



# CHARTERING

Maritime Professionals Course

---

Course Guide

**The Course is certified by ABS for compliance with the ABS G-CMET criteria**

Orion Training Center for Maritime Professionals  
is a Certified Training Institute in accordance with  
**ABS G-CMET and STCW Regulation I/8**



Orion Training Center for Maritime Professionals  
is Certified as compliant with the **Quality  
Management System ISO 9001 by Bureau Veritas**



Orion Training Center for Maritime Professionals

# CHARTERING

## PREAMBLE

---

Orion Training Center for Maritime Professionals is a unique Vocational Training Provider, on a wide spectrum of fields in the Maritime Industry, for people who seek Certified Training. Orion Training aims at strengthening the human capital in the Maritime Industry, by increasing its employability and developing its competitiveness in one of the most challenging and capital intensive industries globally.

Drawing from the vast experience of Greek and International Professionals in the shipping sector, Orion Training aims at covering the need for Certified Professional Training in a unique and technologically advanced way.

By delivering on-line, state of the art Courses from Experienced Professionals, in a user-friendly format, we bring knowledge where really needed, when needed.

Visit our website [www.oriontraining.eu](http://www.oriontraining.eu) to see all courses and training options for individuals and Organisations.

## SCOPE OF THE COURSE - LEARNING OUTCOMES

---

Chartering is the part of the international shipping business which broadly deals with the proper matching of cargoes' transport needs and vessels' commercial trading. Chartering may be considered as a core aspect of the shipping business since it is the primary source of profit for the shipowners and a basic cost element for the charterers or shippers. In the modern era, chartering business requires multi-faceted knowledge.

The Course examines thoroughly and presents analytically the Chartering Business from a commercial, financial, legal, operational, and managerial perspective following an integrated, hands-on, practical approach.

Attendees of the Course will be able to:

- Comprehend the commercial aspects of chartering negotiation and vessel's fixture.
- Familiarise themselves with the critical terminology and abbreviations in respect of chartering business.
- Interpret the economical and financial background of charter market segmentation.
- Understand the legal matters related to the distribution of obligations, liabilities, duties and rights between the shipowner and the charterer, as arising from different types of charter.
- Compare the content (clauses) among different types of charterparties and different types of charter.

# CHARTERING

## SPECIAL FEATURES - ACCOMPANYING BOOK

---

The Course is the only one worldwide to cover all key aspects of chartering business, in one comprehensive structure.

The instructor's book titled "**Shipbroking & Chartering Practice**" (8th Edition, 738 pages, 53 Illustrations, 16 Appendices) is provided to the participants of the course. The book is published by Informa Law from Routledge as part of their book series called "**Lloyd's Practical Shipping Guides**". The book received wide recognition worldwide since its first edition and it is the first point of reference for anyone looking to obtain an understanding of the shipping and chartering business. It provides hands-on, commercially-focused explanations and invaluable advice on how the shipping and charter market operates across a broad range of topics.

## BENEFICIARIES

---

- Shipping market practitioners, whether or not they are directly engaged in chartering practice.
- Students of Maritime Academies and Colleges, as well as Universities, with career interests in shipping industry and particularly in the fields of Chartering and ship operations.
- Professionals from other industries and domains wishing to acquire key knowledge into the Chartering business, and simultaneously understand key aspects of the Maritime sector.

## INSTRUCTOR

---

**Dr. Evi Plomaritou** is an Asst. Professor (in Chartering & Shipping Marketing) at the Department of Maritime Transport & Commerce of Frederick University (Cyprus) and Faculty Member of the Shipping Department of Athens Metropolitan College. Since February 2011 she has been working as Shipping Consultant at the Lloyd's Maritime Academy (UK).

She undertakes the planning of chartering policies and marketing strategies of shipping companies, as well as the in-company professional training in Greece and abroad (UK, France, Cyprus, Switzerland, Denmark, Abu Dhabi, Cape Town etc.).

Her teaching experience is spread to: Frederick University (Cyprus), European University/Business School (Switzerland), Danish Shipping Academy (Denmark), Middlesex University (UK), Athens Metropolitan College (in collaboration with Southampton Solent University, UK), University of Piraeus (Greece), National & Kapodistrian University (Greece) etc.

From 2001 to 2008, she worked for the Institute of Chartered Shipbrokers (ICS) providing consulting and training services to shipping practitioners.

Her research has been published in leading academic journals, including 5 books and 15 e-books.

The most prominent one is the recently published 8th edition of "Shipbroking and Chartering Practice", a worldwide best-selling shipping book, published by Informa Law from Routledge as part of their book series called "Lloyd's Practical Shipping Guides".

Mrs. Plomaritou holds a PhD from University of Piraeus.

# CHARTERING

## COURSE STRUCTURE (4 Modules)

---

### Module 1: INTRODUCTION

#### The Market Practitioners in Chartering Business

#### Types of Charter

- Voyage Charter
- Time Charter
- Bareboat Charter
- Contract of Affreightment

#### Distribution of Costs Between the Parties

#### Charter & Freight Market

#### Segmentation of the Shipping Market

#### Bulk Market v. Liner Market

- Types of Bulk Cargo
- Types of General Cargo
- Factors Affecting Bulk or Liner Shipment
- Types of Bulk Vessels
- Types of Liner Vessels

#### Stages of Chartering Business

### Module 2: PRE-FIXTURE OF A CHARTER

#### Pre-Fixture Stages of a Charter

#### Stage of Sale of Goods

#### Stage of Charter Investigation

- The Content of an Order at a Voyage Charter
- Case Study 1 - Cargo Order at a Voyage Charter
- Case Study 2 - Cargo Order at a Voyage Charter
- The Content of an Order at a Time Charter
- Case Study 3 - Cargo Order at a Time Charter
- The Content of an Order at a Bareboat Charter
- Case Study 4 - Cargo Order at a Bareboat Charter
- The Content of an Order at a CoA Charter
- Case Study 5 - Cargo Order at a CoA Charter
- The Content of a Position List
- Case Study 6 - Position List

#### Stage of Charter Negotiation

- Main Rules of Chartering Negotiations
- Good Practices in Chartering Negotiations

#### The Content of a Firm Offer at a Voyage Charter

#### The Content of a Firm Offer at a Time Charter

#### The Content of a Firm Offer at a Bareboat Charter

#### The Content of a Firm Offer at a CoA Charter

- Case Study 7 - Firm Offer

#### Subjects Used during the Stage of Negotiation

#### Factors of Freight Rate Determination

#### Chartering policies of Shipowners and Charterers

- Chartering policy of Charterers in Tanker Market
- Chartering policy of Charterers in Dry Bulk Market
- Chartering policy of Shippers in Liner Market

#### Stages of Charterer's & Shipper's Decision Process

#### Elements of Charterer's & Shipper's Decision Process

# CHARTERING

## COURSE STRUCTURE (4 Modules)

---

### **Module 3: FIXTURE OF A CHARTER**

#### **Stage of Fixture: The Legal Effect**

#### **Terms of Charterparties**

#### **Rules of Charterparty Construction**

#### **Rules of Charterparty Interpretation**

#### **Frustration of a Charterparty**

#### **Types of Charterparties**

#### **Bills of Lading**

#### **Functions of a Bill of Lading**

#### **Types of Bills of Lading**

#### **Case Studies:**

#### **Comparative Studies of Charterparties**

- Study of Voyage Charterparties - Gencon (revised 1994) & Tankervoy 87
- Study of Time Charterparties - Baltime 1939 (revision 2001) & Intertanktime 80
- Study of CoA Charterparties - Gencoa & Intercoa 80
- Study of a Bareboat Charterparty - Barecon 2017

### **Module 4: POST-FIXTURE OF A CHARTER**

#### **Stages of Post-Fixture of a Charter**

#### **Voyage Charter**

#### **Shipowner's Obligations at the Voyage Charter**

- Proper Description of the Vessel
- Seaworthiness & Cargoworthiness
- Ballast Voyage: Reasonable Despatch
- Arrival & Readiness of the Ship
- Laden Voyage: Reasonable Despatch & Deviation
- Delivery of Cargo

#### **Case Studies**

#### **Charterer's Obligations at the Voyage Charter**

- Nomination of Safe Ports
- Loading Operation
- Payment of Freight
- Payment of Cargo Handling Costs

#### **Case Studies**

#### **Time Charter**

#### **Shipowner's Obligations at the Time Charter**

- Proper Description of the Ship
- Delivery of the Vessel
- Seaworthiness and Maintenance
- Reasonable Despatch

#### **Case Studies**

#### **Charterer's Obligations at the Time Charter**

- Nomination of Safe Ports
- Employment Orders
- Lawful Cargo & lawful Trades
- Loading & Discharging Operations
- Payment of Hire
- Charter Period
- Last Voyage
- Redelivery of the Ship

#### **Case Studies**



# CHARTERING

## CERTIFICATION

---

**The Course is Certified by the American Bureau of Shipping (ABS), providing the highest professional education standards in the Shipping Sector.**

Upon successful Course completion, the Certificate is issued and sent automatically to the attendees.

## COURSE MATERIAL & FREE CONSULTATION PERIOD

---

**On-line videos** for every module of the course, with **accompanying PDF slides** and notes available for download by the attendees. Videos can be seen as many times as needed on-line.

The course must be successfully completed (by passing the relevant final on-line Exam) within 6 months from registration/purchase.

During this time, the **Instructor is always available within 48 hours** through email, for questions and queries relevant to the Course.

**Free 3-month Consultation period** (after course successful completion) with the Course Instructor, available for any relevant questions and queries.

## PREREQUISITES

---

- Familiarization with the Shipping Industry as a business environment is a merit.
- No need for previous knowledge of Chartering business is required.

## DELIVERY METHOD

---

Fully on-line and self-paced videos with on-line exams and automated Certificate generation.

Option for registration in webinar or classroom delivery for groups or corporate clients if requested.

## CONTACT

---

**For more information on the Courses offered, you may contact:** [contact@oriontraining.eu](mailto:contact@oriontraining.eu)

**For custom Courses and Professional Training you may contact:** [sales@oriontraining.eu](mailto:sales@oriontraining.eu)

Watch our introductory course videos at our Orion Training Center for Maritime Professionals

You Tube Channel and Vimeo Channel.

