



Association of Shipbrokers and Agents (USA) Inc.

Online course:

Topics in Ship's Agency

Duration: One month

Method: The course is offered 100 % online via the ASBA Learning Platform. Upon registration, students will receive a password allowing them to log on and access course materials. A virtual “classroom” will be held on three occasions (Monday mornings – 10AM to Noon EST) during which students may ask questions and engage in discussion. Students unable to participate during a particular scheduled session will be able to ask questions and / or post comments at other times.

Topics Include:

1. Contracts of Carriage

Objective: To develop an understanding of how the agent's services greatly facilitate the shipowner, charterer, and cargo interests in fulfilling their obligations under a contract of carriage.

Method: A comprehensive review of various forms of contracts of carriage. This includes a comparison of the responsibilities of shipowners, charterers, and cargo interests under the various forms of contract of carriage and the vital role the ship's agent undertakes in furthering their performance.

2. Bills of Lading

Objective: To develop a detailed understanding of the role of the bill of lading and the numerous issues that might arise out of its preparation and use.

Method: Reviewing case studies demonstrating why the bill of lading, whether issued by the shipowner, charterer, and/or agents on their behalf, is an integral part of international trade transactions, affecting many parties including buyers, sellers, banks, insurers, and carriers. The discussion will cover proper and improper bills, the relationship between bills of lading, the sales contract and letters of credit, the use of letters of indemnity, misdelivery risks, among other topics.

3. Maritime Law and the Ship's Agent

Objective: To learn about unique principles of maritime law that might impact a vessel's port call often resulting in delays and unexpected expenses and possible legal action by or against a vessel.

Method- The course examines maritime legal principles such as general average, maritime liens, Rule B attachment, among others topics. There will also be a discussion on the role of P and I and the agent's interaction with P and I representatives.

4. Topic: The Principal/Agency Relationship

Objective – To develop a thorough understanding of the significance of ethics in shipping and trade and the high standards required by the principal/agency relationship.

Method – The course highlights the need for strict attention to ethics and professional responsibility. We will review the principles of a legal agency, the creation and destruction of an agency, nomination of agents, the importance of communication, and numerous case studies concerning a principal's responsibility for the acts of an agent. The course concludes by developing a further appreciation of the importance of the ASBA Code of Ethics.

Instructor:

Professor Jeffrey A. Weiss teaches professional seminars in the U.S.A. and abroad on behalf of the Association of Shipbrokers and Agents (USA). These include comprehensive surveys in the shipping business, charter parties, and related subject areas. He also routinely lectures and provides special topic seminars at the United States Office of Naval Intelligence and the United Nations.

Prof. Weiss is a full time Professor and a former Provost and Director of the Graduate Program at S.U.N.Y. Maritime College. Professor Weiss is also an attorney that is licensed to practice law in the State of New York and the U.S. Federal Courts, Southern and Eastern Districts of New York. He is experienced in litigating and arbitrating disputes arising out of international shipping, transportation, and trade transactions. Professor Weiss has worked in other capacities in the business of shipping, both shore side and afloat and sailed as a merchant marine officer on a number of U.S. flag merchant ships.

For more information: email asba@asba.org or call (201) 569-2882