

STEER THE COURSE

STUDENT'S BOOK



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INTRODUCTION

Speaking English (both General and Maritime) is an essential condition for all seafarers to get a job. The objective of the module is to develop fluency and confidence to enable seafarers communicate effectively in their working life, to interact with international colleagues. When complete the course, the students will be able to understand transportation procedures, differentiate between parties involved in transportation, write and read basic documents related to cargo work and risk assessment, analyse safety precautions to be taken before every task.

This Student's Book is designed for the fourth-year students of Navigation Department. It consists of three units and appendices.

Each unit has these parts:

Target language This part provides the individual items of language that the students should learn.

Reading



Reading is an essential part of language learning at every level because it supports learning in multiple ways. The students' purpose for reading is to obtain information about a subject they are studying. After-reading tasks are designed to develop reading comprehension.

Speaking

The goal of language is communication and the aim of speaking in a language context is to promote communicative efficiency. There are activities for group and pair work.

Watching



References to video resources.

Some units suggest project or research work and brainstorming.

Approximate study time is 60 hours.

UNIT 1

CARGO PAPERWORK

Target language

assessment	document of title	notary public
bareboat	endorsement	off-centre weight
breach	evaluation	peril
Charter Party	evidence	policy
consignee	freight	premium
consigner	freight forwarder	receipt
consignment	indemnity	shortage
consolidator	laytime	stakeholder
conveyance	liability	stevedores
damaged cargo	lump sum	tally notes
demise	magistrate	to ensure
demurrage	metacentric height	to reimburse
discrepancy	negotiable bill	vessel's particulars
disruption	non-demise	warehouse
distribution	non-negotiable bill	

Part 1

Parties Involved in Transportation



Task 1. Read the text and answer the questions while you are reading.

Shipping and Transport in the context of facilitation of international trade deals with the organization, preparation, documentation, execution and reporting of the international movement of goods and conveyances. There are various reasons for moving goods, such as the purchase of products, supply of stocks for a production process, stocking shops, the replenishment of warehouses and distribution centres, or the movement of parts to a building site. Physical transport may be by road, rail, sea, air, inland waterways or pipelines and other fixed installations such as cable for the transport of electricity. The movement of goods can involve several modes of transport, for example pre-carriage to a seaport by a truck, main carriage to another continent by an ocean-going vessel, and on-carriage by rail.

1. *What does the transportation deal with in the context of simplification of international trade?*
2. *What are the major reasons for moving commodities?*
3. *What are the modes of shipping of goods?*

Whether you're shipping goods, sending a shipment via ocean freight is an extremely complex involving many different processes and parties. It's important under the roles of all the players involved in international maritime shipping to understand their responsibilities.

Organizing and executing the movement of goods can sometimes be very complex and involves a large number of parties or stakeholders, who need to communicate and exchange relevant information among each other and fulfill contractual obligations as well as comply with official procedures and documentary requirements from a range of authorities including, but not limited to Customs, transport authorities and security agencies.

4. *What difficulties can the parties involved face with during the shipping processes?*
5. *What are the responsibilities of a stakeholder?*

Parties involved in an international shipment

Exporter: Also known as the seller or shipper, the exporter is the natural or legal individual that makes a sale to a foreign country. Shipper is the person or company who is usually the supplier or owner of commodities shipped. Also called Consignor.

Importer: Also known as the buyer, the importer is the natural or legal individual that purchases goods from a foreign country.

Freight forwarder: A freight forwarder plans, coordinates and monitors all necessary operations for the transport and international freight logistics, including auxiliary services and any kind of communication.

Customs agent: The customs agent is the natural or legal person authorized to perform, on behalf of others, the formalities of customs clearance of goods. This involves producing documents required, requesting inspections, paying of necessary duties and taxes, etc.

Shipping company: The shipping company is the legal owner of a vessel or vessels transporting goods to different ports, following particular routes or lines.

Shipping agent: The shipping agent is the natural person or legal representative of the shipping company at a given port. The shipping agent organizes the administrative tasks needed while the ship is at port. They also handle functional tasks related to the carrying of merchandise and related documents.

Consolidator: The consolidator is an intermediary who sells cubic meters of container space destined for a particular port and groups of goods from various exporters to fill a full container. Any company that has a small volume to ship will usually hire the services of a consolidator.

Carrier: The carrier is responsible for transporting the container from a specified location to the destination port.

Insurance: Insurance companies offer shipping insurance coverage to cover any incidents that may occur during the transport of goods by charging a premium. A large number of items are secured to prevent loss.

Banks: Banks are responsible for the financial aspect of the international shipment. They offer a variety of products and solutions in the field of international business such as the letter of credit.

Consignee is the party shown on the bill of lading or air waybill to whom the shipment is consigned. Need not always be the buyer, and in some countries will be the buyer's bank. See also Bill of Lading - Order B/L and Notify Party.

Notify Party is the person or company to be advised by the carrier upon arrival of the goods at the destination port.

Task 2. Complete the table with responsibilities of the parties involved into transportation.

Shipper/consignor	Freight forwarder	Consignee	Carrier	Customs agent

Challenges related to the international movement of goods that operators face in shipping and transport include:

- finding qualified parties to arrange (part of) the transport at long distance
- deciding on the optimal transport route
- combining cargo to obtain more efficient and less costly transport
- tracing and tracking cargo whilst under transport
- timely communication of essential documentation and information
- timely handling of Customs, transit and other regulatory procedures

Task 3. Read the description of three hazardous situations related to shipping challenges and tell how to avoid them.

Oceans connect every continent in the world, and thus present wonderful opportunities to transport goods. However, while oceans offer great means for shipping, there are also many hazards that can go along with sea transport.

1. Weather Hazards

Some of the most dangerous weather-related threats to shipping by sea are hurricanes, squalls, typhoons and tropical cyclones. All of these types of storms can cause serious harm to cargo vessels. While hurricanes, typhoons, and tropical cyclones tend to occur in different parts of the world, they all feature violent wind, torrential rain and surging waves.

Situation: Even famous ships are not immune to the incredible power of hurricanes. In 2012, the HMS Bounty, a ship used in movies such as *Pirates of the Caribbean*, was sunk in Hurricane Sandy off the coast of North Carolina. Sadly, two crew members died during this incident.

How to avoid? Suggest two options to solve the situation.

2. Geographic Hazards

Geographic hazards include anything on the seascape that can harm vessels, aside from the weather. Examples include coral reefs, icebergs, sandbars and other spots that are risky to navigate.

Situation 1: On January, 13, 2012, the Italian cruise ship Costa Concordia struck a sandbar off the coast of Tuscany, Italy and keeled over on its side. Part of the ship was submerged. Several people died, many were injured and millions of dollars of damages to the company were accrued.

Situation 2: In addition to coral reefs, sandbars, and icebergs, canals such as the Suez and Panama can be a problem. These canals are very narrow and not very deep, which can cause problems. If a ship is too large, it could strike the bottom or the sides of the canals and cause untold damage. In a worst-case scenario, the canal could even be blocked up, choking up supply lines from businesses all around the world. Such was the case on October 1st, 2014, when two giant shipping containers crashed into each other in the Suez Canal, causing significant financial losses and bringing traffic in the canal to a complete standstill.

How to avoid? Suggest two options to solve the situation.

3. Technological Hazards

Technological hazards are anything that can go wrong with the ships, or their equipment. This can mean structural problems, engine issues, navigational equipment failures, etc.

Situation: In 2009, an entire crew of 28 people had to be rescued by the U.S. Coast Guard from the container ship APJ Suryavir, when its engine failed in poor weather south of Alaska. If the Coast Guard didn't intervene, it could have been disastrous.

Another important technological hazard is the loss of shipping containers during voyages. Such incidents can create significant financial losses, as well as potentially damage the ship, or other ships that pass by later on. The World Shipping Council estimates that 675 shipping containers are lost at sea every year. That's a lot of merchandise!

How to avoid? Suggest two options to solve the situation.

6. Prove that transportation by sea is optimal.

7. Dwell on the challenges related to the international movement of goods.

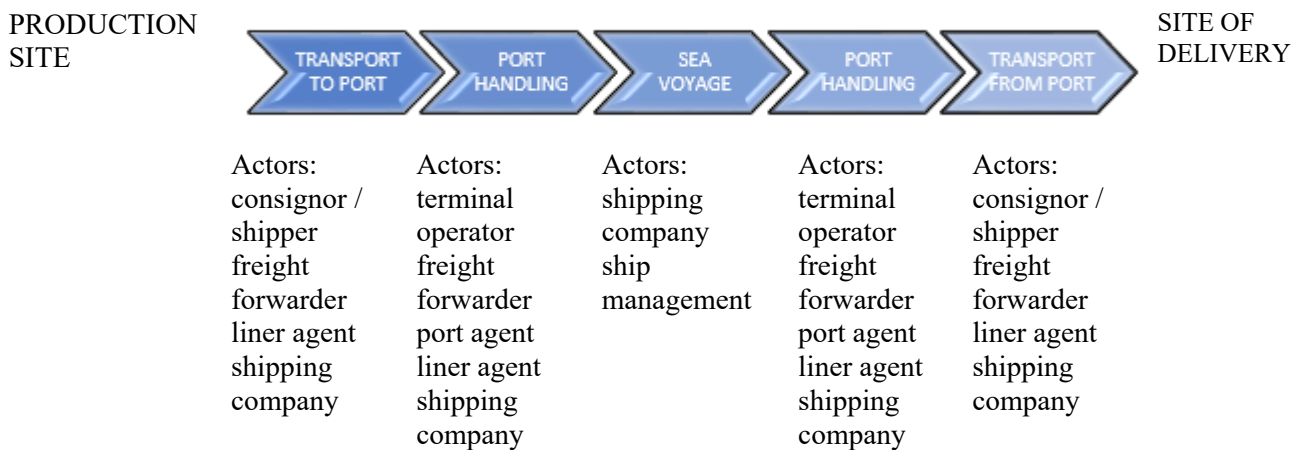
Task 4. Analyse the chart and study the Maritime Chain of Transportation.



At a general level, the maritime chain of transportation basically consists of a sea voyage and two land-based transportations. The transportation begins at the production

site, where the commodities or goods are usually stored before being shipped. From this location, they are transported to the port by a truck, train, conveyor, or pipeline etc. At the port, they are usually stored again before being loaded on a ship. The ship carries it to the port of arrival, where it is discharged and usually stored before being transported to its final destination.

The maritime chain of transportation



This is obviously an extremely simplified description and there are many differences from liner shipping to bulk shipping. Container ships carry several small parcels, which require a much larger administration than bulk carriers and tankers, which usually carry one single commodity. As a consequence, the chain of transportation in bulk shipping is usually shorter than in liner shipping and includes fewer actors. The simplified model, however, gives a good starting point for analyzing the various actors within the chain.

Task 5. Suggest synonyms from the text.

1. comprise, involve
2. stock
3. sail, cruise
4. freight
5. charge
6. facilitate, assist
7. support, deliver
8. cut, shrink
9. survey, inspect, research, examine
10. demand, ask, call for



Task 6. Read carefully the text and make assumptions on the functions and responsibilities of each department. Give the synonyms to the underlined words from the text.

THE CARRIER: THE SHIPPING COMPANY OR SHIP OPERATOR

As the main carrier of goods from port A to port B, the shipping company or ship operator is a key actor in the maritime chain of transportation. The shipping company adds value to the customer/consignor by transporting his goods from areas with excess supply to areas with excess demand.

The organization of a shipping company may take many different forms depending on size, strategy, and sector. In earlier times, the shipping company would often own the ships. Today, a ship operator may charter in all the tonnage or part of it. Ship owners, on the other hand, may be banks or other financial institutions, which are not usually considered as core actors in the maritime sector.

Although there is no standard shipping organization, a shipping company will usually have a central board of management. The management oversees a number of separate divisions and departments, which typically includes a commercial division, an operations department, a technical division, an administrative department, a financial and accounting department, and a legal claims and insurance department. The responsibilities of the various departments may vary from company to company.

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

Task 7. Look at the pictures. Guess which departments these pictures represent. Explain your choice. Check your guesses (page 69)



Task 8. Watch the video “Threats and Controls of Shipping”
<https://www.youtube.com/watch?v=jRIWdZ4c7dw> and answer the questions.



1. How many parts are involved into the process of shipping? What are they?

2. What's a picking ticket as a part of sales order? What is its “sailing” in the processes of shipping?

3. What documents are discussed in the video? Where should they be sent?

4. What threats could arise during the shipping of goods?

5. What are the shipping errors? What shipping errors do you know/can you call? How can a customer/addressee control shipping errors?

6. How can a customer/addressee reduce the human's error during the shipping?

7. What is RFID System? What is ERP? Why do you need to configure it?
