



INSTITUTE OF
CHARTERED
SHIPBROKERS

MAY 2025 EXAMINATION SESSION

MONDAY 12th MAY 2025 – 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 **BOTH** parts of the question.

- a) Explain the steps of the chartering negotiation process, from the original firm offer to the conclusion of a clean fixture.
- b) Explain the concept of “warranty of authority” and describe potential breaches of this authority with the use of examples.

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

- a) Describe the principal differences and any other similarities between a Supramax bulk carrier and a Very Large Ore Carrier in relation to ship design and typical cargo.
- b) Draw a fully labelled profile and cross-sectional diagrams for **ONE** of the following:
 - i. Supramax bulkcarrier
 - ii. Very Large Ore Carrier
- c) State in full the main specifications of your chosen vessel.
- d) Describe **ONE** typical trade route for this vessel **with details** of the loading/discharge ports and hazards of cargo being carried.

Use the world map provided to support your answer.

PLEASE TURN OVER

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

As a charterer's broker, you have been informed that they are looking to fix a vessel on either a voyage charter or a time charter basis.

- a) Draft a message to your charterer about any additional payments the charterer has to make under each charter party, other than freight or hire money.
- b) Draft a simple clause in the charterer's favour for each charter type covering one of the expenses you have identified.

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

Write out the full term for **EACH** of the following abbreviations, explain its meaning and its use and significance in chartering contracts. Use examples to support your explanations.

- a) ATDNSHINC
- b) DLOSP
- c) FIOS
- d) IUHATUTC

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

Your owner's vessel has just been delivered on a Time Charter Trip with duration of about 55/60 days and a net ballast bonus of USD 200,000 agreed.

- a) Using data of your choice, draft a first hire payment calculation for above TCT.
- b) Briefly explain all the elements of your calculation and show your workings
- c) Explain the term 'Ballast Bonus'

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

- a) Fully describe P&I Clubs and explain their functions in the maritime industry.
- b) Give examples of the covers offered by the P&I Club to its members.

7. You are the charterer's broker fixing a vessel for carrying a cargo of steel coils on FIO terms from China to a port in the EU or UK to be declared. The intended charter party is a Gencon form. The charterer is a newcomer to shipping steel and has asked you what is meant by the term dunnage.

Draft a message to the charterer explaining what dunnage means and what his obligations as charterer will be under a Gencon charter party.

8. Your principal (head charterers/shippers) is planning to trade in CIF terms an iron ore parcel from East Coast of India to China. The enquiry to be circulated is as below. However, they are unable to finalise the deal because they need to know the tentative FREIGHT guidance and restrictions/limitation.

A/C: XYZ
Iron Ore Fines
60000 MT +/-10%
Geared / Grabber Required
Paradip / 15000 MT SHINC
LAYCAN- 15-20th JUNE'25
Qingdao / 20000 MT SHINC
TTL 3.75%

As a broker, draft a message to your principal about the present and future market of this cargo and suggest which size vessel will be suitable to undertake this fixture. Also explain in the message the port/cargo restrictions and factors to be considered during loading and discharging.