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 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.

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**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.
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
For custom Courses and Professional Training you may contact: sales@oriontraining.eu
Watch our introductory course videos at our Orion Training Center for Maritime Professionals You Tube Channel and Vimeo Channel.