



Sea freight and container logistics

Successfully handling overseas business

[REGISTER HERE](#)

June 11 + 12, 2025 | 9 am – 12 pm CET each day
online-training, meetingplatform zoom



Our Expert

Manuela Hermetter, qualifying PEOPLE e.U.

With 23 years of practical experience, Manuela Hermetter is an sea freight expert and recognized management consultant for foreign trade. During her career, she was head of the international overseas department at DB Schenker in Klagenfurt and was responsible for the Sales & Marketing Division. As a graduate of the university programme for export and international business, she regularly shares her extensive knowledge in lectures on foreign trade, customs and logistics topics. A clear focus on efficiency and innovation paired with practical examples, humour and passion make Manuela Hermetter an outstanding speaker.

Background

Immerse yourself in the world of container logistics: discover the fascinating development of modern container shipping, which has grown from its beginnings in the 1960s with 200 TEU ships to impressive giants with capacities of over 24,000 containers.

Successful overseas business starts here: Conducting overseas business requires a deep understanding of the risks involved in container transport. Our expert will show you how to understand and control these risks and thus minimise the cost of errors. This not only secures your supply chain, but also leads to satisfied overseas customers.

Why our seminar?

Practical knowledge: Our seminar offers practical knowledge about overseas transport in containers. Gain specific information on the mode of transport, insights into individual markets, and understand liability issues and the functions of the Bill of Lading.

Apply maritime Incoterms® 2020 correctly: Learn how to correctly apply the sea freight Incoterms® 2020, avoid pitfalls when purchasing sea freight services and create a clear freight cost calculation.

Safety for your goods on the high seas: Learn how to protect your products from hazards on the high seas. From the right packaging to the right transport insurance - we show you the best measures.

Efficient cooperation through more knowledge: Find out how shipping companies and your sea freight forwarder think and the processes behind container logistic. The greater the knowledge, the better the cooperation.

Who is it for

- ▶ Managers and employees in
 - ✓ shipping/logistics department
 - ✓ import/export (overseas markets)
- ▶ Freight forwarding employees
- ▶ Freight procurement
- ▶ Anyone who wants to expand their knowledge of sea freight

Programme

Shipping companies & NVOCCs

- Cooperations with the megacorporations
- Overview of carrier liability
- Alliances and impact on the market
- Alpha-Liner TOP 100 – Orderbook – significance for sea freight rates
- Freight purchasing, GRI, Peak Season and surcharges

Ships and general average

- Development of container ships
- General average examples
- Dispatch
- Why and how to insure transportes

Containers from A to Z

- Container types– intended use
- Container check by the shipper
- Stowage and packing of goods
- Advantage and use of shipper's owned containers
- SOLAS – VGM – Payload and Roadlimit
- How to avoid demurrage and detention

Expand your knowledge!

[Incoterms® 2020 \(in English\)](#)

May 6, 2025, online

[Optimizing import and export contracts](#)

[in English](#)

May 28, 2025, Vienna

Follow us on



Sea freight documents and their risks

- Types of B's/L
- Original B/L vs. Seawaybill
- Liability in the event of loss – what to do
- Legal background
- Documents conforming to the letter of credit

Application of the maritime Incoterms® 2020

- Risk: EXW and FOB trap
- CFR and CIF, advantages and disadvantages in import and export
- Why CPT and CIP are best suited for container transports

Freight forwarding

- Selection and tasks
- How to avoid risk through right enquiry
- Understanding forwarding quotes and calculating them correctly

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Registration fee (per person)

incl. electronic documents, certificate of participation

€ 550,00 + 20% VAT

Reduced fee for ICC Austria members only:

€ 440,00 + 20% VAT

Get 10% discount p. p. for booking 3 participants of a company at the same time per online training date!

Technical requirements

Computer/Laptop/Tablet with internet connection.

The online training will be held via zoom. If your company does not use zoom by default, participation is still possible. If you have any questions, please contact your in-house IT department or contact us directly.

You will receive the link and access data to participate in the online-training 3 working days before it starts.