

## **TransTech / ShipShares LLC Summary of Courses**

The material in the courses listed below has been developed and taught by Mr. Geoffrey Uttmark MM, MSc, BSc in a variety of formats ranging from one-day in-house tutorials to semester-long courses at the graduate school level.

Provided guidance on desired content, available time, venue, number of participants and expected take-aways, TransTech / ShipShares are pleased to submit proposal to instruct seminar(s) or short course(s) drawn from decades of teaching and hands-on experience. The goal is to Increase qualitative awareness of and improve quantitative techniques on how marine shipping creates competitive advantage at the country, commodity and corporate levels.

### **“Shipping Venture Analysis & Financial Planning”**

Semester-long graduate level course covering how to research and develop all components of the marine shipping project business plan. First half of the course covers qualitative research and quantitative analytic techniques applicable across all sectors of marine shipping. Second half of the course comprises sector-specific case studies, including: formation of liner shipping company, investment in tanker ships, identification and development of specialty niches and neo-bulk and dry bulk trades. Course concludes with a look at future directions in international shipping and opportunities and challenges presented to existing players and new entrants to the industry.

Taught at Port Authority of New York & New Jersey, World Trade Institute

### **“World Shipping and Shipbuilding Industry – Challenges and Opportunities Created by Political, Economic and Competitive Drivers”**

Two-day seminar covering (day 1) macro and micro economic trends across all shipping sectors and geographic regions and (day 2) presentation of engineering and economic tools and techniques to develop specific opportunities.

Taught at University of Washington, Michael G. Foster School of Business, Seattle, USA

### **Economic Issues in Maritime Systems”**

Semester-long graduate level course on function, size, composition and economic contribution of the global commercial shipping industry. First half of semester examines reasons to participate in marine shipping and develops financial models of major types of shipping services, including port economics. Second half of semester presents case studies on specific shipping / seaport development projects, including emerging technologies and their impact on existing infrastructure.

Taught at Stevens Institute of Technology, Wesley J. Howe Graduate School of Technology Management, Hoboken, New Jersey, USA

### **“Fundamentals of Chartering and Brokerage - Voyage Estimating”**

One day seminar covering all s tanker shipping sectors. Morning session examines vessel size classes and cargoes / trades in which they specialize, various types of charter arrangements under which tankers are employed. Afternoon session covers quantitative computation of voyage cash flow, calculation of World Scale Equivalent rate, break-even time charter equivalent rate and derivation of ship-owner’s rate of return over range of voyage charter freight rates.

Taught at U.S. Military Sealift Command, Washington D.C. through the Graduate Management Transportation School (GMATS), United States Merchant Marine Academy, Kings Point, New York, USA

### **“Liner Shipping – A Quartet of Lectures”**

Four lectures addressing unique aspects of marine liner shipping industry, including history of relevant laws and policies defining framework of liner shipping industry, development of specialized containerships, geo-politic / economic organization of modern liner shipping consortia, system economics, cost centers, pricing strategies, future directions.

Presented through the Graduate Center for Energy, Marine Transport and Public Policy, Columbia University, New York, USA.

### **“Transportation and Infrastructure: New and Emerging Technologies”**

Two-day seminar presentation on methods to forecast port infrastructure needs to enable shipping to efficiently serve developing / evolving economies.

Taught as part of two-week intensive course SUSTAINABLE PORT DEVELOPMENT and MANAGEMENT hosted by Port Authority of New York and New Jersey for port administrators, operators, planners from developing and emerging economies.