SHIP OPERATIONS AND MANAGEMENT
Seminar

Topics to be covered:

SHIPOWNERS, OPERATORS AND MANAGERS
The key functions in ship management and the responsibilities in each area i.e. commercial, operational, technical, crewing, bunkers, finance & administration.
The different types of organization structure from all functions in-house, part contracted or fully contracted out.
The structure and essential components of a ship management contract / standard documents including BIMCO Shipman.

SHIP TYPES
The basics of ship design and construction and the suitability of specific ship types for different cargoes and trades
The following ship types being able to produce simple sketches and their main dimensions and descriptions:-

Dry Trades: Liner Trades - conventional tween decker, multi-purpose vessel, containership, Ro/Ro cargo, barge carriers
Tramp Trades - conventional bulk vessel (handy size, panamax, cape-size) ore carriers; combination carriers (ore/oil, ore/bulk/oil), refrigerated ships.

Wet Trades: Crude (ULCC, VLCC, Suezmax, Aframax) Product Carrier; chemical carrier; gas carriers; specialist vessels
The functions and operational methods of different types of ship-borne cargo handling gear and specialist cargo handling vessels.
The terminology of all measurements and dimensions
The contents of and information available from capacity plans, general arrangement plans, deadweight scales and stowage plans.
CARGOES
The characteristics of the major world cargoes and their importance in shipping markets:
Ores Oil (crude & product)
Grain Steel
Coal Containerized cargo
Fertilizers (including phosphate)
The importance of stowage factors, cargo stability and compatibility. The demand for cleanliness, segregation etc.
The purpose of the IMDG Code and the basic headings under which dangerous cargo is carried and stowage.
The importance of cargo outturn and be aware of outturn reports, tallying, sampling & the role of damage surveys in settling damage claims.

REGISTRATION, CLASSIFICATION, PORT STATE CONTROL, ISM CODE
The reasons for and choice of nationality of vessel, national flag, open registry and international registries (including “flags of convenience”)
The impact of the choice of flag on operational and administrative costs (including taxation).
The role and function of classification societies and understand classification societies register entries.
The importance of class maintenance programmes and class surveys.
The difference between annual, intermediate, special surveys and damage surveys.
The requirements for international safety convention certification including Safety of Life at Sea (SOLAS) and loadline certification and appropriate surveys.
The basic requirements of the International Safety Management (ISM) Code. Its application and audit requirements.
The requirements of “commercial” surveys including on/off hire, pre-loading, draft and bunkers.
The importance of safety management including risk management. Be aware of the requirements for safe working practices, training and drills.
The importance of environmental protection and the impact of pollution liability including the requirements of MARPOL (annexes, oil record books, garbage, ballast, smoke and noise). Be aware of environmental rules including US OPA and the role of shore based organisations in notification and contingency plans.

COSTS
The difference between fixed costs, daily operating costs and voyage related costs:
Fixed costs – return on capital, amortisation, debt servicing.
Daily operating costs – crew expenses, victualling, stores, lubricants, insurance, P & I calls (including reserve for deductible), repair/maintenance, dry docking, communication.
Voyage related costs – bunkers, port costs (including tugs, pilots, agency fees), canal dues, loading/discharging costs.
The importance of preparing and monitoring budgets and the presentation of financial results.
ACCOUNTING
The critical importance of freight/hire collection and taking action where appropriate.
Port disbursements and the role of port agents, including estimated disbursement accounts and advance funds.
The calculation and settlement of demurrage and despatch claims.
The necessity to monitor dealings with contractors and sub-contractors including Tugs, Pilots, Stevedores, Terminal operators, Riggers, Hold/Tank cleaners, slop disposal services, dry docks, engine builders, lubricant and bunker supplies, repairers, ship chandlers etc.

CREWING
Crew management as a key component of efficiency and operating costs including the role of the Master.
The essential elements of crew costs; basic wages, overtime, allowances, leave, social costs. The relationship between flag crew nationality, manning levels and the recruitment of officers and ratings.

MARINE INSURANCE
The difference between Hull and Machinery Insurance and P & I cover.
Understand: Hull and Machinery. Markets and placements. Institute warranties. Institute Time Clauses. Additional cover (war risk, ice etc.), Total Loss, Constructive Total Loss (CTL).
P & I - The constitution and cover provided by mutual associations. The concept of calls & supplementary calls. Cover for crew claims, contractual claims, claims for negligence, third party risks, strike insurance, pollution insurance.
The concept of General Average and understand when and why to declare it.
The role and function of average adjusters.
Conventions limiting liability in respect of the vessel and cargo.
The concept of salvage and Lloyds Open Form (LOF) agreements.
Salvage arbitrations.
The proper handling of cargo claims, repudiations, surveys and contractual exceptions.

VESSEL OPERATIONS
The interactive roles of the commercial operations department and technical department.
The importance of complete and accurate voyage instructions.
The monitoring of the loading and discharging programmes and the importance of associated documents; Notice of Readiness, Statement of Facts, timesheets etc.
The importance of vessel compliance with contract including speed and performance issues.
The relevance of accurate and prompt attention to other contractual requirements.
The importance of repair, maintenance, storing and dry docking programmes and the ability to respond to short term situations and incidents.
The importance of vessel routing taking into consideration geography, meteorology, loadline zones, canals & waterways.
BUNKER MANAGEMENT
The types of fuel used for bunkers and their characteristics and the importance of quality & quality measurements, sampling and testing.
The precautions necessary to avoid environmental problems.
The key players in the bunker market.
The bunker contracts and the use of standard forms e.g. FuelCon
Main bunker ports

VOYAGE ESTIMATING
The importance of voyage estimating and its role in ship operating. The mechanics of a voyage estimate including daily operating costs and route calculation.
The effect of loadline and stability issues on maximising cargo lift.
The importance of planning the bunker ports related to both bunker cost and cargo maximisation.
Draft simple voyage estimates from data supplied including comparisons with different employment, alternative routes and voyage versus time charter.

LAW RELATING TO SHIP MANAGEMENT
The legal relationship between the ship owner and the independent ship manager and the relationship between independent ship managers to cargo interests and third parties.
The ship managers role in handling cargo claims. Understand the effect of arrest in rem, freezing orders and late hire payment.
The ship owners responsibility for cargo carried by time charter.

Date - Venue
Dates: 6,8,13,15,20,22/02 & 1,6,8/03
Hours: 19:00 – 21:30
Venue: HMC Premises, 1 Platonos & 18, Sotiros Dios Str., 18535, Piraeus

Cost
Euros (€) 550 (Including Reading Material & ICS Book)

Instructors
Cpt Andreas Georgiou, MICS, Director, Grace Trading Corporation
Cpt Ioannis Kehagias, FICS, CEO, White Sea Navigation
Instructors’ Resume

Capt. Andreas Georgiou is born in 1973 in Athens. After graduating Leonteio Lykeio Patission in 1991, he attended the Hellenic Merchant Marine Academy and graduated in 1996 with a Bachelor in Nautical Science. Served on board Bulk Carriers, RoRos and Cruisers as well as in various Navy units as a Naval Officer. Started his career ashore as an operator of handy bulk carriers at ADRIATICO Ltd. and quickly added chartering in his activities. After being 13 years with Eurochart SA as a chartering manager, and Ursa Shipbrokers in the same position, he is now the Director of Grace Trading Corporation a shipping company that operates both cargoes and vessels mainly in the dry bulk market. Holds a MSc in Marine IT applications and a second one on international relations. Apart from Greek which is his mother tongue, he also speaks English, French, Italian and German. Among other academic publications he has also published two more papers on correlation of the BDI with other economic figures.

Capt. Ioannis Kehagias has 40 years involvement in the shipping industry, having first gone to sea in 1974. He graduated the Marine Academy of Oinoussae in 1976 and after six years of sea service and a course in Shipping at the London School of Foreign Trade, he joined Seven Seas Maritime, a shipping company in London as operator and then as Operations Manager. He is currently the CEO of White Sea Navigation, a Piraeus based Shipping Company, founded in 2000, a company operating in the Supramax segment of the bulk-carrier market. He was elected a fellow of the Institute of Chartered Shipbrokers in 1985 and a member of the Greek Committee of Class NK, the Greek Committee of Korean Register and the Safety & Loss Committee of The Standard P&I Club”. Mr. Kehagias is lecturer at the HMC in the module of Ship Operations and Management.

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