



LINER TRADES ONLINE SEMINAR

A complete course offering a comprehensive description of modern container ship operations and management. A detailed approach of the financial and legal aspects of the trades and various types of documentation involved.

Specific Areas Covered:

Introduction - Liner Shipping and the Container Revolution

- Early Liner Trades
- Trade Development
- Early Liner Vessels and their evolution
- Containerisation as a concept
- Pros and Cons of containerisation
- Introduction to the main players – global container lines
- Main categorization of trades
- Trade organisations & international regulators

Ships which operate liner services

- Different vessel types operating liner services
- Container vessels – size and structure
- Development of container ships – economies of scale
- Bunkers and impact of bunker price
- IMO 2020 and other environmental legislation
- Owning vs Chartering

Ports, Terminals and Cargo Handling

- Ports and container terminals – ownership, organisation and equipment
- Container terminal automation
- Verified Gross Mass (VGM)
- Ship and Port Security (ISPS)
- Handling different types of cargo
- Hazardous Cargo – IMO Regulations
- Ship stowage

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Development of through transport systems – containers and intermodal transport

- Development of the container
- Sizes and types of containers
- Owning and leasing containers
- Management of container fleets
- LCL/FCL, door to door vs port to port
- Inland transport – role of road, rail, and barge/short sea services
- Inland depots
- Landbridges

Container Lines & their networks – trades, services, and co-operation (Part 1)

- Key trade routes
- Carrier Co-operation conferences, (VSAs)/Alliances etc
- How Alliances work - examples
- Benefits/disbenefits to all parties of VSAs/Alliances
- Competition Law and its impact on lines and their co-operation

Container Lines & their networks – trades, services and co-operation (Part 2)

- How services are structured – weekly fixed day, end to end, hub and spoke, pendulum, round the world
- Examples of container services in key trades
- Impact of vessel size
- Slow steaming
- Canals and Bridges
- Landbridges

Structure & organisation of companies in the liner sector: Operators, agents, NVOCCs, logistics companies

- Organisation of liner shipping companies – different functions and departments
- Role of agencies – in house and third party
- Agreements between principals and agents (FONASBA)
- Role played by NVOCCs and forwarding agents in the liner sector
- Who are the main container lines – drivers of consolidation (mergers and acquisitions) in the industry?

Bills of Lading and other contractual documents

- Contracts of Carriage
- Bills of lading and Waybills – role in liner shipping
- Cargo Liability Conventions (Hague, Hague Visby, Hamburg, Rotterdam)
- Insurance and Claims
- General Average
- The role of IT in the liner business
- E Commerce and the interface between the customer and the line
- Electronic Bills of lading

Contracts between sellers and buyers – relevance for the liner operator

- Contracts of Sale
- Financing the business
- Documentary Credits
- UCP600
- INCOTERMS – their place in the contract of sale, and how they influence the liner shipping requirements

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Revenue and Costs in the Liner Business

- Structure of lines' costs – fixed and variable
- How lines can reduce costs
- How liner services are priced
- Tariffs and Contracts
- Impact of competition
- Yield Management – how lines maximise profitability

The future for Liner - Container shipping

- Impact of trade development
- Profitability in the liner sector
- How will the liner companies/transport operators develop?
- Future environmental Issues
- Technological Development
- Digitisation

Ideal for

The course is addressed to those working in the liner industry, port operations and agency, freight forwarding, etc. and others related to the market such as lawyers, economists, Ship Masters etc.

Date / Hours

Dates : 6, 7, 13, 18, 20, 21, 24, 27, 28 March & 02, 03 April 2025

Hours : 19:30 – 21:30 (GMT+02)

Duration : 11 sessions

Online Learning

The seminar will be delivered exclusively online by fully tutored learning sessions. Once your registration is completed, you will receive an email with information and joining instructions to the webinars. For your participation, no special equipment is needed except a camera and a microphone.

Fees

600,00 EUR (Including tuition fees & reading material)

ICS Members are eligible for a discount 20% on all HMC Professional Maritime Seminars

Tutor & CV Resume

Tony Mason FICS

Tony Mason has worked in the shipping industry for over 40 years with extensive experience in the liner business, as well as representing the industry in its relations with international government bodies, the press, and the public at large. He spent 32 years working in many different functions for container shipping companies, culminating in the role of Director, Corporate Strategy, at P and O Nedlloyd, prior the acquisition of the company by Maersk in 2005. From 2006 to 2010, he was Secretary General of the International Chamber of Shipping, representing shipowners globally on a wide range of subjects including technical, safety and environmental standards, employment issues, and promoting the image and reputation of the industry. Since 2010, he has been working with Drewry Shipping Consultants as an Associate, on advisory projects in liner shipping, ports and terminals, and logistics businesses. He is also Secretary of the International Support Vessel Owners' Association, an international trade association for ship owners operating support vessels in the offshore energy industry. He is a tutor and examiner for the Institute of Chartered Shipbrokers.

Tony graduated from University College Oxford with a degree in Chemistry and holds a Certified Diploma in Accounting and Finance. He is a Fellow of the Chartered Institute of Logistics and Transport, and an Honorary Fellow of the Institute of Chartered Shipbrokers.

Certification: Participants will receive a certificate of attendance on completion of the course.