# CORE



#### Introduction to Shipping Foreword by Alan Marsh FICS

Former CEO - Braemar Seascope and former President, Institute of Chartered Shipbrokers ISBN 978-1-908833-83-9 Pages: 330

Introduction to Shipping provides an overview of the shipping industry. It defines and describes all aspects of shipping, the personnel who work in it and the history behind it, and introduces key aspects of finance and accounting in shipping in a format that is easy to follow.

### Legal Principles in Shipping Business

Foreword by Sir David Steel International Commercial Arbitrator and former Admiralty Judge of England ISBN 978-1-908833-84-6 Pages: 372

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, and describes the principles and the essential ingredients of contract law.

#### Economics of Sea Transport and International Trade

Foreword by Julian Bray Editor-in-Chief, TradeWinds ISBN 978-1-908833-59-4 Pages: 236

This authoritative book is both a great introduction to the economics of the shipping industry and a valuable reference book for commercial practitioners. An easyto-read reference for those who need an overview of the economic and commercial issues, key trends, commodities and the anatomy of international trade.

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#### Shipping Business

Foreword by HE Sultan Ahmed Bin Sulayem Group Chairman and CEO, DP World ISBN 978-1-911328-10-0 Pages: 207

This book examines the ships themselves and the disciplines of chartering, sale and purchase, ship management, port agency and liner trades. Seaborne trade is analysed as well as the ship types that are deployed in the various trades. It also covers how shipping companies are run and business ethics.



#### Dry Cargo Chartering



### Foreword by Paul C. Over

Director, Nyika Ltd, Bedt Ltd (Baltex), Asia Maritime Pacific Agencies Ltd, Carisbrooke Ltd and Epic Gas Ltd ISBN 978-1-911328-03-2 Pages: 320

Dry Cargo Chartering describes the dry cargo sector, mainly involving the shipping of bulk commodities. It explains how this part of the industry works and also looks at the less familiar cargoes and trades.

#### Ship Operations and Management



**SPECIALISM** 

President Colombia Shipmanagement Ltd ISBN 978-1-911328-05-6

The thousands of ships, vessels and craft that are trading in the world today all have to be operated and managed. Ship management and the operation of ships is a crucial branch of shipbroking. This authoritative book is an essential reference for those working within or with the sector.

#### Ship Sale & Purchase Ship Sale and

Foreword by Alan R W Marsh MBE FICS Braemar ACM Shipbroking ISBN 978-1-911328-12-4

Selling ships is a highly specialised sector of the shipbroking market. This edition of Ship Sale and Purchase covers the key areas of secondhand, newbuilding and demolition sales. It covers the ships themselves, finance and valuation, relevant regulations and the various saleforms.

#### Liner Trades

Foreword by Robert Woods CBE Former President of the Institute of Chartered Shipbrokers ISBN 978-1-911328-09-4 Pages: 240

of carrying goods to market internationally. Large container ships have satisfied the promoters of economies of scale. Covering vessels, liner services and trade routes, industry consolidation and alliances, the book includes legal, financial and documentary aspects.

Container ships have largely taken over the tasks

#### Port Agency

Foreword by John S Denholm Chairman and Chief Executive, Denholm Group ISBN 978-1-908833-85-3 Pages: 248

In an industry as international as shipping, it is impossible for a ship operator to have offices in every port where its ships might call. 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.

#### Logistics and Multi-modal Transport

Foreword by Claus Hyldager CEO, Nisomar ISBN 978-1-908833-61-7 Pages: 360

Logistics is the management of a flow of goods from the point of origin to the point of delivery in order to meet certain requirements. This book covers all aspects of shipping logistics from factory to customer and all stops in between.

#### Port and Terminal Management



Foreword by Richard Ballantyne Chief Executive of the British Ports Association ISBN 978-1-911328-11-7 Pages: 259

Port and Terminal Management has been written, reviewed and extensively revised by industry experts. It examines all operational aspects of port functions, from financing, legal concerns and planning through to operations, marketing, competition, equipment and infrastructure.

#### Offshore Support Industry



This authoritative book is both a great introduction to the operational side of the offshore support industry and a valuable reference work for commercial practitioners. It is a great reference for those who want an overview of the technical and commercial issues involved in the chartering, ownership and management of offshore vessels.

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## FURTHER READING



#### Economics of Maritime Transport, Theory and Practice

By James McConville ISBN 1-85609-162-7 Published: 1999 Pages: 424

Maritime Economics has emerged as a major field of study and this book provides the institutional setting and demonstrates how analysis can be applied to the complex problems of the shipping industry.



By Malcolm Latarche, FICS ÍSBN 1-85609-157-0 Published: 1998 Pages: 198

Provides a comprehensive overview of the role of the agent, port services, ship types and services provided, commercial operations and documentation, and is a guide to handling challenging events.



#### 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.





Pages: 240



#### Marine Insurance

Foreword by Chris Adams Head of European Syndicate and Loss Prevention, Steamship Insurance Management Services Limited ISBN 978-1-911328-04-9 Pages: 274

Offering financial protection against maritime and transit losses, marine insurance gives the shipping industry the confidence to trade. This book delivers a valuable briefing on this important sector.



#### Shipping Finance

Foreword by James Kidwell Chief Executive, Braemar ACM ISBN 978-1-908833-66-2 Pages 170

Finance is at the heart of global industries and shipping is no exception. This book takes the guesswork out of financial planning, delivering professionally reviewed guidance on markets, cycles, sources, options and security, from both sides of the financing fence.



#### Shipping Law

Foreword by Michele White General Counsel, INTERTANKO ISBN 978-1-908833-30-3 Pages: 362

The law applies in some form to every aspect of our lives and especially so in shipping as it is such an international and complex business. An invaluable reference covering many areas of wet

and dry law, legal aspects of charter parties and bills of lading and conventions on the carriage of goods by sea.



#### Tanker Chartering

Foreword by Dr Nikolas Tsakos President and Chief Executive of Tsakos Energy Navigation Ltd and Chairman of INTERTANKO ISBN 978-1-908833-86-0 Pages: 324

Tanker markets are driven by a number of economic factors, which along with technical, operational and regulatory aspects pose specific challenges to shipowners. This book is aimed at trainee brokers and all those with an interest in the market, where a qualified and experienced broker can have a major influence on a company's fortunes.



#### Cargoes

By William Packard, FICS , Published 2004 ISBN 0-9548218-0-7 Pages: 282

For those who still believe that the transportation of cargoes is a static study think again.

### THE INSTITUTE FOR THE SHIPPING INDUSTRY

The Institute of Chartered Shipbrokers is the professional body for all members of the commercial shipping industry worldwide, founded in 1911 and awarded a Royal Charter in 1920.

The Institute is the internationally recognised education body for professional qualifications in the commercial maritime arena, setting and examining the syllabus for membership and providing the shipping industry with highly qualified professionals. Only Fellows of the Institute may use the protected title "Chartered Shipbroker".

With 26 branches and 15 teaching centres in key locations, the Institute represents shipbrokers, ship managers and agents throughout the world in trade bodies and at government and intergovernmental levels. Members and Fellows of the Institute are committed to maintaining the highest professional standards across the shipping industry and enjoy the benefits of an enhanced career.

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The Institute publishes a comprehensive series of books on modern shipping business to support its activities in education and training and to support members and the wider industry with authoritative and high-quality reference material.

The books are unique in that they have been written by professionals for professionals. They undergo regular periodic review where they are peer-reviewed, revised and updated by experts in their particular discipline so that an accurate and relevant revision can be achieved.

Up-to-date information has been sourced from leading shipping research providers to illustrate graphs, charts and tables. Trade routes and ship drawings have been commissioned from talented designers to ensure the highest level of accuracy and complement the engaging reading experience.

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