



INSTITUTE OF
CHARTERED
SHIPBROKERS

NOVEMBER 2022 EXAMINATION SESSION

THURSDAY 17th NOVEMBER 2022 - AFTERNOON

SHIP SALE & PURCHASE

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Please read the questions carefully before answering

1. Sellers and Buyers have agreed to sell and purchase a vessel on a subject inspection basis and a Saleform has been signed selecting the Clause 4(b) option. Using Saleform 1993 or 2012, describe the provisions of this clause and comment on any issues that may arise in its interpretation.
2. Shipbuilding contracts are often accompanied by refund guarantees – explain the purpose of these instruments and describe who usually issues them.
3. Discuss and explain the role of supervisors in newbuild vessel projects.
4. Sales of vessels for scrap typically contain different terms than in sales of vessel for further trading. Identify and discuss these differences as they pertain to a) delivery documents and b) bunkers and equipment.
5. Identify and discuss the factors that ship owners would consider in choosing a flag for a new acquisition.
6. Answer **ALL** parts of the question.
 - a) Provide a detailed description of a LR2 tanker as would appear on a typical secondhand sale and purchase circular stating size, dimensions, machinery and other significant equipment and features.
 - b) Draw a profile and cross-section of the vessel
 - c) Label the dimensions and other significant parts of the vessel.
 - d) On the world map provided show **THREE** typical trade routes of the vessel.

PLEASE TURN OVER

7. Contracts for the sale of secondhand vessels contain a clause requiring the vessel to be free of all encumbrances – using a Saleform of your choice identify the clause and explain what this means in practice.
8. Your client wants to make an offer for a Ro-Pax vessel. Draft a full term offer on an outright basis for their approval.