



# Ocean freight in Import/Export

## How to handle overseas business successfully

**Practical knowledge that can be implemented immediately!**

- ◆ Container from A to Z
- ◆ Ocean freight documents and their risks
- ◆ Incoterms®2020 in ocean freight
- ◆ Useful insights for freight purchasing
- ◆ Shipping companies, agencies, NVOCCs
- ◆ Avoiding expensive cost traps (e.g. demurrage/detention)
- ◆ Valuable practical examples



**The online-training takes place in 2 connected modules of 3 hours each.**

13<sup>th</sup> October 2021 | 9.00am – 12.00pm

14<sup>th</sup> October 2021 | 9.00am – 12.00pm

Registration: [www.icc-austria.org](http://www.icc-austria.org)

## Target Group

- ◆ **Managers and employees from the shipping/logistics department**
- ◆ **Managers and employees who work in Import/Export (overseas markets)**
- ◆ **Employees from forwarding agents**
- ◆ **Freight purchasing**
- ◆ **All who want to increase their knowledge around the topic of sea freight**

## Background & Objective

Container shipping was and is the engine of globalization! What began in the 1960s with 200 TEU ships has culminated today in container ships of gigantic dimensions of up to 24,000 containers.

If you want to handle overseas business successfully, it is necessary to know the risks of a **container transport, to control them and thus to reduce error costs and to win satisfied overseas customers!**

In this seminar you get practical knowledge about overseas transport in containers. In addition to special features of the mode of transport and individual markets, you also learn about the liabilities and functions of the bill of lading. **You learn how to use the correct ocean freight Incoterms® 2020 and what is important to know when purchasing ocean freight services**, thus obtaining a clear freight cost calculation.

What risks are your products faced to on the high seas? **Protect your goods with packaging and transport insurance and** take the right measures in the event of damage. By complying with international packaging guidelines for wooden packaging, you can avoid delays or confiscation by the authorities. **The loading risk is often underestimated!** As a shipper you are - in the absence of any other agreement - responsible for defective loading in the container and the resulting damage.

Efficient cooperation with the freight forwarder: What processes take place in freight forwarding companies and how does the cooperation work? More knowledge reduces error costs due to misunderstandings. Get to know your partner better.

**Because only those who know their risks can control them and take targeted countermeasures.**

## Programme

- ◆ **Shipping companies, agencies, NVOCCs**
  - Distinguishing features
  - Overview of carrier liability (Hague Visby Rules)
  - Alliances and impact on the market
  - Alpha-Liner TOP 100 – Orderbook – significance for ocean freight rates
  - GRI, Peak Season and surcharges
- ◆ **Vessels and General Average**
  - Development of container ships
  - General Average examples
  - Dispatch
  - Why and how to insure transport
- ◆ **Container from A to Z**
  - Container types – Purposes of use
  - Container check by the shipper
  - Stowage and packing of the goods
  - Advantage and use of shipper's owned containers

- SOLAS – VGM – Shipper’s liability
- How to avoid demurrage and detention?

#### ◆ Ocean freight documents and their risks

- Types of B’s/L
  - Original B/L vs. Seawaybill
- Liability in case of loss – what to do?
- Legal backgrounds
- Documents conforming to a letter of credit

#### ◆ Application of the Ocean freight -Incoterms® 2020

- Risk: EXW and FOB-trap
- CFR and CIF, advantages and disadvantages in Im- and Export

#### ◆ Forwarding agents (NVOCC)

- Selection and tasks
- Limitation of claims
- Avoiding risks through correct inquiries to the forwarder
- Understanding and correctly calculation of a freight forwarder’s quotation

## Speaker

**Manuela Hermetter** is a management consultant for foreign trade and a certified trainer in adult education. She has 23 years of practice in the logistics industry and is a graduate of the university course for export and international business activities. She headed the international overseas department of DB Schenker in Klagenfurt for 15 years and was most recently responsible for sales & marketing. Manuela Hermetter has been giving lectures on foreign trade, customs and logistics for more than six years.

## Registration

MKIK

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### *further ICC Austria trainings:*

- **Bank Guarantees for Beginners**  
1. + 2. June, Online
- **International Trade Finance Week 2021**  
14 – 18 June, Online

For further details please visit: [www.icc-austria.org](http://www.icc-austria.org)

## Online-Training Ocean freight in Import/Export

The interactive online-training takes place in **2 connected modules of 3 hours each.**

[REGISTER HERE!](#)

[13th + 14th October 2021](#)

9.00 am – 12.00 pm each day

### Registration fee per Person

incl. electronic training documents,  
certificate of participation

**€ 480,00** + 20% USt.

Registration closing date: 11.10.2021

**Once confirmed by ICC Austria, your registration is legally binding!  
The registration fee shall be paid within two weeks from receipt of invoice - verifiably BEFORE the online-training starts.**

## Technical Requirements

Computer/Laptop/Tablet with internet connection.

The online training will be held via Zoom. If your company does not use Zoom by default, a participation is still possible. If you have any questions, please contact your in-house IT department or contact us directly.

You will receive the link and access data for participation in the online training 3 working days before it starts.