



Hellenic  
Management  
Centre



INSTITUTE OF  
CHARTERED  
SHIPBROKERS  
GREEK BRANCH

# LINER TRADES

*Syllabus*

## LINER TRADES

### DEFINITIONS OF LINER TRADES

Thoroughly understand the characteristics of liner services and their difference from the tramp trades.

Understand the Liner Trades of the world - container, Ro-Ro and residual break-bulk, their trade routes, ports and relative importance.

Be aware of the basic differences between east/west and north/south trades.

Understand the different service options including round the world (RTW), pendulum, hub & spoke and end-to-end.

### THE SHIPS

Thoroughly understand the different types of container ships including cellular/non-cellular, post Panamax, hatchless, feeders, „fast ships“ and other predicted developments. Understand the types of ro-ro ships including passenger and freight ferries, deep sea ro-ro/containerships, freight ro-ro ships and ro-ro ships for specialist traffic e.g. forest products.

Understand the types and roles of other vessels used in liner trades including refrigerated ships (reefers), barge carriers (LASH) and general purpose tween deck vessels.

Understand terminology of all measurements of tonnages and capacity and dimensions including pseudo-tonnages - NT and GT. Actual tonnages - deadweight (dwat & dwcc) displacement (total and light). Capacities - bale-cubic & grain cubic, lane metres, TEU.

Understand the main types and use of on-board cargo handling equipment, the provision of ro-ro access, hatches and hold layouts including specialised configurations.

### PORT TERMINALS AND CARGO HANDLING

Understand the types of commodities usually handled by liners and their methods of carriage including containerised, palletised, heavy lifts, out of gauge and LCL/break bulk. Understand the effect of stowage factors. Be aware of the importance of adequate packing.

Thoroughly understand the principles of IMO regulations concerning dangerous and polluting cargoes including the class structure.

Understand port & terminal operations including inland terminals, their layout, cargo handling systems and equipment.

Be aware of other port facilities and value added services.

## **LINER SHIPPING OPERATIONS.**

Thoroughly understand the structure, management, technical, operations, commercial functions of liner operating companies.

Understand marketing & sales requirements and techniques.