



TESTIMONIALS

"I was looking for a job in the shipping industry but had no experience. After contacting a few steamship line offices, I was told about the Hampton Roads Maritime Association and the Shipping 101 course. It seemed like the perfect opportunity to learn the basics of the industry and strengthen my professional appeal to steamship lines.

The course was a whirlwind of information. The teacher, Linda Wright, came across as extremely knowledgeable about the industry and comfortable discussing all aspects of it. She was very well prepared; in fact one of the best things about the class was the syllabus given to each student. It was full of easy to understand diagrams, flowcharts, definitions, and maps---a real resource!

During the course I was asked to interview with CMA CGM. The Human Resources director had a good impression of the course and the people who had taken it. After the successful completion of the course, I was offered a job in the customer service department of CMA CGM. I definitely would have been overwhelmed by all the industry lingo and concepts without Shipping 101! Ultimately the course gave me the confidence to not only do my job well, but also to enjoy it."

J M
Procurement Department
CMA CGM America, Inc.

"The Shipping 101 course was extremely well done and informative. I am able to converse with shipping prospects on a level I was unable to before the class."

K H
Manager, Business Development
Hampton Roads Economic Development Alliance

"In August 2004, I decided to take the course Shipping 101. I found that the trainer Linda Wright was most informative on the shipping industry. By taking the course, it introduced me to the basic knowledge that the shipping industry uses on a day to day basis. Also taking a tour of the terminal was very informative.

After taking the course, they had a job opening waiting for me. I was asked to come in for an interview and they offered the position to me the next day. I recommend the Shipping 101 course to anyone who would like to get into the shipping industry."

L D
Export Release Documentation
WTS Agencies

Although I don't deal directly with day to day shipping situations, Shipping 101 has proved to be a great investment. I am responsible for the promotion of our regional assets and the knowledge that I gained from this class has allowed me to better understand port operations and the

importance of those assets for the future of Hampton Roads.

P S - Virginia Beach VA

"We were basically a newcomer to the Virginia Beach area where we relocated from New York. As part of the relocation, I interviewed 150 candidates in the area and none of them had shipping experience," who was looking to hire close to 200 new employees. We feel this program will really benefit employees and the labor pool of staff from which we have to choose."

CKL, senior vice president, customer service – ZIM Lines

