



INSTITUTE OF
CHARTERED
SHIPBROKERS

NOVEMBER 2023 EXAMINATION SESSION

MONDAY 20th NOVEMBER 2023 - MORNING

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 briefly explain the function of the documentation that the sellers would be reasonably required to provide at the closing meeting of the sale of a secondhand ultramax bulk carrier.
2. Answer **ALL** parts of the question.
 - a) Provide a detailed written description of a feeder container vessel stating size, cargo capacity, dimensions, machinery and other significant features.
 - b) Draw a profile and cross-section of the vessel showing the layout of the vessel clearly labelling the dimensions and other significant parts of the vessel.
 - c) On the world map provided show one route of a typical feeder liner service for this type of vessel including ports.
3. Using a Saleform of your choice, describe and explain what is included and excluded in the sale of a secondhand vessel, and what the buyers would pay extra for on delivery.
4. Buyers and sellers have agreed all terms for the sale of a secondhand vessel on an outright basis, and both parties have signed and exchanged a Memorandum of Agreement. Using a saleform of your choice, describe the buyers obligations in lodging the deposit, and explain the remedies available to the sellers if they fail to do so.
5. Draft a full firm offer for a demolition sale of a bulk carrier for delivery in Bangladesh, including price, commission and delivery dates.

PLEASE TURN OVER

6. Write a market report discussing the current situation of the secondhand dry bulk carrier sale and purchase market, paying particular attention to capesizes.
7. Identify and explain **FOUR** different methods of raising finance for the purchase of a secondhand vessel, including the source of funds and a brief description of finance terms.
8. During the sale of a secondhand vessel, buyers usually have the right to put two representatives on board for familiarisation purposes. Using a Saleform of your choice, describe the Buyers' rights and obligations in this regard, and discuss why Sellers may wish to alter this wording.