

# Shipbroking And Chartering Practice

Maritime Supply Chains breaks the maritime chain into components, consistently relating them to the overall integrated supply chain. The book not only analyzes and provides solutions to frequently encountered problems and key operational issues, it also applies cutting-edge scientific techniques on the maritime supply chain. Sections consider shipping, ports and terminals, hinterland and the issues that intersect different parts of the chain. Readers will find discussions of the various actors at play and how they relate to the overall function of the supply chain. Finally, the book offers solutions to the most pressing problems, thus providing a unique, well-balanced account.

This book focuses on economic, technological, legal, political, and institutional developments and relationships in the ocean shipping industry. It provides a basis for understanding how the industry functions and the problems and issues that arise because of its international character. .

Fast track your application, master any interview, and launch your career as a Trainee Shipbroker! Written by ex-Sale and Purchase Shipbroker, Global Trainee Broker Graduate Programme Manager, and Maritime Industry Recruiter, Callum Beaumont. This

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MUST READ guide is packed with insider TIPS and SECRETS to help EVERY aspiring trainee shipbroker to improve application success, grant access to key decision-makers, ace any trainee broker interview, create the BEST possible first impression, secure a trainee broker job OFFER, and SURVIVE and THRIVE in the wonderful world of shipbroking!

Maritime Law is an exhaustive introduction to this complex area of law. The book is ideal for newcomers and experienced professionals requiring an update on the general principles and case law. • Charterparties chapter • Passengers chapter • Salvage – includes developments in case law and introduction of new Lloyd's Open Form Salvage Agreement • Sale of ship and shipbuilding contracts • Collisions • Oil pollution – Convention on bunker spills

Now in its eighth edition, this classic text is a first point of reference for anyone looking to obtain an understanding of chartering and shipbroking practice. It provides hands-on, commercially-focused explanations of chartering business and invaluable advice on how the shipping market operates across a broad range of topics. The authors also deal expertly with the legal, financial, operational and managerial aspects of chartering, offering numerous case studies which clearly link theory to practice. This new edition has been fully revised and updated

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to reflect the current trends in chartering practice, legal developments and standard forms of charterparties. New to this edition: Enriched with practical examples covering crucial aspects of chartering and shipbroking business, such as voyage estimations, freight conversions and tanker calculations. New material on day-to-day laytime principles, including "Laytime Definitions for Charterparties 2013", associated commentary and relevant examples. Shipping Marketing as a modern tool of improving chartering and shipbroking business. Expanded coverage of the economic background of chartering, including markets, vessels, cargoes, trades and fixtures. Freight rates for all vessel types from 1980 to 2015. Updated review of well-known standard charterparty documents (including NYPE 2015), together with clauses and wordings commonly applying to various charter types. Analytical glossary containing typical terms and abbreviations used in chartering negotiations. This book is an essential guide for practitioners in private practice and in-house for shipowners and cargo houses, as well as those studying shipbroking and chartering.

The Business of Shipbuilding thoroughly analyses vessel construction, from material receipt and preparation, to final outfitting. It explains the central role of computer technology in the design process, the growing importance of supply chain management

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for materials and services and the use of subcontractors. Methods of measuring progress, productivity, performance and the need for enforcing standards during construction are also discussed. Through the use of practical examples, *The Business of Shipbuilding* explains the structure of shipbuilding in Japan, Korea, the European Union, China, Eastern Europe and the Americas and places this in the context of the economic and political climate of each region. Written in a clear and concise style and illustrated throughout with diagrams, charts and plans, *The Business of Shipbuilding* will be an invaluable reference tool both for experienced shipbuilders and for shipowners, managers, operators, brokers, insurers, lawyers, universities, surveyors and equipment suppliers.

Acclaimed as the standard reference work on the law relating to time charters, this new edition provides a comprehensive treatment of the subject, accessible and useful both to shipping lawyers and to shipowners, charterers, P&I Clubs and other insurers. It provides full coverage of both English and U.S. law, now updated with all the important decisions since the previous edition. The English decisions covered in the new edition include: *The Kos* (the Supreme Court on the effect of withdrawing a ship with cargo on board); *The Athena* (nature of off-hire; meaning of 'loss of time'/time thereby lost'); *The Kyla* (damage to ship and frustration); *The Silver Constellation*, *The Savina Caylyn* and *The Rowan* (oil company approval of chartered ships); *The Captain Stefanos*, *The Saldanha*, *The Triton Lark* and *The Paiwan Wisdom* (effects of piracy); *The Kildare* and *The Wren* (damages for

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early termination); The T S Singapore (off-hire where ship going 'towards but not to' the port ordered), and The Lehmann Timber, The Bulk Chile and The Western Moscow (owners' liens) The new edition also features many significant new U.S. decisions, including: Stolt-Nielsen v. Animal Feeds Intl. (Supreme Court rules class-action arbitration not permitted unless parties agree in arbitration agreement); ATHOS I (Circuit Court finds that safe berth provision in charterparty is a warranty and not merely a due diligence obligation); The M/V SAMHO DREAM (arbitrators direct petitioner to post \$14.2M security on respondent's counterclaim) and Maroc Fruit Board v. M/V VINSON (CP arbitration clause incorporated in bill of lading not "signed" or "contained in an exchange of letters or telegrams" under NY Convention).

This series provides a basic knowledge of the law and economics of international shipbroking and chartering in a practical way which enables the principles described to be applied in every day situations. This edition has been thoroughly revised and updated to take account of chartering practices, cases, and standard forms and provides an up-to-date commentary.

Port Operations, Planning and Logistics offers detailed analysis of world port systems by applying both theoretical and practical (managerial) approaches to port operations, management and policy. The author draws from a rare combination of extensive cross-management professional experience and established multidisciplinary academic expertise to provide a structured publication that cuts across different research fields; economics, engineering, operations, technology, management, strategy and policy. The book explores various port topics including ICT and technology applications, investment and financing, pricing and asset management, contracts regulations, safety security and

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environmental management. Each is supported with case studies and practical examples of the latest developments in the field.

This is the enhanced, augmented and updated 2nd edition 2021. The Shipbroker's working knowledge is a book for employees involved in the shipping industry and particularly those dealing or about to deal with the chartering of dry cargo ships. It provides personal knowledge that the author gained during the performance of his duties in the various departments of shipping agencies.

Shipbroking and Chartering Practice Taylor & Francis Updated and expanded to include new equipment and also new documentation relating to bills of lading and charter-parties, this new edition of Peter Brodie's dictionary provides a reference tool for all of those who use or operate cargo ships, both tramp and liner, or who are concerned with their use. This includes ship operators, forwarding agents, chartering agents and port agents as well as importers and exporters. The principal areas covered are: voyage and time charters documentation, including bills of lading ship types and their gear; ports, their equipment and facilities cargoes and their packing geographical and weather features. With few exceptions, standard charter-parties and bills of lading are in English, as are a great number of textbooks.

Consequently, French speaking students following the various college and university courses in Shipping and Shipbroking are expected to find this dictionary of great practical use.

Featuring over 20,000 definitions, this dictionary has been revised to reflect changes and advances in the marine industry. It covers every aspect of the business, including shipbroking, chartering, marine insurance, ship's agency, freight forwarding, oil and gas, and air

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transport.

Many of the maritime disputes today represent a competing interest of two groups: coastal states and user states. This edited volume evaluates the role of the United Nations Convention on the Law of the Sea (UNCLOS) in managing maritime order in East Asia after its ratification in 1994, while reflecting upon various interpretations of UNCLOS. Providing an overview of the key maritime disputes occurring in the Asia Pacific, it examines case studies from a selection of representative countries to consider how these conflicts of interest reflect their respective national interests, and the wider issues that these interpretations have created in relation to navigation regimes, maritime entitlement, boundary delimitation and dispute settlement.

Port Management and Operations your essential guide to port management in the twenty-first century. •

Provides the reader with a complete understanding of total port activity • Enables managers working in specific areas of ports to see where they fit into the port's operation and commercial practice as a whole • Offers an analysis of the many types of ports along with the common essential elements that enable them to function, including administration, management, economics and operations

This book explores the process of shipbreaking in developing countries, with a particular focus on Bangladesh. In the past, shipbreaking (the disposal of obsolete ships) was a very common industrial activity in many developed countries. However, due to stringent domestic environmental and labour laws it is almost

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impossible for the increasing number of vessels to be disposed of domestically, and now developing nations including Bangladesh, China, India, Turkey and Pakistan regularly participate in this activity. The shipbreaking yards in these countries are not only detrimental to the marine and coastal environment but also represent significant health hazards to local people and workers. Given the global importance of the issue, an effective legal and institutional framework for a sustainable operation of the shipbreaking industry is desperately needed. Sitting at the intersection of three distinct fields – environmental justice, international environmental law and international maritime law – this book offers an innovative take on the issues surrounding the shipbreaking process. Drawing on the case study of Bangladesh due to its prominence in the shipbreaking industry, the author implements an environmental justice framework to examine the issues of sustainability surrounding shipbreaking, and analyses the relationship between social development, economic development and environmental protection. Maritime perspectives of environmental justice will also be highlighted through a discussion of the International Maritime Organization's role in the implementation of the Hong Kong Convention in developing countries. This book will be of great interest to scholars of environmental justice, international maritime law and international environmental law. The International Handbook of Shipping Finance is a one-stop resource, offering comprehensive reference to theory and practice in the area of shipping finance. In the multibillion dollar international shipping industry, it is



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important to understand the various issues involved in the finance of the sector. This involves the identification and evaluation of the alternative sources of capital available for financing the ships, including the appraisal and budgeting of shipping investment projects; legal and insurance aspects of ship finance; the financial analysis and modelling of investment projects; mergers and acquisitions; and the commercial and market risk management issues involved. Edited by two leading academics in this area, and with contributions from 25 prominent market practitioners and academics over 16 chapters, this Handbook covers shipping finance and banking, maritime financial management and investments. As such, it includes: shipping markets; asset backed finance; shipbuilding finance; debt finance; public and private equity and debt markets; structured finance; legal aspects and key clauses of ship mortgages; marine insurance; mechanisms for handling defaulted loans; investment appraisal and capital budgeting; financial analysis and investment modelling; business risk management and freight derivatives; and mergers and acquisitions. Thus, the Handbook offers a rigorous understanding of the different aspects of modern shipping finance and maritime financial management and investments, the various characteristics of the available products, the capital needs and requirements, and a clear view on the different financial management strategies through a series of practical examples and applications. Technical where appropriate, but grounded in market reality, this is a “must-have” reference for anyone involved in shipping

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finance, from bank practitioners and commodity trading houses, to shipbrokers, lawyers and insurance houses as well as to university students studying shipping finance. Table of Contents Preface by Editors Manolis Kavussanos, Professor, Director, MSc in International Shipping, Finance and Management, Athens University of Economics and Business, Greece Ilias Visvikis, Professor, Director Executive Education and Professional Development, World Maritime University, Sweden Chapter 1: Shipping Markets and their Economic Drivers Jan-Henrik Huebner, Head of Shipping Advisory, DNV GL, Germany Chapter 2: Asset Risk Assessment, Analysis and Forecasting in Asset Backed Finance Henriette Brent Petersen, Head of Shipping & Offshore Research, DVB Bank SE, The Netherlands Chapter 3: Overview of Ship Finance Fotis Giannakoulis, Research Vice President, Morgan Stanley, USA Chapter 4: Shipbuilding Finance Charles Cushing, C.R. Cushing & Co. Inc., USA Chapter 5: Debt Financing in Shipping George Paleokrassas, Partner, Watson, Farley & Williams, Greece Chapter 6: Public Debt Markets for Shipping Basil Karatzas, Founder & CEO, Karatzas Marine Advisors & Co., USA Chapter 7: Public and Private Equity Markets Jeffrey Pribor, Global Head, Maritime Investment Banking, Jefferies LLC, USA Cecilie Lind, Associate Investment Banking, Jefferies LLC, USA Chapter 8: Structured Finance in Shipping Contributor: Ioannis Alexopoulos, Director, Shipping Financier, Eurofin Group, Greece Nikos Stratis, Managing Director of Augustea Group, UK Chapter 9: Key Clauses of a Shipping Loan Agreement Kyriakos Spoullos, Solicitor,

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Chartering describes the process by which a ship is

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leased for the transportation of goods. Knowledge of this complex, multifaceted field is vital for anyone seeking success in the shipping industry. In this third edition of Principles of Chartering, shipping and maritime economics expert Photis M. Panayides, PhD, offers a revised and updated version of his seminal work on chartering contracts. Beginning with an introduction of the concept of chartering and how it applies to various types of ships, cargo, and trade routes, Panayides goes on to explore all aspects of chartering, including charterparties, shipbroking, bills of lading, voyage and time chartering, and more. Panayides offers a comprehensive overview of chartering principles, supported by real-life examples of orders, offers, and negotiations. Key points are addressed in plain language, while a glossary of over 1,300 chartering terms helps readers quickly understand chartering terminology and abbreviation. In this new edition, Panayides expands and updates his previous exploration of voyage estimation principles while referring to more than seventy legal cases that influenced current commercial chartering practices. Principles of Chartering provides the information you need to succeed in commercial shipping, all in an easy-to-access format. This is the leading text on shipbuilding and marine construction, already widely used on a global basis by shipowners, shipbuilders and their commercial and legal advisers. It is now ten years since the last edition and much has changed in the world of shipbuilding since then, particularly in the period since 2008 which has seen numerous attempts by owners to renegotiate the prices and/or delivery dates of tonnage and an enormous increase

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in the level of “vessel rejection” and cancellation disputes. The Law of Shipbuilding Contracts examines the principles of English contract law as these apply to shipbuilding. This edition comments in detail upon the Shipbuilders’ Association of Japan Form but now contrasts this with the NEWBUILDCON from BIMCO in 2007 and the China Maritime Arbitration Commission Forms from 2011 where these are significantly different. It also includes sections dealing with agreements ancillary to the shipbuilding contract and conversion contracts. Overview of book: Since the last edition in 2002, China has become a major global exporter of newbuildings and new BIMCO shipbuilding contract form has been published. Although retaining the original format of commentary on the Japanese (SAJ) standard form shipbuilding contract, the new edition contrasts this with the BIMCO form and the recently published China Maritime Arbitration Commission (CMAC) form in order to provide a broad ranging analysis of this complex subject. The book details the principles of English contract law as these apply to international shipbuilding. It will, as in the previous editions, also include sections dealing with the guarantees and other agreements which support the shipbuilding contract and with ship conversion contracts Essential reading for: - Purchasers and charterers of newbuilding tonnage - Shipbuilders and offshore construction yards - Lawyers and insurers working in the maritime and offshore oil and gas sectors - Banks and other finance providers

The classic Business of Shipping (now in its ninth edition) remains North America's most comprehensive industry-focused book that explains and analyzes marine transportation and related industries, both domestic and international. This is an authoritative text that is required reading for a newcomer looking to understand basic shipping operations, regulations, and international cargo movement, or

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a specialized professional seeking insight into other industry segments. Revised and fully updated, the ninth edition reaffirms its status as the cornerstone text in marine transportation education.

Martin Dockray has written numerous books on international maritime law. This third edition explores many aspects of the law applied to the movement of goods by sea.

Widely regarded as the leading authority on voyage charters, this book is the most comprehensive and intellectually-rigorous analysis of the area, is regularly cited in court and by arbitrators, and is the go-to guide for drafting and disputing charterparty contracts. Voyage Charters provides the reader with a clause-by-clause analysis of the two major charterparty forms: the Gencon standard charterparty contract and the Asbatankvoy form. It also delivers thorough treatment of COGSA and the Hague and Hague-Visby Rules, a comparative analysis of English and United States law, and a detailed section on arbitration awards. Key features of the fourth edition: The only textbook to deal specifically with this key area of maritime law Written by an impressive team of highly-regarded maritime authorities from both sides of the Atlantic Contains a wealth of updated English and American case law and arbitrations, as well as addressing broader issues such as Rome II Regulation Convention regarding the conflict of laws Practical user-friendly guide, which is accessible not only to lawyers but also shipping professionals A new, detailed United States law section on COGSA This book is an indispensable, practical guide for both contentious and non-contentious shipping law practitioners, and postgraduate students studying this area of law.

Dry cargo chartering describes work at the coalface of the dry cargo sector; mainly involving the shipping of bulk commodities. This book describes in detail how this part of the industry works as well as going into detail on the less

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familiar and more unusual cargoes and trades. It describes the different roles of the ship owner, the charterer, the shipbroker as well as the duties of the back-office staff. It goes into the nuts and bolts of charter parties and different types of shipping documentation as well as the types of employment of ships, including various commodities and cargoes. This volume is aimed at industry personnel who wish to proceed down a certain road within the shipping industry. It will be essential reading if that is a dry cargo route, but will also be beneficial to the students who wish to expand their knowledge of the industry a bit further.

Shipbroking and Chartering Practice provides a sound knowledge of the law and economics of international shipbroking and chartering in a practical way that enables the principles described to be applied in everyday situations. The seventh edition has been thoroughly revised to take account of chartering practices, cases and standard forms that have surfaced since the last edition, providing an excellent commentary.

Now in its second edition Maritime Economics provides a valuable introduction to the organisation and workings of the global shipping industry. The author outlines the economic theory as well as many of the operational practicalities involved. Extensively revised for the new edition, the book has many clear illustrations and tables. Topics covered include: \* an overview of international trade \* Maritime Law \* economic organisation and principles \* financing ships and shipping companies \* market research and forecasting. A previous winner of the Comité Maritime International's Albert Lilar Prize for the best shipping law book worldwide, EU Shipping Law is the foremost reference work for professionals in this area. This third edition has been completely revised to include developments in the competition/antitrust regime, new safety and environmental

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rules, and rules governing security and ports. It includes detailed commentary and analysis of almost every aspect of EU law as it affects shipping.

Shipping is a pillar of global trade, with 90 per cent of the world's trade in goods and raw materials carried by ship. Despite the economic benefits this delivers, maritime operations can be dangerous, and when accidents occur the consequences are serious. Consequential outcomes from hazards at sea include serious injury, death, loss of cargo and destruction of the marine environment. *Managing Maritime Safety* will give you a thorough understanding of contemporary maritime safety and its management. It provides varying viewpoints on traditional safety topics in conjunction with critical discussions of the international safety management code and its application. The book also offers new perspectives on maritime safety such as ship and equipment design for safety and the relevance of safety management systems, in particular the application of the International Safety Management code to remote controlled or autonomous ships. The authors all work in the maritime industry, as practitioners, in education, research, government and classification. The combination of wide-ranging and extensive experience provides an unprecedented span of views with a strong connection to the real issues in the maritime domain. This book sets out to provide much needed consolidated knowledge for university level students on maritime safety management, incorporating theoretical, historical, research, operational and design perspectives. This text provides an explanation of the responsibilities and liabilities of the shipbroker, both in direct contact with principles and as part of a chain of other brokers. Highlighting legal questions arising from ways in which the broker's business is done, issues addressed in this book include potential legal liabilities as well as common negligence



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claims. The book also deals with the shipbroker's entitlement to commission and the problems associated with litigation in this area. It is suitable for ship owners, charterers, agents and marine consultants, as well as brokers.

The Commercial Shipping Handbook is an invaluable reference tool for anyone involved in international trade and a first step towards understanding the framework within which the international movement of goods by sea is conducted.

The handbook gives concise explanations of the many activities that comprise shipping, explaining the terms and how they interrelate. Areas covered include: Documents used in international transport by sea e.g. the bill of lading and the charter-party – what they contain, the different types and examples of each Generic types of ships, cargoes, containers and ports Details of all the major maritime associations prominent in contract drafting and policy making, together with a brief explanation of their objectives The many extra costs and surcharges found in shipping, particularly in liner shipping Chartering terms, an explanation of each and their context Clauses appearing in bills of lading, in voyage charters and time charters Technical elements of shipping as they relate to the commercial operation of ships, for example tides and draughts Examples of principal documents

Discussing over 1250 commercial shipping terms, this book will be an essential reference for all shipowners, charterers, managers and brokers and will also be of use to legal, insurance and banking professionals.

A new look at the leadership of Greek ship owners in world shipping in the second half of the twentieth century. This book examines the fundamental factors of the dynamism of Greek entrepreneurship in family businesses and provides evidence for the organization, management and strategies of Greek family shipping companies.

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