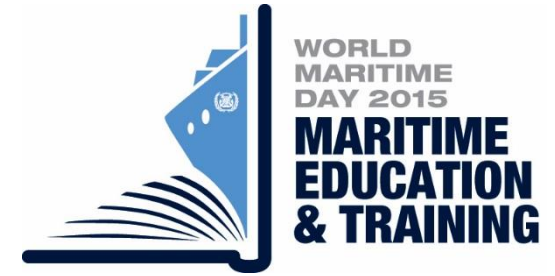


IMO WORLD MARITIME DAY 2015  
“MARITIME EDUCATION & TRAINING”  
**CAREER OPPORTUNITIES IN THE  
SHORE-BASED SHIPPING INDUSTRY**

JONATHAN C. WILLIAMS FICS  
FONASBA GENERAL MANAGER



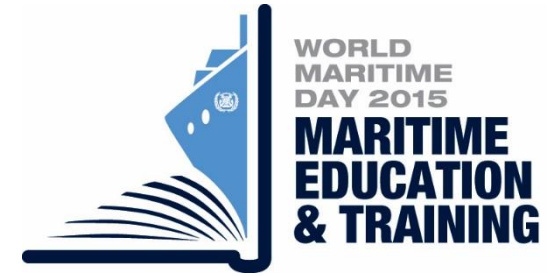
# WHO ARE WE?



- The Federation of National Associations of Ship Brokers and Agents
- The international representative organisation for those sectors
- Established in London in 1969
- Members in nearly 50 countries worldwide comprising approximately 5,000 companies
- IMO Consultative status since 2007
- Also consult with UNCITRAL, UNCTAD, WCO, the European Commission and other international maritime sector organisations



## OUR MEMBERS



**AFRICA:** Angola, Kenya, Libya, Mauritania, Morocco, Senegal, South Africa, Tunisia

**AMERICAS:** Argentina, Brazil, Mexico, Panama, Peru, USA, Venezuela

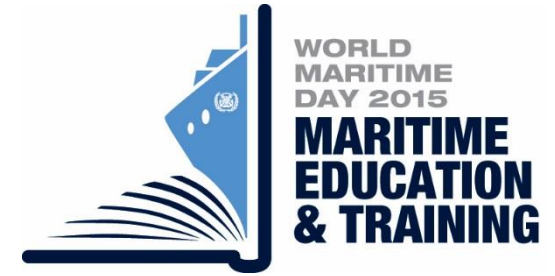
**ASIA/PACIFIC:** Australia, China, Japan, Philippines

**EUROPE:** Belgium, Bulgaria, Croatia, Cyprus, Denmark, Finland, France, Germany, Great Britain, Hungary, Ireland, Italy, Malta, Montenegro, Netherlands, Norway, Poland, Portugal, Russia, Serbia, Slovenia, Spain, Sweden, Turkey

**MIDDLE EAST:** Dubai, Israel, Jordan, Lebanon, Syria, Yemen



# THE SHIP BROKER AND SHIP AGENT



- The ship broker: Brings together the parties to a freight transportation contract or organises the buying and selling of ships
- The ship agent is: “The party representing the ship's owner and/or charterer (the Principal) in port. If so instructed, the agent is responsible to the Principal for arranging, together with the port, a berth, all relevant port and husbandry services, tending to the requirements of the Master and crew, clearing the vessel with the port and other authorities (including preparation and submission of appropriate documentation) along with releasing or receiving cargo on behalf of the Principal”.  
Draft IMO FAL Convention 2015

# THE SHIP BROKER

Primarily shipbrokers come in three different categories:

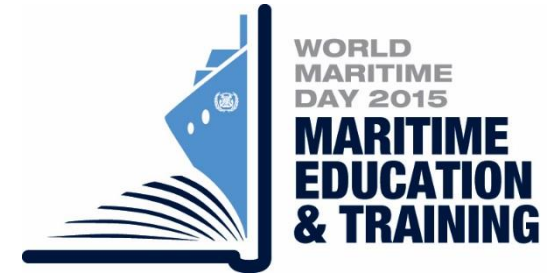
- Owner's Brokers – seeking cargoes for their principal's ships
- Charterer's Brokers – seeking ships for their principal's cargoes
- Sale & Purchase (S&P) Brokers – buying and selling ships

Each of these is divided into vessel types: dry cargo/tankers/gas carriers/container /ro-ro etc. and then further into vessel size: handysize, panamax, capesize and so on.

Each role demands different knowledge and expertise so brokers often specialise in one specific area, although movement is not unknown. Due to the specific requirements of S&P, those brokers tend to remain in that role.



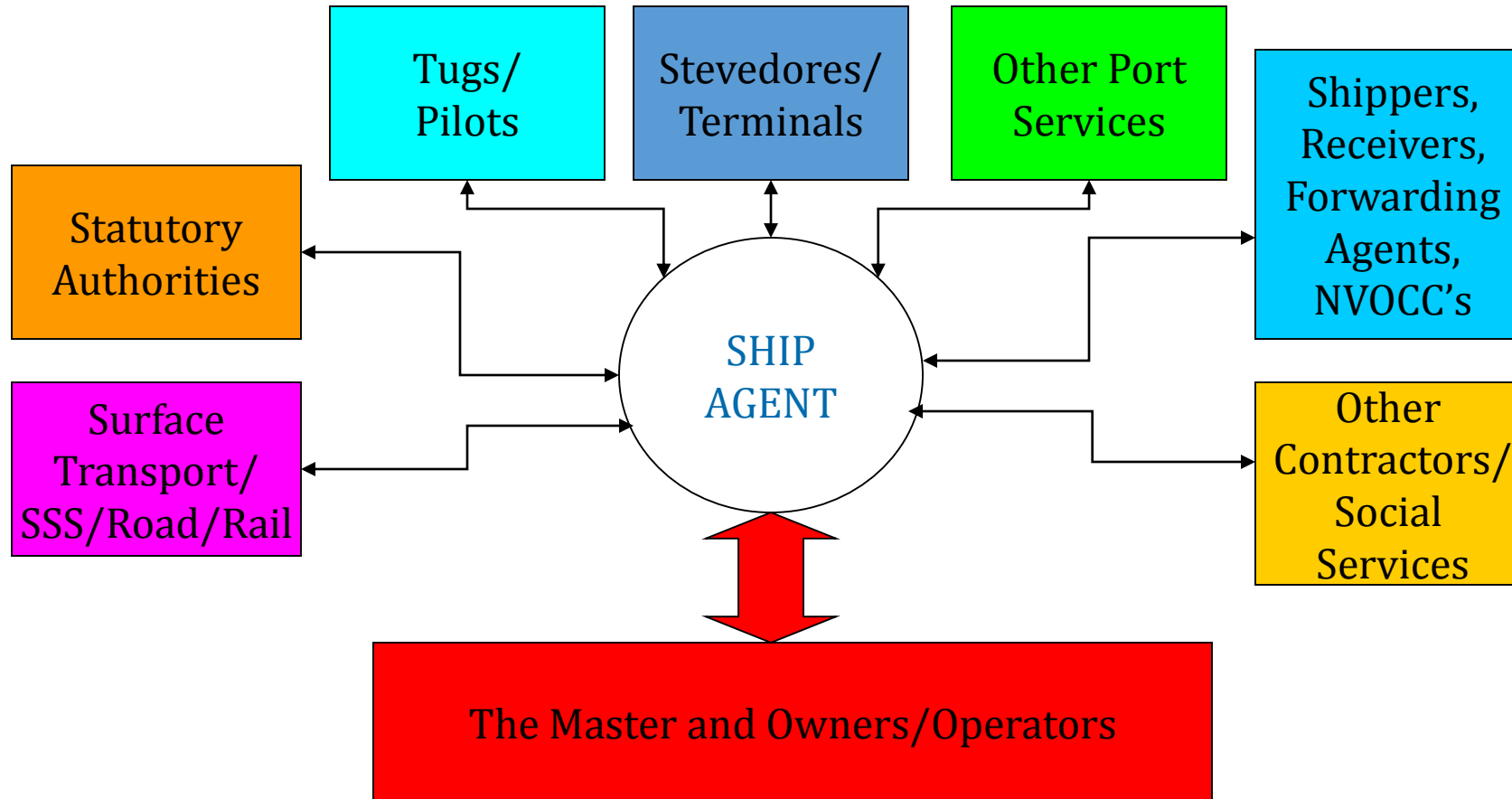
# THE SHIP AGENT



The Ship Agency profession is also split, primarily into port agents and liner agents.

- The port agent is the representative of the principal in a specific port or ports and is responsible to that principal for the effective and efficient movement of the vessel and or cargo through that port or ports.
- The liner agent will undertake the same duties as the port agent but additionally will canvass and secure cargo for the shipping line(s) they represent as well as organise transportation of cargo to and from the port and provide other logistics services across all modes. The liner agent can also cover specific ports or a defined region. Many liner agencies are now owned by the major liner operators.

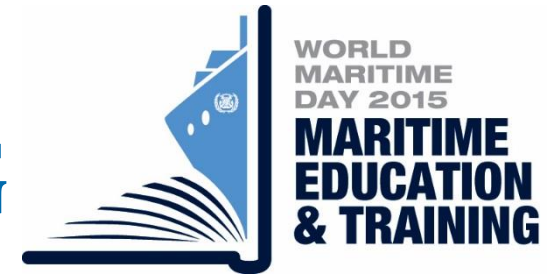
# THE ROLE OF THE SHIP AGENT







# THE SHORE BASED SHIPPING INDUSTRY

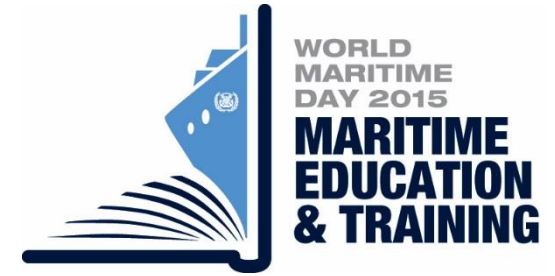


- Comprises the following professions:
  - Maritime technical services: Harbourmasters, pilots, marine surveyors, ship managers, towage contractors
  - Port and cargo handling services: Stevedores, terminal operators, port service providers
  - Ship agency services: Traffic officers, documentation and support staff \*
  - Commercial operations: Cargo canvassing, freight bookings, logistics service provision \*
  - Shipping business services: Ship broking, marine insurance, legal services \*
  - \*Service sectors for which member companies primarily provide education and training, but all courses are open to any student





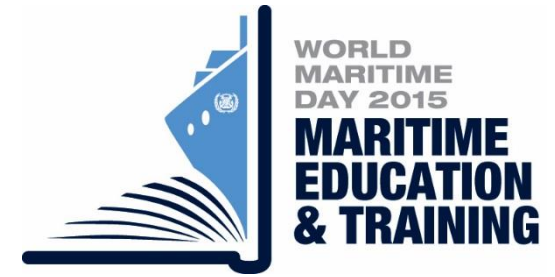
# EDUCATION IN THE SHORE BASED SHIPPING INDUSTRY



- As ships become more complex, cargoes more valuable, time constraints shorter and rules and regulations tighter, the shore based industry is required to cope with increasing demands, responsibilities and obligations
- The increasing burden of compliance for ships translates directly into more responsibility for those on shore, resulting in an ever increasing demand for education and training specific to the needs of the individuals and companies concerned
- The increasing “compartmentalisation” of roles also increases the need for all-round background knowledge to broaden awareness of the wider industry



# EDUCATION PROVISION

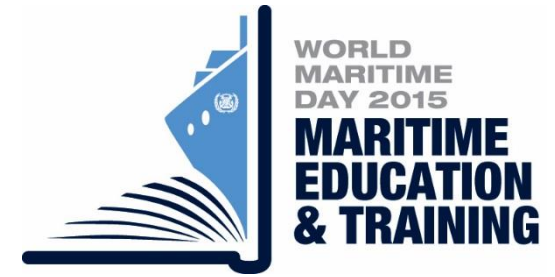


- The Federation itself does not provide or validate education and training courses for the following reasons:
  - Many of our Member associations have well-developed and highly effective education and training programmes at all levels, from entry and back room staff level to professional (post-graduate).
  - Education is a major activity for many associations
- More than 60 courses are currently provided by our member associations across 13 subjects ranging covering port and liner agency, chartering, economics, law, ship and terminal management as well as general subjects
- Programmes are available on international or local levels, brief or in depth, provided in English or a national language and delivered in the classroom, by correspondence or online



FONASBA

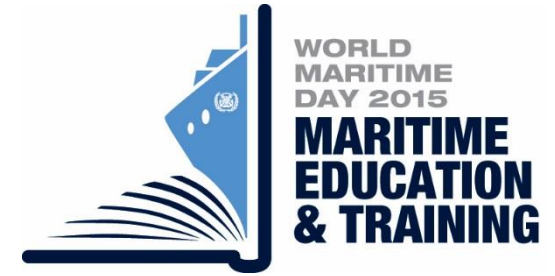
# EDUCATION PROVISION



- FONASBA supports, promotes and encourages the use of its members' courses to the international shipping community using the following resources:
- Vice President for Education is a member of the Executive Committee
- The unique FONASBA Course Search facility on our website: [www.fonasba.com/fonasba-education-and-training](http://www.fonasba.com/fonasba-education-and-training)
- The FONASBA Virtual Booklist, due for launch on the website soon, contains information on more than 120 industry standard text and course books
- The “Lima Declaration”, an appeal to governments, regulators and the maritime industry to recognise the value of education, professional standards and quality service in the fields of ship agency and shipbroking: [www.fonasba.com/lima-declaration](http://www.fonasba.com/lima-declaration)
- The FONASBA Code of Conduct and Quality Standard both incorporate education commitments
- Regular presentations to members, other industry organizations and to regulators and policy makers on the value of an appropriately educated and trained industry workforce



# YOUNG SHIP AGENT OR SHIP BROKER AWARD

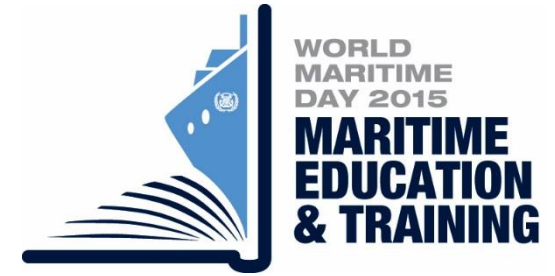


- Encourages younger members of the profession (maximum age 40 years) to research and present a detailed thesis level paper in English on a topic related to the agency or broking sectors in their widest interpretation
- Launched in 2015, seven entries received covering a wide range of subjects
- Award supported by BIMCO and ITIC
- 2015 Winner: Renan Queiroz of Brazil “The Role Played By The Ship Agent In The Shipping Industry And The Challenges Faced By The Activity With The Advent Of New Global Trends”
- The Award will relaunch in late 2015

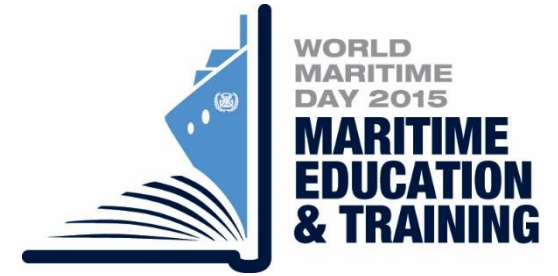




# EDUCATION IN THE SHORE BASED SHIPPING INDUSTRY



- In conclusion:
  - Adequately and appropriately trained and educated shore-based personnel are vital to the effective and efficient movement of goods by sea
  - FONASBA therefore welcomes and endorses the Secretary General's 2015 World Maritime Day initiative
  - The Federation is fully committed to encouraging and supporting its Member associations in their actions to develop and provide education courses for ship brokers, ship agents and the global shipping community. It will therefore continue to develop and implement these and other initiatives for the benefit of our members, the ship agency and ship broking sectors and the global maritime industry.



THANK YOU FOR YOUR ATTENTION

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The Baltic Exchange

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