

# Looking for a more all-round programme?

## Norway could have the answer

In August 2005 the Norwegian maritime industry, with the Norwegian Shipowner's Association at the helm, launched a two-year maritime trainee programme. The programme, which involves 21 companies including ship-owners, shipyards, a classification society, ship brokers and banks, aims to provide each trainee with a thorough understanding of the maritime industry and how it works.

During the two-year period, trainees will attend six academic "gatherings" focusing on three types of know-how – maritime knowledge, business comprehension and management expertise. Two such "gatherings" have already taken place, the first of which looked at the maritime cluster, freight markets, market

analysis, ship broking and chartering, the history of Norwegian shipping, classification and certification.

"This programme provides me with new and important knowledge and gives me a broad understanding of the distinctive characteristics of the maritime industry in Norway and internationally," says Ingrid Lind Groh, associate with Norwegian law firm Wikborg Rein, and the only lawyer on the programme.

The second gathering looked at the Norwegian maritime cluster in greater detail, in particular the oil and gas cluster and its peculiarities, strengths and weaknesses. It also focused on the technical aspects of the industry such as the ships, equipment, new buildings and

ship design, including a visit to Aker Yard, one of the companies participating in the programme. The next gathering takes place in Singapore.

But it's not all hard work. The trainees have also spent three days manning three racing yachts.

In August this year all the trainees will spend four months working in another company on the programme, followed in spring 2007 with a 4-6 month period working abroad to gain greater international experience.

"I have two extremely instructive and challenging years ahead of me. But for a lawyer working within the maritime field it is particularly important to understand the practical and technical aspects of the business," says Lind Groh.

## Keeping agents up to scratch

The Association of Ship Brokers and Agents (U.S.A.), Inc. agent members raise the bar for agency companies in the US by implementing a certification process that is intended to assure principals of member agents' quality and credibility in three areas: sound handling of principal's cash, adequacy of insurance coverage and competence of staff. To qualify for

certification all member agents must submit an annual procedure report from an external CPA, insurance coverage of \$1 million per event of liability, automobile and workmen's compensation as required. All agents employed by member companies have passed the ASBA Agent Exam that tests their knowledge of the industry and agency business. ASBA is the US member of FONASBA, the

international agents and brokers association, which has as one of its core values the promotion of the highest levels of professionalism in the agency and broking professions worldwide. FONASBA has fully endorsed ASBA's actions in developing and introducing this initiative.

Visit website at [www.asba.org](http://www.asba.org) for full details.

ASBA says that the following companies, who collectively handle approximately 39,000 ship calls in the US annually, are certified Agent Members.

American Shipping and Chartering  
B&R Agencies – Charleston  
B&R Agencies – Miami  
Biehl & Co., L.P.  
Blue Water Shipping Company  
Carolina Shipping Company, L.P.  
Celtic International Shipping Agency  
General Steamship Agencies, Inc.

Inchcape Shipping Services  
International Port Services – Interport  
John S. Connor, Inc.  
Leeward Agency, Inc.  
Lott Ship Agency, Inc.  
Luis A. Ayala Colon Sucrs., Inc.  
Mid-Gulf Shipping Company, Inc.  
Moran Shipping Agencies, Inc.  
Moran-Gulf Shipping Agencies, Inc.  
North American Shipping Agencies  
Norton Lilly International  
NSA Agencies Inc.  
Peabody & Lane Corp.

Riley-Sherman Shipping Agency, Inc.  
Ruggiero & Ogle Motorship Agency, Inc.  
Savage Shipping Company  
T. Parker-Host, Inc.  
Transmarine Navigation Company  
Valls Shipping Company  
World Shipping, Inc.

### New Members:

Jason Shipping Company & Newship, Inc.  
(Certification In Process)