



Custom Shipping Seminars

McQuilling Services are marine transport advisors providing consulting services to clients in the seaborne transport industries. In the area of personnel training we provide custom seminars designed around the specific needs of our clients.

From a series of pre-existing topics clients select the modules of most interest and relevance to their development needs. McQuilling Services then customizes the selection into a seminar of subject areas seamlessly presented. In this way we are able to bring a content-rich event to our clients cost-effectively.

Seminars can be held on-site in the client's offices, off-site at a location of their choosing or in one of our office locations around the world. The seminars are ideally designed for 15-25 people in attendance although we can arrange for any number of participants to be accommodated.

Seminars are presented primarily in lecture format supported by a comprehensive presentation deck of slides. Participants receive a bound copy of all seminar material.

A selection of modules centered around **Tanker Shipping** follows, with a description of the topics covered in each. The length of each module is included as well as the number of pages of material corresponding to the module. A seminar consisting of all of the modules identified requires 3-4 days and is supported by a 300-page coursebook.

▶ *Please contact us for further information on our training services or to request your customized seminar proposal. If there are topic areas of interest not listed below we encourage you to let us know and we will design a training solution specifically to meet your request.*

Selected Tanker Shipping Seminar Modules

SHIPPING MARKETS (60 minutes, 17 pages)

- Global economic context
- Shipping market characteristics
- Trade classifications
- Cargo transport demand
- World shipping fleet
- Comparative marine transport logistics

SHIPPING TERMINOLOGY (60 minutes, 11 pages)

- Vessel Particulars
- Weights & Measures
- Terms & Acronyms

EVALUATING MARINE TRANSPORTATION BUSINESS OPPORTUNITIES (90 minutes, 22 pages)

- Business planning
- Business analysis / evaluation
- Commercial elements
- Objectivity & relevancy
- Discounted cash flow
- Decision criteria
- Shipping project analysis

STRATEGIC PLANNING (60 minutes, 17 pages)

- Historical perspective
- Process description
- Implementation & deployment
- References

LIFE CYCLE OF A VESSEL (90 minutes, 28 pages)

- Concept design & evaluation
- New construction
- Trading
- Resale
- Sale & purchase
- Demolition
- Interaction of markets

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SHIPPING FINANCE (90 minutes, 32 pages)

- Historical context
- Major tenets of shipping finance
- Evaluation criteria
- Basic financing techniques
- Structured finance
- High yield summary
- Current ship financing environment

TANKER MARKET DESCRIPTION (90 minutes, 37 pages)

- Structural analysis of industry
- Historical perspective
- Tonnage demand
- Tonnage supply
- Tanker market characteristics

ENVIRONMENTAL & REGULATORY (60 minutes, 10 pages)

- Environmental protection
- Security & trade restriction
- Other

MARINE TRANSPORTATION PROCESS FLOW (60 minutes, 17 pages)

- Process description
- Industry roles
- Participation in marine transportation
- Coverage

FLEET SCHEDULING, DEPLOYMENT & UTILIZATION (90 minutes, 24 pages)

- Commercial elements
- Decision criteria
- Shipping economics - corporate perspective

CHARTERING (90 minutes, 17 pages)

- Charter parties and clauses
- Chartering marketplace
- The Chartering Process

OPERATIONS & CLAIMS (60 minutes, 22 pages)

- Post-fixture management
- Vessel Operations
- Demurrage & other claims

FORECASTING (60 minutes, 15 pages)


- Forecasting methodologies
- Outlook development
- Long-term shipping cycle methodologies
- Short-term tanker market cycles

FREIGHT FUTURES (60 minutes, 10 pages)

- FFA Market Growth & Development
- FFA's Explained
- Baltic Panelists
- Route Definitions
- Contracts
- Clearing

CURRENT MARKETPLACE (60 minutes, 20 pages)

- World economic outlook
- Tanker demand
- Tonnage supply
- Freight rate outlook
- Asset markets
- Market dynamics & trends

 In addition to personnel training McQuilling Services provides commercial advisory services in the following areas.

Management consulting including strategic planning, organization design, business opportunity evaluation.

Marine systems analysis including supply logistics optimization, fleet composition & coverage analysis and voyage economics

Project analysis including discounted cash flow techniques

Market analysis including shipping market historical surveys and forecasting for shipping markets

Information technology applications to work processes

Shipbuilding support, technology transfer and marketing analysis