

Workshop on Global Logistics, Shipping & Forwarding.

RAJIV SATHE

Providing professional education and training to MTO, N.V.O.C.C., shipping lines and freight forwarding industry globally.

Our aim is to

1. Enhance knowledge of your employees about the global cargo world to avoid strategic and tactical errors.
2. Reduce your operating costs and maintain optimum levels of customer service.
3. Understand shippers' changing needs and how to adjust your business for immediate results.

Why your employees must attend this program?

Trained and knowledgeable employees are vital for your success. Often employees in logistics industry just stumble in to this profession. Many people learn how to fill the forms, issue documents, get trained on in-house systems, blindly follow S.O.P., work in one department for many years and become so called experts. This happens because there is no formal education customized for employees working in logistics industry. MBA institutes also do not cater to needs of our industry.

Unfortunately people in many organizations carry on with their work without strong fundamental knowledge.

With sound fundamental business knowledge your employees can take practical but fundamentally correct decisions to achieve high levels of customer satisfaction.

Benefits of the program

At the end of the course your employees will have...

1. Insight into how the cargo sector functions.
2. An appreciation of different types of shipping services.
3. An appreciation of different types of value added services offered by logistics service providers.
4. A working knowledge of international trade operations and the functions of various parties involved.
5. A general overview of import and export documentation. An appreciation of the requirements of Customs and other Government agencies.
6. A working knowledge of Letter Of Credit, INCOTERMS and impact of the same on Bill of Lading and marketing.
7. An appreciation of port operations, terminal operations, CY and CFS operations.
8. An appreciation of different types of containers.
9. An understanding of dangerous and hazardous goods and reefer cargo.

Teaching hours (exclusive of time spent on Q&A, tea & lunch breaks)

Require 20 teaching hours to cover all topics mentioned below. In order to improve interaction and increase knowledge retention program can be split in to 2+1 day and topics such as Incoterms2010, introduction to special cargo, container stuffing and freight could be covered at a later date. You can also select topics based on your requirements and time available for employee training.

WORKSHOP CONTENTS

Introduction to global business environment and its impact on the logistics industry. (Time required 90 minutes)

1. Definition of international marketing and global logistics.
2. Impact of government policies on the logistics industry.
3. Statutory and commercial clearances.
4. Role of customs and central excise.
5. Role of RBI and FEMA related to import & export clearance and freight remittance.
6. Care to be taken by customer service and documentation staff when various export promotion schemes are availed by shipper.
7. Impact of under invoicing, over invoicing, wrong declaration by exporter / importer.
8. Role of DGFT in import & export.

Benefit of this module: participants will know

- Role of customs and clearing agent.
- How to collect information, which can be used to safeguard our interest and promote our business.
- Discuss how carrier and forwarder can get dragged in to trouble by unknowingly violating customs act / documentation fraud.

Bill of Lading and Letter of Credit. (Time required 300 minutes)

Animated power point presentation is used to explain the complex procedure.

- Letter of credit and different methods of payment in international business.
- Impact of different methods of payment on B/L.
- Impact of L/C clauses on B/L.
- Carrier's liability / contract of carriage.
- Detailed explanation of ocean Bill of Lading with the significance and support of every column.
- M.T.D.
- Marine B/L.
- Sea Waybill.
- Air Waybill.
- House and Master B/L.
- Problems arising out of an incorrect issuance of Bill of Lading.
- Freight rate and basis of calculation and freight surcharges.
- Switch B/L.
- High seas sale.

Benefit of this module: Participants will know

1. What is the importance of B/L to exporter?
2. Why B/L requirements differ from customer to customer.
3. Why exporters are very fussy about error free B/L.
4. How to avoid financial risks at the time of issuance of B/L.
5. What not to promise to exporter and why?

6. Risk involved in release of cargo without original Bill of Lading.
7. Risk involved in freight credit.
8. Care to be taken while handling High Seas Sale and Switch B/L.
9. Basics of - freight calculation.
10. Importance of surcharges.
11. Why surcharges are levied.

Export & import procedure Sea & Air. (Time required 120 minutes)

Photographs, animated power point and movies are used to explain the complex operations & procedure.

Complete export and import cycle for LCL & FCL cargo – all documents processed by exporter/importer, CHA and operations involved at CY / CFS.

Complete export and import cycle for Air cargo – all documents processed by exporter/importer, CHA and operations involved at CY / CFS.

1. Carting and customs documentation.
2. Role of customs appraiser and examiner.
3. Shipping bill.
4. Mate receipt.
5. Container Load Plan.
6. Cargo survey.
7. Import manifest.
8. Bill of Entry.

Benefit of this module: participants will know

- Clients usually call office hence proper knowledge of above activities will help in answering client calls.
- Office staff will know what customs and CFS staff does.
- Care to be taken at the time of acceptance of business.
- Importance of accurate and timely filing of documents.

Incoterms 2010 and impact of incoterms on ocean, air freight and forwarding business. (Time required 180 minutes)

EXW, FCA, CPT, CIP, DAT, DAP, DDP, FAS, FOB, CFR, CIF

1. Incoterms and freight payment.
2. How to find out our customer from Incoterm?
3. Incoterms and letter of credit nomination.

Benefit of this module: participants will know

- Relationship between freight prepaid/collect column and incoterms.
- Which extra charges and surcharges are prepaid and payable, Why?
- How to leverage knowledge of Incoterms in sales process.
- How to quote client based on Incoterms.

Sea and air freight economics. (Time required 60 minutes)

How different modes of transport are selected by shipper or consignee.

If low rate is the only criteria exporter / importer will not use air freight or express cargo therefore one needs to understand how exporters and importers select mode of transport.

Benefit of this module: participants will know

- Sales person will know how to use this knowledge during sales call.
- How important is the shipping and air cargo industry to the trade.

Shipping and sea borne trade (Time required 60 minutes)

Photographs, animated power point and movies are used to explain the complex procedure and operations.

1. Structure of shipping industry.
2. Types of shipping services i.e. Tramp, Liner & Feeder.
3. How do exporters or importers select a type of service?
4. Types of ships – Bulk carriers, Break Bulk Carriers, Project cargo carriers, Oil Tankers etc.

Benefit of this module: participants will know

- Sales and customer service staff will know how to deal with various enquiries.
- Overall knowledge of how industry works.
- Difference between liner and tramp business.
- Type of cargo carried by liners and tramp services.

Containerization, container liner operations and NVOCC operations: (Time required 240 minutes)

Photographs, animated power point and movies are used to explain the complex procedure and operations.

1. Historical developments. i.e. break bulk, palletization and containerization.
2. Port operations.
3. Multimodal transportation, land bridge and mini land bridge.
4. Role of intermodal stack yard and ICD or container base.
5. Container handling and transportation equipment.
6. Feeder / hub and spoke operations.
7. Conference, consortiums and alliance.
8. Types of containers.
9. Container stuffing and importance of maximum box utilization.
10. Importance of container lashing and choking.

Benefit of this module: participants will know

- Reason behind cut-off date, shut out, stowage planning.
- Sales and customer service staff will be in a better position to communicate with customers.
- What promises can be made to customers (keeping in mind operational constraints).

- How mistakes in documentation will result in to delays and accidents.
- Different types of containers used for different types of cargo.
- Special stowage requirement clause in the B/L.
- Why to recover lashing and dunnage expenses from customer.
- Why slot loss charges are recovered from customer and how to calculate to the same.
- Sales and customer service staff will know how to guide customers about factory stuffing of containers.

Freight rate and basis of calculation (Time required 60 minutes)

1. Weight, measurement, ad-valorem etc.
2. Freight surcharges: BAF, CAF, Peak Season, Congestion, War Risk etc.
3. Role of Federal Maritime Commission (FMC).

Benefit of this module: participants will know

- Basics of - freight calculation.
- Why surcharges are levied.
- Importance of rate filing with FMC.
- Rate filing.
- Service contracts.

Introduction to special cargo - Dangerous goods, Reefer Cargo and Project cargo. (Time required 30 minutes)

1. Dangerous cargo booking.
2. Reefer cargo
3. Perishable cargo handling.
4. Perishable cargo booking.
5. Documentation.
6. Project cargo - out of gauge, project shipping

Benefit of this module: participants will know

- What is perishable cargo?
- Care to be taken at the time of cargo booking.
- Care to be taken at the time of issuance of bills of lading.
- Result of negligence.

Various service providers in global trade operations. (Time required 60 minutes)

1. Buying agents.
2. Indenting agent.
3. Buyer consolidation.
4. Custom clearance, customs brokerage & forwarding.
5. 3 PL & 4 PL
6. Pre-shipment quality inspection.

About Trainer



Rajiv Sathe

- **Twenty-two years of experience in Global Logistics & Shipping Industry.**
- **Total teaching experience more than 14 years with more than 8800 hrs of teaching experience.**
- **Program participants are professionals working with shipping lines, NVOCC, Freight Forwarders, banks, export houses and software engineers of well known software companies.**
- **Visiting Faculty at Symbiosis International Institute (SIIB & SIMS) and at various MBA institutes in Pune.**
- **Staged more than 245 Management Development Programs for employees of shipping lines and logistics companies.**
- **Employees of 235 companies have attended training program.**
- **More than 17,000 students & program participants are beneficiaries.**

Details of work experience with leading organizations in international logistics

American President Lines Ltd. - 9 years

Position:

Country Sales Manager for India, Nepal, Bangladesh, Sri Lanka (2 years)

Country Sales Manager for Saudi Arabia, Bahrain & Sudan (7 years)

Tata Tea Ltd. - Agents of OCL- now Maersk Line - 5 years

Position: Trade Manager for Europe & East Africa

Various shipping agency houses - 8 years

Shaw Wallace Agents of Hellenic Lines,

Patel Volkart Ltd. Agents of Maersk Line,

Chowgule Brothers agents of various bulk cargo carriers.

Current Engagements:

- Training and Consultancy in Logistics.

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Feedback from participants of previous programs.

1. The course is well structured and well defined.
2. Every topic covered had a blend with the current scenario.
3. Simplicity in the training material, power point presentation, photographs and movies made this program interesting.
4. Simple and relevant examples on each topic helped in learning.
5. 'Brilliant course, really interesting and very focused to my job role and day to day work.'
6. 'Full of useful hints and tips which I will apply to my job.'
7. Mr. Sathe never reads the presentations; he makes excellent use of the presentation, photographs, and animated power point to explain the topics.
8. Mr. Sathe gave some very good ideas that I can use every day... good examples too.'
9. Mr. Sathe - very confident in the subject, and amusing too. Simple, easy to understand language made the course very interesting.
10. 'Very good... contained everything we do on a regular basis and problems we have come across...

Teaching Experience at Business Schools in Pune.

Teaching since 1997

Visiting faculty at the following renowned institutes, which offer Masters Program in Business Management, Post Graduate Diploma and Certificate courses.

1. Indian Institute of Foreign Trade (IIFT) Kolkatta.
2. University of Pune - Department of Economics.
3. Symbiosis Institute of International Business.
4. Symbiosis Institute of Management Studies.
5. Symbiosis Institute of Business Management.
6. Balaji Institute of International Business.
7. Mahratta Chamber of Commerce.
8. Indira Institute of Management Studies.
9. Indian Institute of Materials Management.
10. The Indian Institute of Planning and Management.
11. MITCON Export Facilitation Center.
12. International School of Business & Media.
13. Sinhgad Business School.
14. Institute of Business Management & Research.
15. Sinhgad Institute of Management & Computer Application.
16. International School of Business and Media.

CLIENT LIST

***Staged more than 245 programs for following clients.
Each of the following clients has used our services to train their
staff across India.***

Shipping lines Exclusive In-house Program

1. American President Lines (APL India Pvt. Ltd.)
2. CMA CGM Global (India) Pvt. Ltd.
3. Container Movement (Bombay) Transport Pvt. Ltd. - Agents of S.C.I.
4. Contfreight Shipping Agency (I) Pvt Ltd. - Agents of Hanjin Shipping
5. CP Ships IT Services Pvt. Ltd.
6. J.M.Baxi & Co.
7. Maersk Line, Pune
8. Maersk Line Mumbai
9. Maersk India Pvt. Ltd. (Maersk CFS)
10. Maersk Lines Copenhagen - Global Graduate Trainee Program- Mumbai.
11. Meridian Shipping Agency Pvt. Ltd.
12. Mitsui O.S.K. Lines (India) Pvt. Ltd.
13. MOL Information Processing Services (India) Pvt. Ltd.
14. MSC AGENCY (INDIA) Pvt. Ltd.
15. NYK Line (India) Ltd.
16. Parekh Group
17. P&O Nedlloyd IT Services Pvt. Ltd.
18. Samsara Shipping Pvt. Ltd.
19. Seabridge Maritime Agencies Pvt. Ltd. – Agents of Hamburg Sud Line.
20. Seahorse Ship Agencies Pvt. Ltd.
21. United Liner Agencies of India Pvt. Ltd.
22. Zim Integrated Shipping Services (India) Pvt. Ltd.

CLIENT LIST

International Forwarders & NVOCC Exclusive In-house Program

1. AMTOI
2. AFL DACHSER Private Limited
3. Agility Global Integrated Logistics
4. Allcargo Global Logistics Ltd.
5. ARAMEX
6. Association of Shipping Interests in Calcutta
7. Bertling Logistics India Pvt. Ltd.
8. Boxco
9. Consolidator's Association of India (CAI)
10. Cargo Placement & Shipping Agencies
11. DB Schenker India Pvt. Ltd.
12. DAMCO
13. Divya Shipping Ltd.
14. GAC Shipping (India) Pvt. Ltd.
15. Globelink WW India Pvt. Ltd.
16. Greenwich Meridian Logistics (India) Pvt. Ltd.
17. International Liner Ship Agency Ltd.
18. J M Baxi & Co.
19. J B Shah & Co.
20. LCL Agencies (India) Pvt. Ltd.
21. Links International
22. Logistics Plus (India) Pvt. Ltd.
23. Pro Logistics (I) Limited.
24. Star Freight Pvt. Ltd.
25. TVS Dynamic Global Freight Services Ltd.
26. Vadodara Steamer Agents Association

CLIENT LIST

Exporters, Software Companies and Bankers.

1. ALSTHOM projects Vadodara
2. IFFCO Kandla
3. IBM Kolkata
4. IBM Chennai
5. Wipro Ltd.
6. Satyam Computer Services Ltd.
7. Suzlon Energy Ltd. Pune
8. Suzlon Energy Ltd. Vadodara.
9. H & M Hennes & Mauritz India (P) Ltd.
10. Piaggio Vehicles Private Limited.
11. Kalyani Brakes Ltd.
12. Lear Automotive India P. Ltd.
13. Thermax Ltd.
14. Elpro International Ltd.
15. Garment Manufacturers Association in Pune.
16. Maharashtra Udyojakata Vikas Kendra. (Program for Farmers)
17. Mahratta Chamber of Commerce.
18. Staff training colleges of Bank of India, Bank of Maharashtra, S.B.I., ICICI Bank and IDBI Bank. Pune.
19. National Institute of Bank Management. Pune.
20. Karneet Enterprises (India) Pvt. Ltd. Bangalore

CLIENT LIST

More than 235 companies mentioned below nominated their employees for MDP

Majority of the companies have repeatedly nominated their employees.

A S Shipping Agencies	Marcons Maritime
A V Thomas & Co Ltd.	Marine Containers Services
Aargus Global	Marine Container Svc
Abicor Binzel India	Mastermind Logistics
Accord Freight Lines India Pvt Ltd	MFC Transport
Admiral Logistics Hyd	Moonlight Shipping
Adroit International	Mugele Logistics India Pvt Ltd
Aegis Logistics Limited	Neo Logistics Pvt Ltd.
Aeromar Logistics India Pvt Ltd.	Netafim Ittigation India Pvt.Ltd.
AFL Dachser Pvt Ltd	New Globe Logistik Pvt. Ltd.
AGIL Freight Logistics Pvt Ltd	NLS Agency
Agility Logisitcs India Pvt Ltd.	Northsea Shipping
Aissa Maritime P Ltd.	NSS Logistics
Allana Sons	NYK Logistics(India) Pvt Ltd
Alstom Projects India Limited	Om Suchi Logistics
AMI India Logistics Pvt Ltd	Omega Global Logistics Pvt Ltd
APAR Industries Ltd.	Orchid Shipping Pvt Ltd
Aqua Logistics Pvt. Ltd	OSL Shipping Agencies.
Arshiya International Ltd	P.I. Industries Limited
Aspinwall & Co Ltd	P.L. Shipping & Logistics Pvt Ltd
Associated Container Line	Panasia Logistics India Pvt Ltd
Associated Groupage Logistics Pvt Ltd.	PDP International
Astra Container Line.	Pennon Shipping
ATA Freight Line (India) Pvt.Ltd.	Perma Global Logistics Pvt Ltd
ATC	Perma Shipping Line India Pvt Ltd
Atlantic Forwarding	Phoenix International Freight Services
Atlas Copco (India) Ltd.	PIL
Atlas Logistics Pvt.Ltd.	Pinnacle Logistics
Aztec Exim Pvt. Ltd.	Piramal Glass Limited
Barwil Forbes Shipping Services Ltd.	PL SHIPPING & LOGISTICS PVT LTD
BASF Styrenics Pvt.Ltd.	Prakash Chemicals International Pvt. Ltd.
Batliboi Impex	PSL Logistics India Pvt Ltd
Benline	PSTS LOGISTICS
Best Value Chem Pvt.Ltd.	Pushkaraj Engineering Enterprise Pvt ltd
Blue Star Ltd.	Quick Silver Freight Systems Pvt. Ltd.
Boxtrans Shipping	Quick Silver Freight Systems.
Cargo Partner Logistics India Pvt.Ltd.	R.R.Shipping Pvt.Ltd.

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Cargo World India
Cargoplan International India Pvt Ltd
Cargosol India Pvt Ltd
Ceva Freight (I) Pvt. Ltd.
Chakiat Agencies Pvt Ltd
China Shipping Container Lines
Chinubhai Kalidass & Bros
Committed Logistics Pvt. Ltd.
Crescent Shipping
Crest Global Logistics Pvt Ltd
D K Clearing
Dacotrans Pvt Ltd
Damani Shipping
DHL Global Forwarding
DHL Lemuir Logistics Pvt Ltd
Dixon Cargo
Dynaflex Pvt.Ltd.
East West Freight Carriers
Eastern Cargo Carriers (I) Pvt Ltd.
Electro Magnetic Industries
Emirates Shhipping Line
Esquire Express India Pvt Ltd
Evergreen Shipping Line
Exel India Private Limited
Expediators International (I) Pvt. Ltd.
Express Transport Pvt.Ltd.
Forbes Gokak Ltd
Forbes Sea Consortium
Forin Container Line.
Freight Connection India Pvt. Ltd.
Freight Lines India Pvt Ltd.
Freight Systems
Freightman Logistic
Freightwings & Travels
Fresh Express Logistics Pvt. Ltd.
GAF Global Logistics
Garware Polyester Ltd
Geeta Shipping & Clearing Services
German Express Shipping Agency
Global Aviation Services Pvt Ltd
Global Easy Water Products
Globe Express Services Pvt Ltd.
Globelink India Pvt Ltd

Relay Shipping
Reliance Industries Ltd
Rubamin Limited
Rusa Agroiintertrade Pvt Ltd
S R Intternational
S S Air Messageries Pvt. Ltd.
Sabic Innovative Plastics India Pvt.Ltd.
Safewater Line
Sai Shipping Co Pvt. Ltd.
Sakata Inx
Schaefco International
Schaefer Systems InternationalSvabay Chemicals
Schenker India Pvt Ltd
SCI
Seahorse Ship Agencies Pvt Ltd
Seamaster Shipping & Logistics Pvt.Ltd.
Seamax Logistics Pvt Ltd
Seaways Shipping
Sevenseas Global Logistics.
Sharp Logistics Pvt.Ltd.
Shrinathji Forwarders Pvt. Ltd.
SICAL
Sind Punjab Punjab Clearing Agency
Sindhu Cargo Services Ltd.
Skyways Air Services
Skyways Group
Soft Engineering
Southernallianz Shipping Agencies
Sovereign Shipping Pvt. Ltd.
Spear Logistics
St. Jonh Freight Systems Limited
Sterling Biotech Limited
Supreme Logistics Organisation
Swift Freight India Pvt. Ltd.
Synergy Cargo Management
Synergy Cargo Management India Pvt Ltd
T S Lines (India) Pvt Ltd
TAL Manufacturing Solutions
TASS Group
Taurus Marine Services Pvt. Ltd.
TCIL
Teamglobal
Teamwork Global Logistics Pvt Ltd

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Globelink WW
Gujarat State Fertilizers & Chemicals
Harmon Associates India
Hellmann Worldwide Logistics India
Hensel Electric India Pvt Ltd
Hind Freight Services Pvt.Ltd.
Hindusthan Zinc Ltd.
Hitachi Transport System Group
HMC
Honeywell Automation India Ltd.
IAL Logistics Pvt.Ltd.
IMNC Logistics Pvt Ltd
IND- SPHINX India Pvt Ltd
Indo Lloyd Freight Systems Pvt. Ltd.
Indoco
Integral Shipping
Inter Ocean Shipping
International Clearing & Shipping Agency
Interport Global
ISMT Ltd.
J J Shipping Agency
J.M. Baxi & Co
JCB Manufacturing
Jeena & Co
Jet Airfreight
Jotun India Pvt Ltd
JTB Jupiter Express Services Pvt Ltd
Kale Consultants Pvt Ltd
Kanoria Chemicals & Industries Ltd.
KCTC Global Logistics Pvt. Ltd.
Lanco Industries Ltd
Lark Logistics Pvt. Ltd.
Lee & Muirhead
Leemik Logistics P Ltd.
Link India Removals
Logic Transware Pvt. Ltd
Logwin Air & Ocean India Pvt Ltd
Madhav Agro Foods Pvt.Ltd.
Mail Order Solutions India Pvt.
Manilal Patel Clearing & Forwarding
Marco Shipping Services Pvt. Ltd,
The Energy and Resource Institute
The Mesh
Time Rich Shipping Pvt Ltd
TKM Global Logistics Ltd.
TLPL Logistics
Total Transport Sys
Trans Asia Shipping Services
Transcon Freight Sys
Translink Logistics Pvt Ltd
Transmec India Private Ltd
Transpek Industry Limited
Transworld Logistics Pvt.Ltd.
Trinity Logex India (P) Ltd.
Triple Crown Shipping & Logistics Dubai
Tulsi Logistics Pvt.Ltd.
Tulsidas Khimji Pvt. Ltd.
TVS Dynamic Global Freight Svcs
Unique Logistics Services Pvt. Ltd.
United Arab Shipping Services.
United Liner Agencies Of India
Unitex Logistics India Pvt. Ltd.
Ut Worldwide (I) Pvt. Ltd.
Velji Dosabhai
Vipra Services India Pvt Ltd
Vishakha Container Terminal
Wika Instruments India Pvt Ltd
Wilhelmsen Maritime Services P. Ltd.
Wings Logistics Chennai.
WSA Shippint (Bombay) Pvt.Ltd.
Yang Ming Line (India) Pvt. Ltd.
Yang Ming Lines.
Yashashvi Rasayan Pvt.Ltd.
Yusen Air & Sea Service (India) P. Ltd.
Z F India Pvt Ltd