



INSTITUTE OF
CHARTERED
SHIPBROKERS

NOVEMBER 2022 EXAMINATION SESSION
MONDAY 21st NOVEMBER 2022 – MORNING
DRY CARGO CHARTERING

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Please read the questions carefully before answering

1. Explain the steps of the chartering negotiation process, from the original firm offer to the conclusion of the fixture and identify the main elements you expect to find in the original Voyage firm offer.
2. Answer **ALL** parts of the question.

You have received the following details of a UN Food Aid cargo consignment which is suitable for your owner's fleet.

70,000 MTS 10% MOLCHOPT Bulk Wheat STW abt 46 cubic feet (1.34 cubic m)

Constantza/1sp East Africa. Shore gear both ends.

16-24 November 2022

- a) Using the graph paper provided draw a fully labelled profile and cross-sectional diagram of the vessel you would propose to offer for this consignment.
- b) State the particulars of the vessel you have drawn.
- c) Describe the route in question and include all hazards that may be encountered.

PLEASE TURN OVER

3. Answer **BOTH** parts of the question.
 - a) In the context of a voyage charter party what is meant by the term “Cancelling date” and what are the consequences of not meeting it?
 - b) A vessel has been fixed on an unamended Gencon 1994 charterparty with a cancelling date of 5th November. On 28th October it becomes clear that due to a delay at the previous discharge port, the vessel can only arrive on 7th November. As Owner’s broker you send a message to the charterer at 10:00GMT on 28th October informing of the delay but by 10:00GMT on 31st October you have received no reply and the vessel is due to depart from the discharge port and proceed to the loading port. What advice do you give to the owner/master?
4. State **FOUR** terms commonly used in chartering that define the responsibilities of different parties to cover expenses connected with cargo handling. Show the standard abbreviation, the expanded definition and provide an explanation of their meaning.
5. Starting with the load ports and loading requirements, describe two major trade routes all the way to the discharge ports, including ports, route plan, weather, hazards of carriage and stowage requirements for **TWO** of the following cargoes:
 - i. Coal
 - ii. Iron ore
 - iii. Timber
 - iv. Steel

Use the world map provided to support your answer.

6. Explain the different financial responsibilities of the Charterer under Voyage and Time Charter respectively. Draft a suitable clause for one of the responsibilities explained (one for Voyage and one for Time Charter).
7. Answer **BOTH** parts of the question.
 - a) Using a vessel and cargo of your choice draft a firm offer on behalf of the Owners for one Time Charter Trip
 - b) Explain:
 - Ballast bonus
 - BOD/BOR
8. The trade in coal is set to fall as greener energy initiatives take hold around the world. As an owner of Panamax vessels heavily reliant on transporting coal, write a business plan that outlines the current market conditions and your strategy to deal with this situation.