

# SailNet



FONASBA ECASBA

## FONSABA Training & Exchange Programme

designed & powered by:  Escola Europeia Intermodal Transport  
escolaeuropea.eu

Escola Europeia 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*





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PROGRAMME



Introduction



## 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.





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Target

SailNet



## 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.*





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Locations

SailNet

## The Ports

Barcelona



Genoa



Buenos Aires



Lisbon



Casablanca



Tunis





# INTERNATIONAL TRAINING



## Programme

SailNet



### PLACE

Barcelona



### ORGANISER

Escola Europea



### DATES

March, 2019.  
5 days (Monday to Friday)



### TUITION FEES

(International & Local Training)  
Find more information in site  
[www.sailnetprogramme.com](http://www.sailnetprogramme.com)



### PARTICIPANTS

30 (5 from each country)

## COURSE CONTENT



19

LECTURES



8

WORKSHOPS AND VISITS



27

TOTAL TRAINING UNITS



15

LECTURERS



English  
LANGUAGE





## SESSIONS

1. Welcome to the Escola Europea and the Port of Barcelona
2. Opening Ceremony – Programme presentation: aims and features
3. The role of the shipping agent and FONASBA Quality Standard in the frame of the Blue Economy in the Mediterranean
4. Port operations
5. Service to vessel and crew: documentation and operations
6. Service to freight: documentation and operations
7. Service to passengers: documentation and operations – Cruise and Ferry –
8. The port of the future
9. Logistics Communities and Efficiency Network
10. Terminals
11. Off-shore shipping sector
12. Intermodality: road, rail and river
13. Environmental aspects: MARPOL
14. Port Community Systems and international systems
15. E-Commerce and Blockchain
16. Maritime Single Window and NSW
17. Legal aspects
18. Development of competition law compliance culture
19. Economic sanctions and embargoes and other trade restrictions
20. Introduction to the local training
21. Exam + survey
22. Closing Ceremony

*\* Programme subject to modifications.*



# LOCAL TRAINING



## Programme



### PLACE

Barcelona  
Casablanca  
Tunis  
Genoa  
Lisbon  
Buenos Aires



### RESPONSIBLE

Escola Europea  
IFP-ANP  
IMFMMLa Sapienza  
AGEPOR



### DATES

March, 2019  
3 days  
(Monday to Wednesday)



### TUITION FEES

(International & Local Training)  
Find more information in site  
[www.sailnetprogramme.com](http://www.sailnetprogramme.com)



### PARTICIPANTS

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

## COURSE CONTENT



9

LECTURES



8

WORKSHOPS AND VISITS



17

TOTAL TRAINING UNITS



15

LECTURERS



English

LANGUAGE



## 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 –
12. Exam + survey

## WORKSHOPS (if applicable)

13. Visit to the Port
14. Containers Terminal
15. Intermodal Terminal
16. Logistics Activity Area
17. BIP – Border Inspection Post
18. Ro-Ro Terminal
19. Visit to the environmental plant (MARPOL)
20. 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)



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Teachers\*

SailNet



Aziz Mantrach



Serafín Blázquez



Jordi Trius



Richard Morton



Albert Pallarés



Carles Rúa



Marta Miquel



Albert Badia



Antonio Belmar



Ramón Rull



Edwin Van Hassel



Javier Gallardo



Eduard Rodés



João Soares



Mario Massarott



Catalina Grimalt



Jonathan Williams



Giovanni Pirrone



Raquel Nunes

\* To be confirm





## ARGENTINA

### Centro de Navegación

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- 🌐 [www.centrodenavegacion.org.ar](http://www.centrodenavegacion.org.ar)

## TUNISIA

### All Seas Shipping Agency

Contact: Mr. Walid Dziri

- ☎ (+216) 71 737 666
- ✉ [assistant.wdziri@allseasshipping.com](mailto:assistant.wdziri@allseasshipping.com)
- 🌐 [www.allseasshipping.com](http://www.allseasshipping.com)

## SPAIN

### ASECOB

#### Asociación Española de Consignatarios de Buques

Contact: Mr. Julio Fernandez

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- ✉ [info@asecob.org](mailto:info@asecob.org)
- 🌐 [www.asecob.org](http://www.asecob.org)

## MOROCCO

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

Contact: Mr. A. Mantrach

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## ITALY

### FEDERAGENTI

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## PORTUGAL

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## ESCOLA EUROPEA (Barcelona)

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