



NOVEMBER 2021 EXAMINATION SESSION

THURSDAY 18th NOVEMBER 2021 - 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. Identify and explain the documents to be presented by sellers at the onshore completion meeting of the sale of a secondhand tanker.
2. Shipbuilding contracts contain provisions allowing the buyer and the builder to terminate the contract in certain circumstances - explain these provisions.
3. Norwegian Saleform contains a provision relating to the condition of a vessel on delivery.

Using a Norwegian Saleform of your choice, describe and explain this provision.

4. Your clients wish to sell a vessel for scrap – they are used to selling vessels on the Norwegian Saleform contract form. Write an advice to them explaining why it might be beneficial for them, as sellers, to use BIMCO Demolishcon contract form instead.
5. Discuss and explain the advantages and disadvantages of registering a vessel with a flag of convenience as against a traditional national flag.
6. Your client wants to make an offer for a LR2 tanker on an outright basis. Draft a full terms offer for their approval.

PLEASE TURN OVER

7. Answer **BOTH** parts of the question.

- a) In addition to the purchase price for the vessel, buyers will need to pay for bunkers and lubricating/hydraulic oils onboard – describe the usual alternative ways of calculating the price for these.
- b) What other additional items may the buyer be required to pay for?

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

- a) Provide a detailed description of a Supramax bulk carrier 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 significant parts of the vessel.
- d) On the world map provided show **THREE** typical trade routes of the vessel.