



INSTITUTE OF CHARTERED SHIPBROKERS

APRIL 2011 EXAMINATIONS

MONDAY 18 APRIL – AFTERNOON

PORT AGENCY

Time allowed – Three hours

Answer any FIVE questions – All questions carry equal marks

1. You are Charterer's nominated Agent at a port of discharge. You have negotiated a discharge rate of £8.00 per tonne from your local stevedores for your client's coal cargo. However, one of your staff has erroneously passed on the rate to the Charterer at £6.00 per tonne. The Charterer has accepted the rate and the vessel has discharged under your agency. Your discharge invoice at £8.00 per tonne has been returned by the Charterer pointing out the error. Discuss your actions and what steps to take to avoid recurrence.
2. Discuss the main techniques Ship Agency companies use to minimise the risk of bad debt.
3. "In order to survive, a ship agent needs to develop added value services". Assess the validity of this statement.
4. A cruise liner has been damaged by fire outside of your port. The vessel has been towed into your port and your company has been appointed agent by the Owners, with whom you have had no previous commercial relationship. Ship-repairers estimate USD 200,000 in repair costs. Port State Control have detained the vessel, and two hundred passengers require repatriation. Discuss your action.
5. Your company has been approached by the Owner of a fleet of coastal tankers to provide ships agency services in a number of ports in your country. Provide a formal response, marketing your services to the potential client.

please turn over

6. Compile a detailed time sheet and calculate demurrage or despatch due from the information within the Statement of facts.

MV Persevere

Arrived Rosario Roads	1200 Hours Monday 1 st February
NOR Tendered	1400 Hours Monday 1 st February
Loading Commenced	0700 Hours Tuesday 2 nd February
Loading Stopped	1900 Hours Thursday 4 th February
Vessel shifted loading berth	1900-2100 Hours Thursday 4 th February
Loading Re Commenced	2100 Hours Thursday 4 th February
Loading Completed	2300 Hours Friday 5 th February
Vessel Sailed	0627 Hours Saturday 6 th Saturday

Cargo Loaded 20,000 M/Tonnes Wheat

C/P States :

“Laytime to commence at 1300 Hours if notice is given before noon, at 0700 Hours next working day if given after noon: Notice to be given in ordinary working hours.”

“Cargo to be loaded at the rate of 5000 metric tonnes per weather-working day of 24 consecutive hours.”

Time from 1700 Friday or the day preceding a holiday to 0800 Hours Monday or next working day not to count unless used, but half of actual time used to count, unless vessel already on demurrage.

Costs for Shifting/Warping along the berth at the port of load and at the port of discharge to be for Owners account but all time used not to count as laytime.

Demurrage rate USD 5000 Per Day and Pro Rata/Despatch at half demurrage rate on laytime saved.

On Wednesday February 3rd rain stopped loading between 1000-1400 Hours

On Wednesday February 3rd rain stopped loading between 1600-1700 Hours

The vessel was unable to sail until 0627 Hours on Saturday 6th November as tidal restrictions limited the vessels sailing until high water.

7. You are the Agent for a vessel loading a steel cargo. The vessel has completed loading, however the Master has refused to sign the clean bills of lading as he believes some of the cargo is rust-stained. The vessel has been booked for sailing and the pilot has boarded.

Discuss your actions.

8. With the aid of diagrams and sketches supply details of **TWO** of the ship types described below. Please advise detailed dimensions of the vessels and suggest specific load and discharge ports appropriate to voyages, which such vessels would undertake in commercial conditions.

(a) Deep Sea Ro-Ro vessel

(b) VLCC

(c) Panamax bulk carrier