

## The Port Engineer's Course Comments from prior participants P. 1

"While I have a lot of experience, from this course I learned some best practices and details that are simple to apply but will save the [ferry-owning] company tens of thousands of dollars. I already used that knowledge today." ---C.B., ferry operator representative.

"We benefited from learning some industry standards that we were not imposing on the yards in which our vessels drydock." ---T.H., Dredge owner's representative.

"The strength of this course lies in the experience of Dr. Fisher. The demonstrated practical application of the theories presented in the course are invaluable to anyone who takes a ship into a yard." ---S.L., research vessel operator's representative.

"The course not only helped me be better prepared for dealing with problems with vendors and shipyards, but also how to prevent the problems in the first place." ---E.C., Towing vessel operator's representative.

"The maturity of this course is obvious. Format and structure are well adapted to the people in the industry. This training provides a balanced vision of the relationship between shipyards and owners, and therefore contributes to leveling the gaps that often cause disputes." ---G.G., Dir. of vessel acquisitions for gov't agency.

"Very practical and insightful course, ties together all players and their roles in a contract. Definitely an eye-opener that will help me better perform my job!" ---A.P., U.S. Coast Guard engineering center

"I gained better insight into correct wording of agreements and procedures required to implement terms. Most interesting and enjoyable – thank you, Dr. Fisher." ---B.P., port superintendent

"It is valuable to hear all of the rules that all of us have broken at some time at our peril, condensed into three days' instruction. It was the first course at which I did not fall asleep, which must be a compliment." ---C.B., Owner's hull surveyor

"Course was well-tailored to the audience, very enlightening on actual contracts and specs as well as good management techniques, providing

checklists for future reference."

---C.J., Project Mngr, U.S. Navy

"I learned about potential problems in our contracting processes that we did not know existed." ---M.C., U.S. fleet operator

"Provides excellent checklists for future reference – very enlightening on management techniques." ---C.M., U.S. Navy

"This course would be very good for young/new port engineers who have to wear all hats due to budget cuts."

---D.E., marine superintendent, dredge operator

"Helps a port engineer control the shipyard's rush to get approval for changes."

---D.N., Port Eng'r, U.S. fleet operator

"Course syllabus is very comprehensive – easy to follow – emphasizes importance of effective communications between port engineer and yard."

---D.W.K., U.S. gov't agency

"The concepts and ideas expressed in the training greatly enhanced and complemented my own experiences." ---F.E.D., U.S. Coast Guard maintenance

"Beneficial to all port engineers regardless of experience level."

---G.J.R., Port Eng'r, tanker fleet operator

"Every engineer, nav. arch., project manager or contract manager involved in a ship project, whether it be operations, repair, etc., should take this training since it is all very practical. I have learned a number of things that I will look to incorporate in future contracts."

---G.L.D., Canadian Coast Guard

"An encompassing view of our industry from both the owner/operator's and the ship repair facility's sides. A highly recommended program."

---G.P., Port Eng'r, US vessel operator

"This course should be a must for all estimators and spec writers." ---J.B., Canadian Dept. of Nat'l Defense

"I really appreciated the 'most probable' theory for writing specs with removable work when not required." ---J.F., port eng'r

## The Port Engineer's Course Comments from prior participants P. 2

"Good training, well presented. I expect this training to become more valuable as I gain more experience." ---J.F., USCG port eng'r

"I put into practice immediately what I learned, and obtained better results."  
---J.G. Port Eng'r, U.S. bulk fleet operator

"I have benefited from being exposed to the contractor's point of view."  
---S.B., Washington State Dept. of Trans

"This is the only course I have been able to take that has been directly applicable to my most important job function in terms of cost to the company – drydocking and repair."  
---J.H., Port Eng'r, U.S. fleet operator

"Opens up many various ideas that we usually forget or have not thought of."  
---J.M., Eng'g Mngr, Canadian Vessel Operator

"Improvement to my negotiating skills for ship repairs and changes are the direct outcome of this course."  
---J.P., Canadian Dept. of Nat'l Defense

"In my 20 years with [major oil fleet operator], this has been the most practical course I've ever taken." ---J.S., Port Eng'r, U.S. tanker company

"Refreshing emphasis on writing the specs to promote a good relationship between yard and owner to achieve satisfactory repairs."  
---L.A.M., Manager, coastal fleet

"Dr. Fisher's course emphasizes to [vessel] owners the results of poor contract/ specification development. If the most important this is 'read the contract,' then the owner's most important effort should be the development of the most clear and concise contract possible." --  
---L.C., Project Mngr, Major U.S. ferry operator

"For every dollar spent for this course, your company gets back many in return because you will be able to do a better job."  
---L.H., Port Eng'r, U.S. fleet operator

"Extremely beneficial by gaining an understanding of the perspectives of differing management structures undertaking the work."  
---M.K.O., Project Mngr, U.K. tanker fleet operator

"The class is a must for Chiefs and Port Engineers. It will save many times the cost of tuition."  
---M.N., Port Eng'r, major ferry operator

"Highly valuable training based on lessons learned from broad cross sections of the maritime industry." ---M.P., Port Eng'r, U.S. fleet operator

"I highly recommend this course to others. It was one of the most comprehensive classes on the things I spend most of my work day attending to."  
---M.P.L., USCG supervising eng'r

"I am better prepared to put together a meaningful bid package that will maximize the work done while keeping costs down and minimize change orders." ---P.H.B., pax vessel supt

"The course helped me prioritize my responsibilities for upcoming contracts."  
---P.K., U.S. Coast Guard engineering center

"This course should be a prerequisite to working with any contracts. I should have had this course several years ago before I was given the responsibility of dealing with contracts on behalf of the Crown. I will benefit by understanding a clearer path between the paper contract and the 3-dimensional finished product."  
---P.M., Port Eng'r, Canadian ferry operator

"Course content considered excellent. Provided helpful insight into the problems as seen 'from the other side.'" ---R.C., Port Eng'r, US Operator

"This is the first course I have been on that is directly related to my job. The insights gained through the course regarding other segments of the industry will be invaluable to me and my organization." ---R.L., Canadian ferry operator

"Showed me how to approach difficult situations in shipyards in a manner that will benefit my company." ---T.J.A., Manager, tug/barge fleet

"Excellent training for all managers of ship repair or conversion. I gained considerable insight into what motivates private shipyards and how to approach contract management at shipyard projects." ---W.M., Canadian Navy