



# ICS

*Institute of Chartered Shipbrokers*

# BOOK CATALOGUE

# 2015





## Book Catalogue 2015

# Contents

Introduction to Shipping .....	6
Legal Principles in Shipping Business .....	7
Economics of Sea Transport and International Trade .....	8
Shipping Business .....	9
Dry Cargo Chartering .....	10
Ship Operations and Management .....	11
Ship Sale & Purchase .....	12
Tanker Chartering .....	13
Liner Trades .....	14
Port Agency .....	15
Logistics and Multi-modal Transport .....	16
Port and Terminal Management .....	17
Offshore Support Industry .....	18
Marine Insurance .....	19
Shipping Finance .....	20
Shipping Law .....	21
Economics of Maritime Transport ,Theory and Practice .....	22
Tanker Chartering ( <i>Philip Wood</i> ) .....	22
Port Agency ( <i>Malcolm Latarche</i> ) .....	22
Sale & Purchase ( <i>William V. Packard</i> ) .....	23
Quality Ashore .....	24

## Introduction

The Institute of Chartered Shipbroker's titles have evolved quickly since 2010. Before then, the Institute did not have an internal department dedicated to supporting and updating its books.

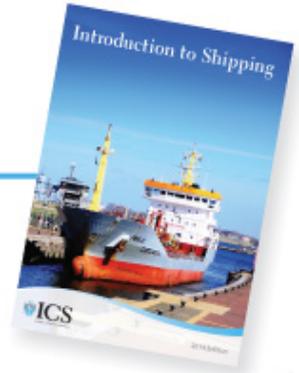
When book development was brought in-house in 2010, books were refreshed to bring them up to date. Some were heavily edited and some were scrapped and the title was started from scratch again. Each title was closely compared with the syllabus to ensure that all parts of the subjects were covered. All this did much to encourage the reader to look forward to turning over to the next page.

The Institute employed talented designers to lift the appearance of the books. High-resolution images with captions were introduced to break up the text. Highly graphic chapter separators were included, while paragraph and sub-paragraph titles were coloured and graphs, charts and tables, trade routes and ship drawings were made much clearer. Professional proof readers were engaged to bring some uniformity to the books.

The Institute continues in its search for excellence in its titles.

# Introduction to Shipping

Foreword by Alan Marsh, FICS  
Former CEO - Braemar Seascope  
ISBN 978-1-908833-38-9  
Pages: 336



*Introduction to Shipping* provides an overview of the shipping industry. It defines and describes all aspects of shipping, the personnel who work in it, the history behind it and touches on the financial side of the industry.

The book also covers all forms of shipping documentation, ship types, trade routes and ports. In providing an authoritative assessment of global shipping, *Introduction to Shipping* is suitable not only for personnel within the industry, but also for those in other professions who wish to expand their general understanding of this exciting and dynamic industry.



# Legal Principles in Shipping Business

Foreword by Richard Sayer, MICS

ISBN 978-1-908833-19-8

Pages: 376



*Legal Principles in Shipping Business* describes the way that shipping law affects how the industry conducts itself.

It explains the nuts and bolts of charter parties and different types of shipping documentation such as bills of lading and waybills. It describes the principles and the essential ingredients of Contract Law.

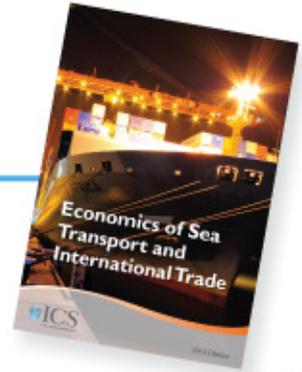
English law is the most widely used law in shipping business. Nearly all practical documents of an international nature involved with shipping business are based on English law. The book thoroughly explains concepts of common law, case law and precedent and how these contrast with statute law.

This title covers the role of arbitration in dispute resolution, the different services provided by maritime arbitrators and gives details of arbitration centres. It describes the advantages and disadvantages of arbitration versus litigation.

This book will therefore be essential reading for those studying *Legal Principles in Shipping Business*, but will also be beneficial to everyone who wishes to expand their knowledge of this aspect of the industry a bit further.

# Economics of Sea Transport and International Trade

Foreword by Julian Bray,  
Editor-in-Chief, *TradeWinds*  
ISBN 978-1-908833-18-1  
Pages: 256



**T**his authoritative book is both a great introduction to the economics of the shipping industry and a valuable reference book for commercial practitioners. *Economics of Sea Transport and International Trade* is an easy-to-read reference for those who need an overview of the economic and commercial issues involved in the chartering, ownership and management of ocean-going ships.

Diagrams and easy-to-follow graphs supplement clear explanations of the supply and demand for shipping. The book examines the wider shipping industry - including tankers, dry cargo, the liner trades and the sale and purchase of ships - and describes the factors within world trade which contribute to the volatile cycles that affect the shipping industry. The management of vessel operations as well as the information that shipbrokers need in order to operate within the industry are covered.

*Economics of Sea Transport and International Trade* details contractual and commercial essentials that are specific to the maritime industry and covers balance of payments and currency exchange rates.

# Shipping Business

Foreword by HE Sultan Ahmed Bin Sulayem,  
DP World Chairman  
ISBN 978-1-908833-36-5  
Pages: 222



**S**hipping business is the business of shipping with all its complexity. There are hundreds of roles in the industry and they all fit into the whole like the pieces of a jigsaw puzzle.

This book describes in detail the vertical and horizontal integration of business. It compares the roles of the shipowner; the charterer; the shipbroker; the agent and the duties of back-office staff.

It explains the specifics of charter parties and the various ways in which ships are employed, including the cargoes they carry. The buying and selling of ships is also covered.

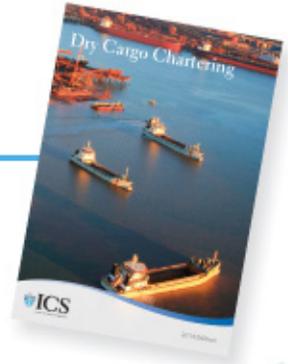
For anyone intending to follow a specific career path within the shipping sector; this book is essential reading. *Shipping Business* will greatly add to their knowledge and understanding of the industry.

# Dry Cargo Chartering

Foreword by Paul C. Over

ISBN 978-1-908833-41-9

Pages: 340



**D**ry Cargo Chartering describes work at the coalface of the dry cargo sector, mainly involving the shipping of bulk commodities.

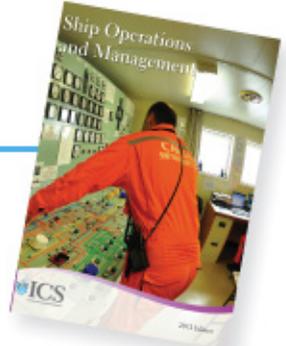
This book explains how this part of the industry works and also looks at the less familiar cargoes and trades. It describes the roles of the shipowner, the charterer and the shipbroker and also the duties of back-office staff. Readers will gain an understanding of the nuts and bolts of charter parties and different types of shipping documentation. The types of employment of ships, including various commodities and cargoes, are covered too.

This volume is aimed at industry personnel who wish to proceed down a certain career path within the shipping industry. This book will be essential reading if that is a dry cargo route, but it will also be highly beneficial to the student who simply wishes to expand their knowledge of the industry.



# Ship Operations and Management

Foreword by Tony Dixon, FICS  
 Past Chairman of the Institute of Chartered Shipbrokers  
 ISBN 978-1-908833-22-8  
 Pages: 320



**T**he thousands of ships, vessels and craft that are trading in the world today all have to be operated and managed. For some maritime operations, the task is a relatively straightforward one, but it becomes more challenging as the venture increases in size and complexity. Ship management and the operation of ships is a crucial branch of shipbroking.

Anyone planning to study this complex subject with a view to employment with a ship operator or a ship manager should read this book as it covers all areas that are necessary for ship operations. These will include the ship, its registration and classification, insurance, crews and bunkers. The structure of shipowning and management organisations is detailed in the book as well as the ship manager's legal relationship with others. Voyage estimating and accounting is also discussed.

*Ship Operations and Management* is also a valuable reference to everyone who wants to broaden their general knowledge of the shipping industry and its myriad facets.

# Ship Sale & Purchase

Foreword by Michael K. Drayton,  
Former Chairman of the Baltic Exchange  
ISBN 978-1-908833-39-6  
Pages: 300



**S**pecialist ship sale and purchase brokers have pioneered their own market over the years. That market has developed its unique ways of working, its own terminology and dedicated documentation. S&P brokers keep in contact with those companies that possess vessels they might sell and those that are considering buying such vessels. They keep track of sales and prices to provide a professional service to their principals.

This book describes how these professionals represent the best interests of both buyer and seller and how they should handle negotiations between the parties and attend to the necessary formalities once an agreement to buy or sell has been reached.

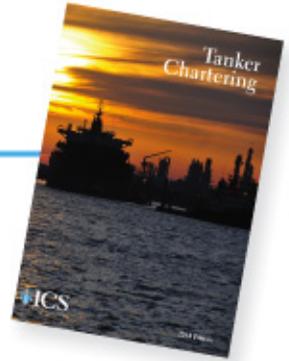
The various ship sale contracts and clauses are examined in great detail as well as the demolition market and its standard forms. Geography, ship registration, classification, finance, and legal issues are some of the areas covered in the book that are essential reading for any successful sale and purchase broker.

# Tanker Chartering

Foreword by Philip J. Wood, FICS

ISBN 978-1-908833-40-2

Pages: 314



**T**he general impression of a tanker is a huge vessel steaming from the Middle East to consumer countries full of crude oil to be refined. But the trade is much larger and much more complex than that. Crude oil is just a part of it; a large part, but there are many other elements.

Crude oil is carried in very large crude carriers, or VLCCs, as well as in Suezmax, LR2s and Panamax tankers. This book explains the characteristics of each type of vessel and their typical trades. It also details other tanker trades. These include clean products such as petrol or gasoline, diesel, gas oils, jet fuels and all the other refined products.

Oil is also refined into elements called chemical feedstock. These end products are carried around the world in chemical carriers. There are also gas tankers. These carry natural gases and petroleum gases.

This book is aimed at those who wish to train as tanker brokers. As well as the ships and the trades, it describes types of employment and the relevant contracts. The book will also be useful for those who wish to increase their existing knowledge of the shipping industry.

# Liner Trades

Foreword by Robert Woods,  
CBE Chairman, P&O Ferries and President of ICS  
ISBN 978-1-908833-25-9  
Pages: 304



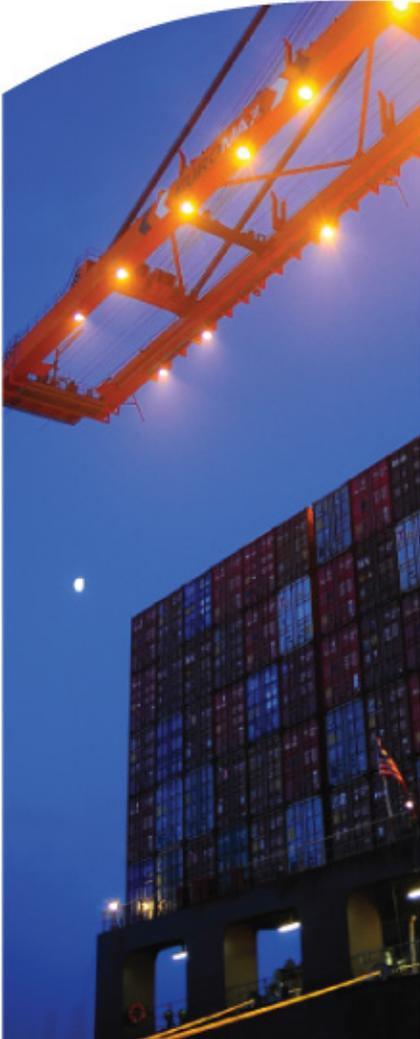
**L**iner trades represent one part of the dry cargo sector. In the main they serve manufacturing industries, transporting their goods to the market.

The sector has changed and developed over the years and is now mainly served by container ships. There are other types of ships utilised in liner trades and this book details them. It covers the organisation and management of a liner service and describes co-operative ventures and consortia within the various service networks. It details the financial and legal aspects of the trades together with describing various types of documentation.

This book is aimed not only at students who wish to work in this sector, but it also targets those who wish to increase their knowledge of all aspects of shipping business.

# Port Agency

Foreword by Tim Gifford, FICS  
Managing Director, Graypen  
ISBN 978-1-908833-35-8  
Pages: 210



**I**n an industry as international as shipping, it is impossible for a ship operator to have offices in every port where its ships might call. Instead, ship operators rely on a network of port agents to act as their eyes and ears to ensure the safe and secure running of their ships. As the representative of the ship, the port agent helps keep global trade moving and profits flowing.

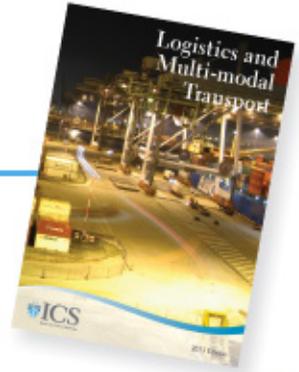
*Port Agency* examines in detail this critical front-line role. From the day-to-day duties expected of a port agent and the legal background to the role, to the mass of documentation needed and relationships with principals, *Port Agency* guides the reader through this fascinating aspect of the shipping industry.

On a practical level, *Port Agency* explains the concept of the 'arrived ship' and examines the importance of tendering the notice of readiness.

From a legal standpoint, *Port Agency* examines the agent's position in relation to other parties.

# Logistics and Multi-modal Transport

Foreword by Claus Hyldeger,  
CEO, Inchcape Shipping Services  
ISBN 978-1-908833-26-6  
Pages: 304



*Logistics and Multi-modal Transport* defines and describes all aspects of shipping logistics from factory outlet to customer and all stops in between.

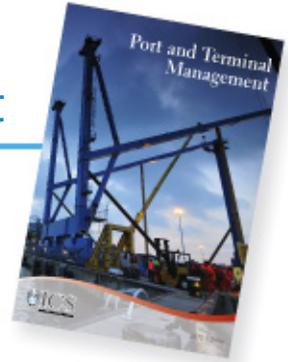
It describes transport by rail, by air and by road. It covers all forms of documentation. It goes into great detail on ships, on trade routes and ports. It even covers the layout of storage depots and factories.

*Logistics and Multi-modal Transport* gives an authoritative assessment of the global choices available to the freight transporter; it is not only aimed at personnel within the logistics sector, but also to those students who wish to expand their knowledge of shipping in general.



# Port and Terminal Management

Foreword by Kim Fejfer,  
 CEO APM Terminals, The Hague, Netherlands  
 ISBN 978-1-908833-27-3  
 Pages: 154



**P**ort and terminal managements have had to adapt fast to meet rising demand driven by continuing high levels of world trade. Globalisation is putting port models under increasing pressure to remain competitive in fickle cargo markets. Increasing productivity – through expansion or better utilisation of existing assets – is a must for economic survival.

*Port and Terminal Management* considers all operational aspects of port functions, from financing, legal concerns and planning to competition, equipment and marketing.

Reviewed by leading industry experts, *Port and Terminal Management* considers the trend of privatisation and other ownership models and looks at the marketing techniques that can maximise profit potential. The age-old issue of cost-effective and efficient labour is weighed against the growing use of automation, while the effect on bottom lines of trade specialisation and larger ships is also given due attention. Financing sources and international legal considerations specific to port operations also feature in this informative book.

# Offshore Support Industry

Foreword by Howard D. Woodcock, FICS  
Chief Executive, Bibby Offshore Holdings Limited  
ISBN 978-1-908833-00-6  
Pages: 276



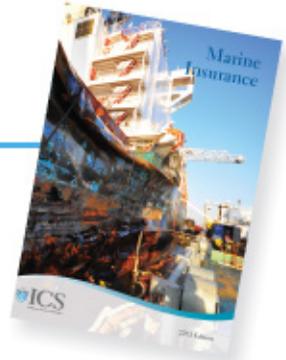
**T**his authoritative book is both a great introduction to the operational side of the offshore support industry and a valuable reference work for commercial practitioners.

*Offshore Support Industry* is an easy-to-read reference for those who want an overview of the technical and commercial issues involved in the chartering, ownership and management of offshore vessels. Complete with maps, diagrams and photographs, this book covers everything from the role of the support vessel to knowledge of the wider offshore industry, including exploration and production of oil and gas together with offshore renewables.

Contractually, an offshore vessel charter may share many common aspects with a conventional charter party; indeed most current contracts were adapted from existing documents. But the nature of the work of offshore vessels and the environment in which they work, place them in a category that requires industry-specific issues to be addressed. This has consequences for the management of vessel operations and for the information that shipbrokers need in order to operate within the industry. *Offshore Support Industry* details contractual and commercial variations that are specific to this growing industry.

# Marine Insurance

Foreword by Chris Adams,  
Head of Loss Prevention, Steamship Mutual  
ISBN 978-1-908833-31-0  
Pages: 260



Offering financial protection against maritime and transit losses, marine insurance gives the shipping industry the confidence to trade. Without the shelter to risk presented by insurance, shipping transactions and operations would be severely curtailed as players would have to rely on their own funds to cover incidents, loss or damage.

*Marine Insurance* delivers a valuable briefing on this important sector: London insurance and reinsurance markets are reviewed, as are the role of the marine insurance broker and London market associations, such as the International Underwriting Association of London. The book analyses the Marine Insurance Act 1906 and discusses the principles of marine insurance. In addition, it details the nuances of particular versus general average and covers indemnity and third-party liability.

Looking at policies, *Marine Insurance* considers facultative cargo insurance and cargo and time clauses in great detail. It includes policies and standalone Institute cargo clauses in full for a better understanding of the complexities involved. Claims are examined, and the concepts of actual total loss, constructive total loss and compromised total loss explained in detail.

# Shipping Finance

Foreword by James Kidwell,  
Chief Executive, Braemar ACM  
ISBN 978-1-908833-29-7  
Pages: 172



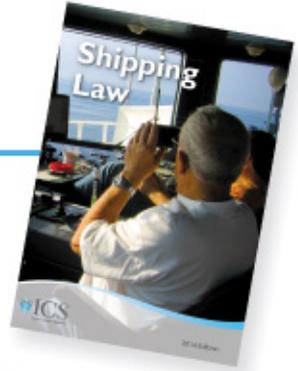
**F**inance is at the heart of global industries and shipping is no exception. Without access to appropriate finance, the maritime industry as we know it would cease to exist. Whether it is the purchase of a ship, investment in a shipping start-up or the outlay into research and development, finance is the engine of progress in the shipping world.

*Shipping Finance* takes the guesswork out of fiscal planning, delivering professionally reviewed guidance from both sides of the financing fence. Taking the lender's perspective, *Shipping Finance* considers the basic principles of good lending and sources of security for loans. From the borrower's angle, *Shipping Finance* examines different equity sources, from debt financing and the bond markets, to various loans, securitisation and tax-efficient financing schemes. It also examines the all-important debt-equity balance, and Islamic finance options.

Delivering an excellent insight into the pitfalls of misreading the market cycles, *Shipping Finance* includes several case studies on shipping company failures. The book considers the difficulty of attracting equity investment into shipping, with examples of listed shipping companies that have managed to overcome this reluctance for equity investment.

# Shipping Law

Foreword by Michele White,  
General Counsel, INTERTANKO  
ISBN 978-1-908833-30-3  
Pages: 376



**T**he law applies in some form to every aspect of our lives and this is especially so in shipping because shipping is such an international and complex business.

Nearly all practical documents of an international nature involved with shipping business are based on English law and a vast majority of international contracts of sale of commodities and the contracts of their carriage are governed by English law.

*Shipping Law* covers many areas of wet and dry law. Legal aspects of charterparties and bills of lading are examined and conventions on the carriage of goods by sea are discussed. Ship ownership and Admiralty jurisdiction, general average, salvage, towage, collision, dispute resolution and limitation of liability are some of the legal issues considered in this book.

Problems and disputes will arise in all aspects of shipping business and so *Shipping Law* will be of great value to all professionals who are involved in the business of shipping.



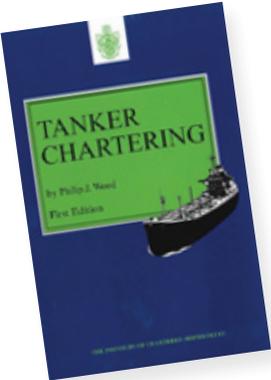
## Economics of Maritime Transport, Theory and Practice

By James McConville

ISBN 1-85609-162-7

Published: 1999

Pages: 424



## Tanker Chartering

By Philip Wood, FICS

ISBN 1-85609-203-8

Published: 2000

Pages: 228



## Port Agency

By Malcolm Latache, FICS

ISBN 1-85609-157-0

Published: 1998

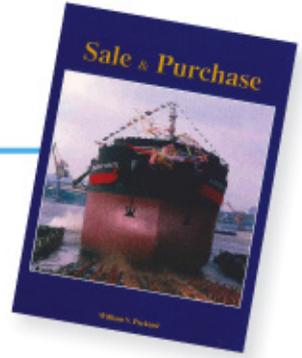
Pages: 198

# Sale & Purchase

By William Packard, FICS

ISBN 0-9548218-2-3

Pages: 272

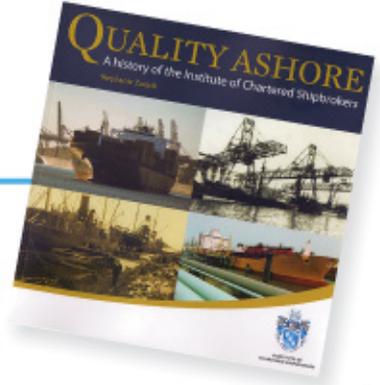


The merchant ship sale and purchase world invariably holds a fascination for shipping outsiders, as well as for those employed elsewhere in the marine industries. Often, only those deeply involved in the subject have a true understanding of all that is entailed in the process of transferring ownership of a multitude of vessel types and sizes between a galaxy of ship-owning organisations, ranging from the largest of state corporations to the newest, entrepreneurs. Few beyond those experienced in the trade will experience the sheer exhilaration of the launch of a newbuilding, or the sadness of consigning yet another hard-worked tramp vessel to an ignominious end on a beach in the Indian sub-continent.

Nevertheless, just as every merchant ship has a beginning and (usually) an end to her career; out of the complexity of everyday sale and purchase life are identifiable elements and procedures which can be separately analysed under appropriate and logical headings. This book is written in the anticipation that it will be of value to those engaged in sale and purchase, either very occasionally or regularly.

## Quality Ashore

Foreword by Dr Helmut Sohmen, OBE, JP  
Chairman, BW Group Limited  
ISBN 978-0-901772-01-5 (Hardback)  
ISBN 978-0-901772-02-2 (Softback)  
Pages: 128



**T**he shipping world has changed dramatically since the Institute of Chartered Shipbrokers began. What shifts there have been in mercantile prowess, types of trade, seats of manufacturing and ship design.

Formed in 1911 to raise educational and ethical standards and create a community of professionals, the Institute was granted a Royal Charter in 1929 in order that it would become 'the authority responsible to the world for the character and ability' of its members. With its all important motto of 'Our word our Bond', it has duly become the standard bearer of the profession across the globe. This book is its story.





# INSTITUTE OF CHARTERED SHIPBROKERS

t: +44 (0)20 7623 1111 f: +44 (0)20 7623 8118 e: enquiries@ics.org.uk

## Book Order Form

Note:	Cost	Quantity	Total (£)
<i>Unless otherwise stated, latest editions will be supplied</i>			
Introduction to Shipping	£70		
Legal Principles in Shipping Business	£70		
Economics of Sea Transport and International Trade	£70		
Shipping Business	£70		
Dry Cargo Chartering	£70		
Ship Operations and Management	£70		
Ship Sale & Purchase	£70		
Tanker Chartering	£70		
Liner Trades	£70		
Port Agency	£70		
Logistics and Multi-modal Transport	£70		
Port and Terminal Management	£70		
Offshore Support Industry	£70		
Marine Insurance	£70		
Shipping Finance	£70		
Shipping Law	£70		
Tanker Chartering (Philip Wood)	£25		
Port Agency (Malcolm Latache)	£25		
Economics of Maritime Transport – Theory and Practice (James McConville)	£30		
Sale & Purchase (William Packard)	£30		
Quality Ashore - ICS History Book (Hardback)	£30		
Quality Ashore - ICS History Book (Softback)	£20		
<b>Postage and packaging costs (per book)</b>			
United Kingdom	£8		
Europe	£10		
Rest of World	£12		
	<b>TOTAL COST</b>		£

The maximum postage cost is 5x the 'per book' cost, e.g. £40 for delivery in the U.K.

Title:	First Name:	Last Name:
Student registration number (if available)		
Delivery address:		
Postcode:		
Email:	Telephone:	

## Payment options

### OPTION ONE:

#### I will pay using my credit/debit card

If sending this form by **e-mail**, please have your card details ready and call us on 020 7623 1111.

Alternatively, please **fax** your form to 020 7623 8118 with the following card details:

Please debit my account with the total cost of the items listed overleaf.

Card type: Visa  Mastercard  Switch/ Maestro  **\*\*WE DO NOT ACCEPT AMERICAN EXPRESS**

Card No.	Expiry Date:	Security Code:
Name (as shown on card):		
Billing Address (if different from delivery address):		

VAT Registration No: 447 0143 70      VAT ZERO RATED

### OPTION TWO:

**I will await an Invoice Number** which I will then use as a BACS/transfer reference for my payment to the following account:

HSBC, 1-3 Bishopsgate, London, EC2N 3AQ

Bank Sort Code: 40-02-31

BIC: MIDL GB 22

IBAN: GB72 MIDL 4002 3111 4638 10

### OPTION THREE:

**I will send a UK sterling cheque** made payable to 'Institute of Chartered Shipbrokers' to:

Institute of Chartered Shipbrokers

85 Gracechurch Street

London

EC3V 0AA

United Kingdom

**Please ensure that you quote your invoice number as the payment reference.** All bank charges are to be paid by the remitter:

Declaration

I confirm that all of the information on this form is accurate.

Signed:	Date:
---------	-------

This form is not valid unless signed.



# INSTITUTE OF CHARTERED SHIPBROKERS

t: +44 (0)20 7623 1111 f: +44 (0)20 7623 8118 e: enquiries@ics.org.uk

## Book Order Form

Note:	Cost	Quantity	Total (£)
<i>Unless otherwise stated, latest editions will be supplied</i>			
Introduction to Shipping	£70		
Legal Principles in Shipping Business	£70		
Economics of Sea Transport and International Trade	£70		
Shipping Business	£70		
Dry Cargo Chartering	£70		
Ship Operations and Management	£70		
Ship Sale & Purchase	£70		
Tanker Chartering	£70		
Liner Trades	£70		
Port Agency	£70		
Logistics and Multi-modal Transport	£70		
Port and Terminal Management	£70		
Offshore Support Industry	£70		
Marine Insurance	£70		
Shipping Finance	£70		
Shipping Law	£70		
Tanker Chartering (Philip Wood)	£25		
Port Agency (Malcolm Latache)	£25		
Economics of Maritime Transport – Theory and Practice (James McConville)	£30		
Sale & Purchase (William Packard)	£30		
Quality Ashore - ICS History Book (Hardback)	£30		
Quality Ashore - ICS History Book (Softback)	£20		
<b>Postage and packaging costs (per book)</b>			
United Kingdom	£8		
Europe	£10		
Rest of World	£12		
	<b>TOTAL COST</b>		£

The maximum postage cost is 5x the 'per book' cost, e.g. £40 for delivery in the U.K.

Title:	First Name:	Last Name:
Student registration number (if available)		
Delivery address:		
		Postcode:
Email:		Telephone:

## Payment options

### OPTION ONE:

#### I will pay using my credit/debit card

If sending this form by **e-mail**, please have your card details ready and call us on 020 7623 1111.

Alternatively, please **fax** your form to 020 7623 8118 with the following card details:

Please debit my account with the total cost of the items listed overleaf.

Card type: Visa  Mastercard  Switch/ Maestro  **\*\*WE DO NOT ACCEPT AMERICAN EXPRESS**

Card No.	Expiry Date:	Security Code:
Name (as shown on card):		
Billing Address (if different from delivery address):		

VAT Registration No: 447 0143 70      VAT ZERO RATED

### OPTION TWO:

**I will await an Invoice Number** which I will then use as a BACS/transfer reference for my payment to the following account:

HSBC, 1-3 Bishopsgate, London, EC2N 3AQ

Bank Sort Code: 40-02-31

BIC: MIDL GB 22

IBAN: GB72 MIDL 4002 3111 4638 10

### OPTION THREE:

**I will send a UK sterling cheque** made payable to 'Institute of Chartered Shipbrokers' to:

Institute of Chartered Shipbrokers

85 Gracechurch Street

London

EC3V 0AA

United Kingdom

**Please ensure that you quote your invoice number as the payment reference.** All bank charges are to be paid by the remitter:

Declaration

I confirm that all of the information on this form is accurate.

Signed:	Date:
---------	-------

This form is not valid unless signed.





# ICS

Institute of Chartered Shipbrokers

To place an order, please complete the book order form and return it to us by email, fax, post, or simply visit your local branch.

For book order forms and support visit:

**[www.ics.org.uk/learning](http://www.ics.org.uk/learning)**