# SailNet





FONSABA Training & Exchange Programme



designed & powered by: Escola Europea Intermodal Transport





# A word from Jakov Karmelić, CHAIR OF SAILNET COMMITTEE

SAILNET is a multi-country training and exchange programme, established today in 6 countries and with the aim to go worldwide in the coming years, with the mission to strengthen shipping agents through quality education. It provides the shipping agents' employees with the opportunity to develop and refresh their skills while also broadening their understanding about FONASBA.

The course is a fun, interactive, hands-on series of sessions designed to provide shipping agents with knowledge and develop leadership to skills, while establishing a fruitful professional and international network.

> Capt. Jakov Karmelic FONASBA Education Vice President IMO Maritime Ambassador





# Why do we need a SAILNET Programme?

In a more and more globalised world, the sea represents a never-ending source of competences, skills, ideas and projects. Connecting all the potentials provided by the "Blue Economy" and with the professional and educational expertise of the maritime training and education institutes, this project aims to implement a network of knowledge made of courses and internships for young and promising maritime managers at different maritime entities and thus promote and support new careers in the shipping industry.



# What is the philosophy of the SAILNET Programme

The SAILNET project proposes to develop and create a programme for new expert and competent professionals for the Maritime sector and wider Shipping Industry.

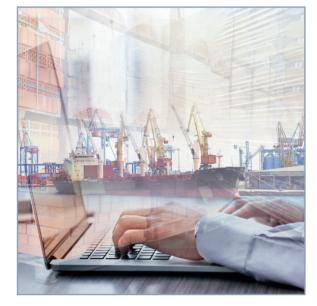
The participants will be encouraged to:

- Develop leadership skills and a SAILNET culture
- Discover new ways to carry out the industry tasks, a new language and a different culture
- Build lasting friendships and network with people from around the world



#### What are the teaching methods?

We are a training centre of a different kind with an extremely interactive and person-oriented approach; we are in pursuit of technical and humanist excellence, with a training programme that introduces the technical concepts of the logistics and port sectors to the participants using a methodology that facilitates communication and relations among the participants. What sets us apart from other training methods and centres is the combination of theory with reality. This allows the students to experience what they have learned in the classrooms. As a result, the concepts studied are retained and can immediately be put into practice once the course finishes. Our partners, the ports and shipping lines, give us access to unrivalled training instruments: the infrastructures and the technical mediums. The port communities, our collaborators, provide us with knowledge, equipment and the experiences of their services and operations.



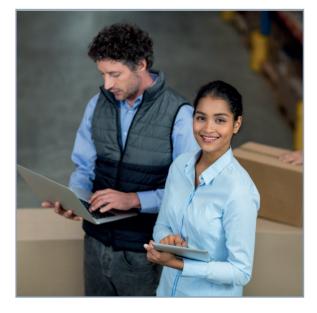
#### Who are the faculty?

The Escola has brought together senior industry professionals with wide experience in the sector, with whom we have been collaborating for over a decade, and experienced tutors from our network of training centres. Taken as a whole, they make up an enormous value proposition that combines knowledge and experience, which corresponds perfectly to the educational model of the Escola.









# Who should attend the SAILNET Programme?

#### Participants profile and requirements

The SAILNET Programme has been specifically designed for young employees of the shipping agency and logistics sector. Candidates should be under 40 years old and working in a shipping agent company or logistic operator of a country participating in the Exchange Programme.

#### Requirements

Participants profile and requirements:

- Under 40 years old
- Working in a Shipping Agency Company, Freight Forwarder or Logistic Operator
- Fluent in English B1 level or equivalent
- 1 or more years of work Experience in the sector
- Level of Education vocational or university degree or more than 5 years of experience in the company.

\*At the end of the Exchange the participants will receive a Diploma.







#### The Ports



**Buenos** Aires





Lisbon



Tunis







## Programme









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Escola Europea







PARTICIPANTS

30 (5 from each country)



#### **TUITION FEES**

(International & Local Training) Find more information in site www.sailnetprogramme.com

#### **COURSE CONTENT**



19 LECTURES



15 LECTURERS



8 WORKSHOPS AND VISITS





27 TOTAL TRAINING UNITS





#### Programme

# SESSIONS

- 1. The role of the shipping agent and FONASBA Quality Standard
- 2. Shipping Agents skills and activities in a future perspective
- 3. Service to vessel and crew: documentation and operations
- 4. Service to freight: documentation and operations
- 5. Service to passengers: documentation and operations Cruise and Ferry -
- 6. Intermodality and terminals: road, rail and river
- 7. Port Costs and efficiency models
- 8. Intermodality Operations Land/Sea Inland Navigation
- 9. Port Community Systems and International Systems & E-Commerce
- 10. NSW
- 11. Legal aspects in the framework of Shipping Industry
- 12. Development of competition law compliance culture
- 13. Economic sanctions and embargoes and other trade restrictions
- 14. The port of the future
- 15. Logistics Communities and Efficiency Network

# WORKSHOPS

- 1. Maritime visit to the Port of Barcelona
- 2. Land visit to the Port of Barcelona
- 3. Visit Containers Terminal
- 4. Visit Intermodal Terminal
- 5. Visit ZAL Logistics Activity Area
- 6. Visit BIP Border Inspection Post
- 7. Ro-Ro Terminal
- 8. Passengers terminal

\* Programme subject to modifications.





#### Programme



## PLACE

Barcelona Casablanca Tunis Genoa Lisbon Buenos Aires



## DATES

3 days (Monday to Wednesday)



#### PARTICIPANTS

5 (1 from each country) different from the organizing country



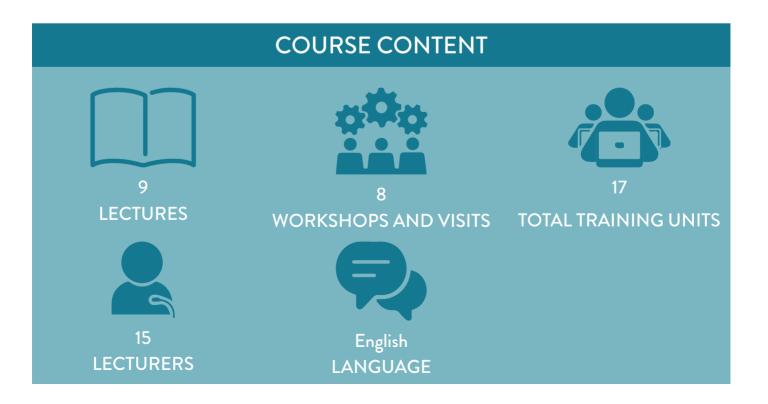
#### RESPONSIBLE

Escola Europea IFP-ANP IMFMMLa Sapienza AGEPOR



#### **TUITION FEES**

(International & Local Training) Find more information in site www.sailnetprogramme.com







# SESSIONS

- 1. Welcome to the Training Centre and the Port
- 2. Opening Ceremony Programme presentation: aims and features
- 3. The Port and the Port Community: structure and characteristics
- 4. Terminals and operators
- 5. Port areas
- 6. Legal framework: national and local regulation regarding Port activities
- 7. PCS and/or information systems available
- 8. The transport sector in the country: road and railway
- 9. Customs and BIP: structure and characteristics
- 10. Service to freight: documentation and operations
- 11. Service to passengers: documentation and operations Cruise and Ferry -

# WORKSHOPS (if applicable)

- 1. Containers Terminal
- 2. Intermodal Terminal
- 3. Logistics Activity Area
- 4. BIP Border Inspection Post
- 5. Ro-Ro Terminal
- 6. Visit to the environmental plant (MARPOL)
- 7. Visit to passengers terminal

Note: the local training will be adapted to the specific characteristics of each country/port.





## WHERE? Argentina Spain Italy Morocco Portugal Tunisia

#### WHO?

Employees (age under 40) of members of FONASBA Shipping Agents Associations involved in the project. The companies are sending and hosting suitable exchange employees at the same time



## HOW LONG?

From 1 month (minimum) to 3 months (maximum)



PROGRAMME



Teachers\*



Aziz Mantrach



Albert Pallarés



Antóniobelmar



Eduard Rodés



Serafín Blázquez



Carles Rúa



Ramón Rull



João Soares



Jonathan Williams



Jordi Trius



Marta Miquel



Edwin Van Hassel



Mario Massarott



Giovanni Pirrone



**Richard Morton** 



Albert Badia



Javier Gallardo



Catalina Grimalt



**Raquel Nunes** 





#### Academic partners





Escola Europea Intermodal Transport escolaeuropea.eu

Escola Europea Spain · Barcelona www.escolaeuropea.eu



IFP-ANP Morocco · Casablanca

www.anp.org.ma





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Escola Europea Italy - Genoa www.escolaeuropea.eu



AGEPOR Portugal · Lisbon www.enautica.pt



Centro de Navegación Argentina · Buenos Aires www.centrodenavegacion.org. ar



Contacts



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#### ARGENTINA

#### Centro de Navegación

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#### **TUNISIA**

#### All Seas Shipping Agency

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#### SPAIN

#### **ASECOB**

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Centro de Navegación











MOROCCO

APRAM Association Professionnelle des Agents Maritimes, Consignataires de Navires et Courtiers D'Affretement du Maroc

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#### ITALY

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Port de Barcelona



