%. Don't worry about that! At the end of the course you will have a second opportunity to take any failed tests. On successful completion of the course you will receive a certificate and a statement of completion.

After every unit, students can download a PDF with all the contents organized in a very special format that facilitates study and understanding.

Course programme

Before starting the online course registered students will receive the course programme and schedule with the start dates for each of the 10 units and the dates between which the assessment tests must be taken. You will also find the tutoring schedule.

	SUPPORT AND GUIDANCE
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Excellent Support and Guidance !

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UOC Corporate (corporate area of the University) offers a learning solution designed using a state-of-the-art methodology that provides maximum impact and efficiency in all contexts by blending on-site workshops, sessions, immersive experiences, and collaborative and online learning.

The contents have been prepared by the lecturers and organized by the teaching team of the *Universitat Oberta de Catalunya* (Corporate area of the University). The objective is to facilitate better quality study and understanding for the learner.

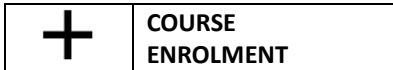
You will benefit from great support throughout your course with tutors to guide and advise you. In the same way, Pilar Moreno (UOC Technical Manager) and Jaime Paz (Course Director) will offer you excellent support and guidance.



Pilar Moreno
Technical Manager



Jaime Paz
Course Director



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With your details, we will issue the invoice and its payment will be considered the final registration.



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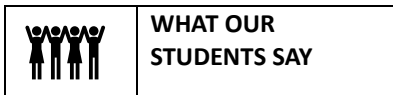
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"The liner shipping course has allowed me to expand my knowledge related to the sector as well as through a more transversal vision, to understand in a more efficient way the daily operations in ports."

Hans Rubio Branch. Manager at Bayport.

"It is a course that is adapted both for those who already have some experience in the sector, and for those who have just started in it. My case is the second and I have already recommended the course to some colleagues."

Fran Ávalos, Control Area-Administration at Noatum Logistics.

"I found it very interesting and it met my expectations. Apart from the knowledge, it gives us a more global vision of the work we do and its importance and responsibility."

Alfonso Ramirez, Doc. Central Service (Spain). Assistant at Cosco Shipping.

"This course has been very interesting since even though I don't work in a shipping company directly, I have been able to understand the procedures that come after the management that we do as a distributor. It is a very complete course, where they give you a lot of information, the teachers respond quickly and are ready for any questions that may arise."

Mónica. GM Food Ibérica. Import/Export Dept.

"It is a very satisfactory course, it covers many concepts and makes it easier to learn. I encourage everyone to do it. The knowledge acquired and the information of each unit is very useful."

Alba Sierra - Hapag-Lloyd Spain, S.L. - Port Terminal OPS.

"I am a newcomer to the world of logistics and everything is new. For this reason I needed to acquire basic and general knowledge to help me. This course has allowed me to get started, the materials are clear and dynamic and the teachers are always ready to help. I think it's a great way to start and I would definitely recommend it."

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