



THURSDAY 22ND NOVEMBER - 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. Answer **BOTH** parts of the question.

You are working as an in-house broker in a shipowner's office. One of your handy vessels opens Istanbul roads on Friday 23/11/2018. You have seen in the market following cargo which seems suitable for your vessel:

- 25,000 Mts 10% mol chopt bulk wheat 46' abt
- Nikolayev/Hull
- 5000/5000 Mts pwwd sshex eiu
- 28-30/11/2018
- 2.50% ttl comm.
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- a) Draft an opening voyage firm offer on behalf of your Principal.
- b) Explain the role of the broker in chartering negotiations and explain 'warranty of authority'.

2. Answer **ALL** parts of the question.

Explain the differences between each of the following:

- a) reversible and non reversible laytime
- b) definite and indefinite laytime
- c) all time saved and working time saved

Use examples to support your answer.

PLEASE TURN OVER

3. Select **ONE** of the following commodities

i) Grains

Or

ii) Coal

Answer **ALL** parts of the questions:

- a) Describe the trade of the selected commodity and its importance in dry bulk shipping.
- b) Identify the vessels used for its transportation
- c) Identify the main ports associated with handling such cargoes, and describe two major trade routes from load to discharge port, including sea passage.
- d) Discuss the factors which could influence global trading pattern for this trade.

Use the map provided, wherever necessary, to support your answer.

4. Answer ALL parts of the question:

- a) Draw a clearly labeled profile and labeled cross section for a bulk carrier of your choice.
- b) Write a brief description of your chosen vessel including any measurements.
- c) Describe **TWO** main trade routes for this vessel including any weather conditions that might be encountered including load and discharge ports.

Use the world map provided to support your answer.

5. Explain the meaning and use of **ALL** of the following abbreviations used in chartering negotiations:

- a) NAABSA
- b) WIBON
- c) AAAA
- d) FIOST
- e) CQD

6. Your principal, a steel producer, has asked your advice regarding regular shipments of cargoes averaging 30,000 tonnes per month for a period of two years. The shipments in 15,000 tonne lots will all be loaded at the same port but discharged at various ports within ten days sailing from the loading port. What type of contract would you recommend to your principal and explain your reasons for the recommendation?

7. You are working as a competitive broker acting on behalf of a shipowner. You are negotiating cargo under a voyage charter for loading at a port which might be congested.
 - a) Explain to your owner the effect of congestion with respect to tendering NOR and laytime commencing.
 - b) Draft a laytime clause which will protect your owner.

8. Write a letter to your owner explaining why his vessel must be 'in class'. Explain the documents required for the ship to operate in international waters.