

## ECSEI Training Courses



## Our Strategic of Courses

Our course examines the domestic and world wide commercial and the direct beneficiaries of: Exporter, Importer, Shipper and the Carrier.

**ECSEI** Provide to Companies, personnel with a comprehensive overview of modal and intermeddle freight transportation systems also Provide background and understanding of issues, concepts and specific activities connected with regional and local freight transportation and planning as it applies to highways, rails, and ports.

Provide for Shippers with the ability to identify, analyze, and develop informed conclusions and recommendations on issues as they relate to the businesses of freight transportation and planning, related strategies, and long-term strategic planning.

## Why you need us for Training Courses:

As an international business with hundreds of transactions taking place on a daily basis, the maritime industry needs a mountain of the legal paperwork and support to ensure that the buyer, seller, owner or charterer gets what they asked for, when they asked for it at the agreed terms and price. Here, the support of a Lawyer, or legal practitioner, is indispensable.

**ECSEI offers more than 20 Training Programs that meet the specific needs of any transportation organization.**

For more details about us Please Visit our websites



[www.ecsei.com](http://www.ecsei.com)

[www.ecsei-eg.com](http://www.ecsei-eg.com)



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## Maritime Industry Courses

### Principles of the Maritime Industry

#### Prerequisites:

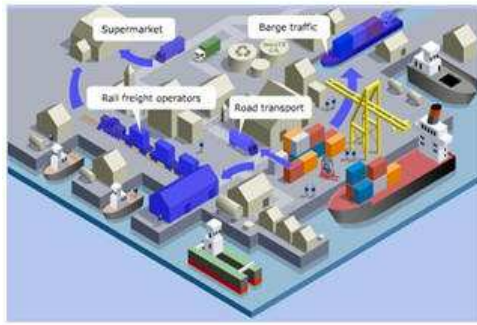
For personnel who may have specific work skills in an organization, but who are unfamiliar with the marine transportation industry as a whole.

#### This course will provide:

- A solid background in the many components of the maritime shipping industry include:
- A broad overview of marine transportation systems
- The structure of the maritime industry and the business of worldwide shipping.
- Include transportation systems overview;
- Vessel types/construction
- Structure of the maritime industry
- Shipping company organization
- Government policies and regulation
- Freight rates and liner conferences
- Containerization and intermodalism
- dry/wet bulk transportation
- cargo documentation
- marine insurance



## Port and Terminal Operations Courses



This course will provide:

- Commercial transportation professionals who require an in-depth view of the organization of ports and marine terminals.
- This course will provide:
- Analysis of the various types of cargo terminals and their unique characteristics.
- Review of basic cargo documentation, customs procedures, function of shippers and functions of freight forwarders.
- A basic look at electronic communications and information systems
- A Issues regarding port construction, physical port restrictions, vessel restrictions, and port & terminal security.

## Principles of Shipping Documentation & Practices Courses

Objective:

This course is aimed at providing a basic introduction of the shipping agency documentation system from both conceptual and practical viewpoints and to familiarize participants with shipping terms, statutory and trade requirements in the transportation of goods from one port to another.

Course Outline:

- The modern trading system
- The shipping documentation system
- The nature, functions and types of bills of lading
- Common shipping and trading terms
- Principles and documentary practices relating to transshipment
- Principles and practical aspects of claims management
- Principles of freighting
- Shipping fraud and malpractices





## Shipping Law & Disputes Courses

### Objective:

To enable shipping personnel to have a general understanding of legal relations which arise in the day-to-day business of commercial shipping.

### Course Outline:

- Elements of contract law
- Overview of the Carriage of Goods by Sea - Part I : Charter parties
- Overview of the Carriage of Goods by Sea - Part II : Bills of lading
- Admiralty jurisdiction of Egypt courts
- Arrest of vessels
- Provision of security and release of vessels from arrest
- Appraisal and sale of vessels under arrest
- Forum Non Convenient
- Exclusive jurisdiction clauses





## Air Cargo Courses

### Basic Air Cargo Courses

#### Prerequisites:

This course is designed for the traffic and operations staff of international air cargo agents but is also useful to sales and marketing staff of cargo agents and consolidators; sales, reservations and acceptance staff of airlines, airport handling and surface transportation companies; shipping department staff of manufacturers, wholesalers, importers and exporters.

#### This course will provide:

- Industry regulations; ICAO -IATA - FIATA
- World geography; IATA 3-letter codes -time differences -calculation of transportation times
- Aircraft; bulk loading limitations -Unit Load
- Devices (ULDs) Handling facilities; aircraft and cargo terminal facilities
- Air cargo acceptance
- Cargo booking procedures
- Cargo automation
- The Air Waybill; completion - labelling and marking

### Basics of Dangerous Goods Management Courses

#### Objective:

This course aim to provide a basic understanding of dangerous goods, nature of hazards, safe handling and transpiration. Proper documentation and safety guidelines are very important factors in the carriage, handling and storage of dangerous goods.

#### Course Outline:

- Definition of Dangerous Goods/Hazardous Substances
- International Conventions & Regulations
- IMO Classification
- Dangerous Goods Regulations and Groupings
- Application of IMDG Code
- Dangerous Goods Documentation & General Safety





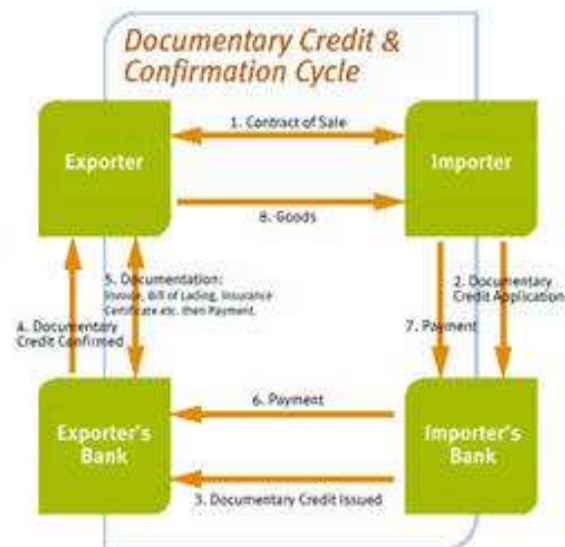
## Understanding Import / Export Techniques and Documentation

### Objective:

Understand the interpretation of shipping terms. Learn the flow of letters of credit from opening to final negotiation. Understand various the types of shipping documents used in international trade. Appreciate the use of various trade declarations.

### Course Outline:

- INCOTERMS - Their effect on cost and risk
- Import/Export Documentation - How they work, Types of documents
- Export Letters of Credit - Getting it right
- Shipping procedures and documentation - Different modes of shipment, Conference systems and practices, Transport documents, Diffence between a bill of lading and airway bill
- Trade net Processing - Submission of permit, Types of permit
- Import and Export Custom Practices - Harmonised system (HS) code, Goods & Services Tax





# Incoterms 2000

## International Commercial Terms - Incoterms Courses

### Introduction Course

#### Objective:

Explains International Commercial Terms (Incoterms), and how traders can use them in buyer or seller contracts to make clear who is responsible for the goods at each point of the transport process.

#### Course Outline:

- Transporting the goods from factory to export port or terminal.
- Shipping the goods from export port or terminal to import port or terminal.
- Transporting the goods from import port or terminal to buyer.
- Explains the benefits of using Incoterms.
- What each Incoterm means for the buyer and seller.
- We will offer sources of further help and advice for traders.
- Incoterms in conjunction with Bill of Lading (B.L)



### Cargo Insurance Course

#### Objective:

Cargo Insurance is very important for Exporter and Importer and we explain all risks without insurance because the Insurance is cheap – use it abundantly.

#### Course Outline:

- London Institute Cargo Clauses
- Double marine insurance
- A Clauses Coverage
- B Clauses Coverage
- C Clauses Coverage
- Types of Insurance Policies (IP)



## International Sale Contract

### Objective:

Business in today's global marketplace is transacted at lightening speed. Sales are generated and finalized in the time it takes to make a phone call, send a fax or receive an email. And practically every company – large or small, sophisticated or neophyte – is involved in international transactions.

### Course Outline:

- A United Nations treaty (CISG)
- FORMATION OF CONTRACT
- UCP(600) and Contracts
- Contract (Offer) Revocability
- Cover and Resale Damages
- Contracting out of CISG
- Arbitration

