



A.S.B.A. is pleased to announce a new “live” course offering:

## **“Business of Shipping Intensive I”**

### **2-day live Course**

**8:30AM – 4:30PM (Both Days)**

**Description:** This two day A.S.B.A. course is a comprehensive survey of the business of shipping. It is designed for those with modest shipping business experience. Those who are seeking an intensive overview of practical day to day aspects of shipping and trade are welcome to attend.

**For more information contact A.S.B.A. at [asba@asba.org](mailto:asba@asba.org) or call (201) 569-2882**

#### **Topics Include:**

##### **Session 1 – Morning – Ships**

1. Dry Cargo Vessels
2. Tankers and Other Vessel Types
3. Registry / Flag
4. Loadlines
5. Classification Societies
6. Bunkers
7. Ship Management and Ship Management Agreements
8. Sale and Purchase ( S and P)
9. Recycling of Vessels and the Scrap Market
10. Vessel Disasters

##### **Session 2 – Afternoon – Cargoes**

1. The Underlying Trade Transaction
2. The Bill of Lading (as a title document)
3. Dry Cargo Considerations
4. Wet Cargo Considerations
5. Containerization
6. Code of Safe Practices for Dry Bulk Cargoes
7. Carriage of Dangerous Goods
8. Loading / Discharging / Stowage Issues
9. Cargo Loss Considerations
10. Cargo Insurance Basics and Markets

##### **Session 3 – Morning – Trading**

1. Time Charter Parties
2. Bareboat Charter Parties
3. Voyage Charter Parties
4. Bills of Lading
5. COA's and Service Contracts
6. Freight Market Dynamics
7. Ship Brokerage
8. Ship's Agency
9. Liner Service / Management
10. Maritime Geography

##### **Session 4 – Afternoon – Maritime Law, Marine Insurance and Regulatory Regimes**

1. Maritime Law Basics and Dispute Resolution
2. IMO / International Regulation / SOLAS / COLREGS/ STCW
3. Port State Control and Maritime Security
4. Environmental Issues
5. U.S. Regulation of the Shipping Business
6. Economic Regulation / FMC / Conferences / Tariffs
7. Hull Insurance Cover and Markets
8. P and I Insurance, Clubs and Markets
9. Averages – Particular and General / Loss Adjusting
10. Private Regulation / Ethics In Trading

#### **About the Instructor:**

**Professor Jeffrey A. Weiss** currently teaches courses in the business of shipping, charter parties, maritime law, marine insurance, international commercial transactions, among others, at the State University of New York, Maritime College. He has taught similar courses at the United States Merchant Marine Academy at Kings Point and the Webb Institute of Naval Architecture.

Professor Weiss has taught courses offered by A.S.B.A. live and via the internet for many years.

Professor Weiss is also an attorney and is admitted to practice law in the State of New York and the United States District Court for the Southern and Eastern Districts of New York.

Many years ago, Professor Weiss served onboard various American merchant ships as a deck officer. He has also worked shoreside in vessel operations and is fully conversant in shipping matters.

Professor Weiss graduated with high honors from Pace University School of Law in 1987. He also holds a Masters Degree and a Bachelors Degree in Marine Transportation from S.U.N.Y. Maritime College.