



INSTITUTE OF  
CHARTERED  
SHIPBROKERS

**NOVEMBER 2023 EXAMINATION SESSION**  
**MONDAY 20<sup>TH</sup> NOVEMBER 2023 – AFTERNOON**  
**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 **ALL** parts of the question.

You are acting as the broker for a shipowner who has asked you to negotiate for the carriage of a cargo of steel coils at a freight rate no less than \$30 FIOSLSD. The cargo is ready for loading the following day at the same port where the vessel is currently completing discharging its previous cargo.

After some negotiations with the charterer, you receive a final offer for the cargo which includes freight as \$32 FIOS which you accept.

When the fixture is relayed to the shipowner, he refuses to accept the contract under the terms agreed by you.

- a) Why might the owner be allowed to reject the fixture?
  - b) What are the consequences for you as the broker?
  - c) How might the situation be resolved?
  - d) How might you have protected yourself?
2. Your principal is interested in buying a series of 10-year-old Supramax vessels that have just become available for purchase. In your capacity as exclusive broker for the shipowner, write a detailed report on what action should be taken, specifically explaining future prospects for this tonnage.

**PEASE TURN OVER**

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

Using the graph paper and the world map provided.

- a) Draw a fully labelled side profile and a fully labelled cross section for a Multipurpose vessel.
- b) Fully describe the details of this vessel for a time charter description.
- c) Describe **ONE** typical trade route for this vessel with details of the cargo of your choice, loading/discharge ports, hazards of cargo carried and weather conditions on the route.

4. Explain the function of **FOUR** of the following documents detailing when and why they might be issued and by whom.

- i. Mate's receipt
- ii. Notice of Readiness
- iii. Cargo Manifest
- iv. Phytosanitary Certificate
- v. Statement of facts

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

- a) Describe the trade of grains 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.
- d) Describe **TWO** major trade routes.

Use the world map provided to support your answer.

6. You have an importer in Japan that needs to move 30-40,000 tonnes of soya beans from northern Brazil to Japan in December 2023. Taking into account as many factors as possible, explain the benefits of the ships and routes that could be used.

Use the world map provided to support your answer.

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

Following enquiry is circulated in the market:

- = A/C: XYZ Merchants Ltd, Switzerland
- = Looking for a Bulk carrier of about 30000 DWT
- = Time Charter period of 1+1 year
- = Dely: APS 1SP Mediterranean port
- = Redely: DOP 1SP within the trading area
- = L/C: 10-25 December 2023
- = Trading area: Worldwide
- = 2.50% ttl comm incl 1.25% addcom
- = Max 15 yrs / IACS Class imperative

- a) As an In-house Broker of the shipowner, draft a time-charter offer for the above enquiry for one of your vessels.
- b) Draft a time charter Off-Hire clause and explain its contents.

8. Answer **BOTH** parts of the questions.

- a) As charterer's broker you have been approached to secure a vessel for a period of one year. Draft a message to your principal outlining which charter party should be used for the negotiations and fixture. Explain the need and reason for the use of protective clauses.
- b) Define those protective clauses where there is scope for negotiation for the charterer's benefit.