

# Shipbroking And Chartering Practice Business Of Shipping

Maritime Notes and QueriesLeadership in World ShippingBritish BusinessLaw of International Business TransactionsShipbroking and Chartering PracticeSouth African Shipping News and Fishing Industry ReviewLaytime and DemurrageMartindale-Hubbell International Law DirectoryShipping Business and Maritime EconomyPort Management and OperationsMarketing of Shipping CompaniesThe Business of ShipbuildingShipbroking and Chartering PracticeShipping BusinessVietnam Business MagazinePrinciples of CharteringThe Liability of Classification SocietiesShipbroking and Chartering PracticeShippingShipping Business MethodsShipping Company Strategies: Global Management Under Turbulent ConditionsReeds 21st Century Ship ManagementShipping and Logistics ManagementThe Business of ShippingThe Syren & Shipping IllustratedEnergy Efficiency Clauses in Charter Party AgreementsThe Petroleum Shipping Industry: A nontechnical overviewMaritime EconomicsBranch's Elements of ShippingSteel Carriage by SeaThe Shipbroking and Chartering HandbookThe LogThe International Handbook of Shipping FinanceMarine Engineers ReviewThe Business of ShippingCommercial Shipping HandbookShipping Operations ManagementThe Shipbroker's Working KnowledgeShip Building, Sale and FinanceVoyage Charters

## **Maritime Notes and Queries**

## **Leadership in World Shipping**

## **British Business**

## **Law of International Business Transactions**

## **Shipbroking and Chartering Practice**

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

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excellent commentary.

### **South African Shipping News and Fishing Industry Review**

Ship management has constantly had to evolve to take into account the advancements in technology as well as the demands of the shipping industry. Having internet access and email on board ship has meant that the ship manager has to possess certain sets of skills to function effectively in the post, including computer literacy. The emergence of large multi-national ship management companies has also changed how business is conducted and this in turn means that the ship manager and tiers of management within the organization have had to evolve to cope with the demands of working with a multi-national workforce. Furthermore, since the mid-1980s there has been an ever expanding raft of legislation that is more restrictive for companies to meet, and a shrinking of profit margins has seen a shift in how companies are required to operate to survive. This book addresses the demands of 21st century ship management with the focus of the book as much about the people who manage ships as about the theory and practice of ship management.

### **Laytime and Demurrage**

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Laytime and Demurrage is the leading authority for all queries pertaining to this vital aspect of maritime law. It has continued to offer reliable, authoritative, and in-depth analysis since the first edition published in 1986. Praised for its unrivalled coverage and lucid writing style, this book provides a comprehensive overview of all aspects of laytime and demurrage, tracing the development of the law from its origins in the nineteenth century right up to the present day. The author delivers an in-depth analysis of both fixed and customary laytime clauses, the rules relating to commencement of laytime in berth, dock and port charters, and discusses under which circumstances laytime can be suspended. Furthermore, it analyses demurrage rules and vital issues such as despatch, detention and frustration. This seventh edition includes all key judicial and arbitral decisions reported since the sixth edition published in 2011. It also covers suffixes in connection with laytime measured in terms of Working days and Weather Working Days, and disputes arising from tender of NORs at the end of the sea passage. Laytime and Demurrage is an invaluable guide for both legal practitioners and maritime professionals worldwide, including commodity traders and brokers, shipping companies, P&I Clubs, shipowners, charterers, and arbitrators.

### **Martindale-Hubbell International Law Directory**

Port Management and Operations your essential guide to port management in the twenty-first century. • Provides the reader with a complete understanding of total

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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

### **Shipping Business and Maritime Economy**

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 Management and Operations**

### **Marketing of Shipping Companies**

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

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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 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**

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Steel: Carriage by Sea provides invaluable information on how to prevent claims arising when transporting steel, including careful handling, good stowage and care of cargo throughout its entire journey. This book covers every aspect of the transportation and surveying of steel products carried on ships. The fifth edition provides practical advice on:

- How to prevent damage to steel cargoes
- How to deal with subsequent claims
- The different types of steel products manufactured and their particular packing requirements
- How the various types of steel products should be loaded, stowed, lashed, secured and ventilated aboard a ship
- Maintenance of the ships' hatchover, tanktop strength and cargo documentation
- The surveying and claims handling of the various types of steel products
- The corrosion process of steel

### **Shipbroking and Chartering Practice**

Shipping and Logistics Management serves to consolidate the knowledge its authors have acquired from being educators and observers of the shipping industry. Against the background of a global business environment, it explains how the shipping market functions, examining the strategic and operational issues that affect entrepreneurs in this industry. The authors discuss global trends and strategies in the shipping business, looking at the role of logistics service providers and at how the use of information technology can help shipping operations.

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Shipping and Logistics Management also aims to answer several important questions in the shipping industry, including: what are the shipping cost structures?, what are the patterns of sea transport? and how do companies in the shipping industry operate? An invaluable source of information for researchers and advanced, or graduate, students, Shipping and Logistics Management is also a useful reference for shipping practitioners and consultants.

### **Shipping Business**

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 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

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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 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:

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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 Cecillie 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, Norton Rose Fulbright, Greece Chapter 10: Legal Aspects of Ship Mortgages Simon Norton, Lecturer, Cardiff Business School, UK Claudio Chistè, Investec Bank Plc., UK Chapter 11: Reasons and Mechanics of Handling Defaulted Shipping Loans and Methods of Recovery Dimitris Anagnostopoulos, Board Member & Director, Aegean Baltic Bank, Greece Philippos Tsamanis, VP - Head of Shipping, Aegean Baltic Bank, Greece Chapter 12: Marine Insurance Marc Huybrechts, Professor, University of Antwerp, Belgium Theodora Nikaki, Associate Professor, Swansea University, UK Chapter 13: Maritime Investment Appraisal and Budgeting Wolfgang Drobetz, Professor, University of Hamburg, Germany Stefan Albertijn, CEO, HAMANT Beratungs-und Investitions GmbH, Germany Max Johns, Managing Director, German Shipowners' Association, Germany Chapter 14: Financial Analysis and Modelling of Ship Investments Lars Patterson, Shipping Investment Analyst, Pacomarine Limited, UK Chapter 15: Maritime Business Risk Management Manolis

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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 16: Mergers and Acquisitions in Shipping George Alexandridis, Associate Professor, ICMA Centre, University of Reading, UK Manish Singh, Manish Singh, Group Director - Strategy and M&A, V. Group Limited, UK

### **Vietnam Business Magazine**

Since it was first published in 1964, Elements of Shipping has become established as a market leader. Now in its ninth edition, Branch's Elements of Shipping, renamed in memory of Alan Branch, has been updated throughout and revised to take in the many changes that have occurred in the shipping industry in recent years, including the impact of the economic crisis, the Panama Canal expansion and new legislation. All tables and data have been brought up-to-date and many new illustrations have been added. The book explains in a lucid, professional manner the basic elements of shipping, including operational, commercial, legal, economic, technical, managerial, logistical and financial considerations. It also explores how shipping markets behave and provides an overview of the international shipping industry and seaports. Filling a gap for the discerning reader who wishes to have a complete understanding of all the elements of the global

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shipping scene together with the interface with seaports, international trade and logistics, it remains essential reading for shipping executives along with students and academics with an interest in the shipping industry.

## **Principles of Chartering**

## **The Liability of Classification Societies**

## **Shipbroking and Chartering Practice**

## **Shipping**

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. It contains a brief overview of the dry cargo sector, it analyzes the methods for fixing a dry cargo ship, and provides recommendations when the

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brokers working the charter party terms.

## **Shipping Business Methods**

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 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.

## **Shipping Company Strategies: Global Management Under Turbulent Conditions**

## **Reeds 21st Century Ship Management**

Chartering describes the process by which a ship is 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.

## **Shipping and Logistics Management**

Written by a team of acclaimed practitioners and leading academics, this book brings together in one single volume an analysis of contemporary legal issues concerning ship building, sale and finance contracts. It offers a comprehensive, expert and thoroughly practical guide on what is a very complex area of law in today's international shipping industry. The book presents a detailed and critical analysis of standard and non-standard shipbuilding and sale contracts, including vital but often overlooked issues such as payment and refund guarantees, which have been at the forefront of recent litigation and practice. It also critically and thoroughly analyses several types of standard insurance contracts, including shipbuilder's risks and mortgagee's interests, which are not adequately dealt with elsewhere and it provides a critical and contemporary discussion on the legal and practical issues surrounding ship finance, ship mortgages and more esoteric issues such as the use of bareboat charters and financial derivatives. This book is an indispensable guide for legal practitioners, academics and industry professionals worldwide. The book is divided into 3 parts; Legal Issues relating to Ship Building, Ship Sale Contracts and Practice, and Legal and Practical Issues relating to Ship Finance. Each has been expertly contributed to by the leading practitioners and academics in the field from top firms, chambers and institutions including; Ince & Co, Quadrant Chambers, Haynes and Boone CDG, LLP, Holman Fenwick Willan LLP, Watson Farley & Williams LLP, 7 Kings Bench Walk, and Institute of International

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Shipping and Trade Law (IISTL) of Swansea University.

## **The Business of Shipping**

Textbook for tertiary law students and practitioners in the area. Written from an Australian perspective, it details the principles of law applicable to international trade, including not only the movements of goods, but also of services, people and capital. Divided into seven chapters dealing with topics such as the international carriage of goods, financing international transactions, the framework of international regulation and multilateral agreement on trade and services. Includes a table of cases and legislation, including international conventions and other international legal regimes, and a bibliography. Also available in paperback.

## **The Syren & Shipping Illustrated**

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

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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.

### **Energy Efficiency Clauses in Charter Party Agreements**

Because the liability of ship owners is limited, classification societies have been considered as exempt from liability. This book analyses which actions of classification societies may give rise to claims and whether or not the societies can be held liable under English, German or American maritime law. In addition, it develops the fundamental aspects of an international convention on the limitation of the liability of classification societies.

## **The Petroleum Shipping Industry: A nontechnical overview**

### **Maritime Economics**

### **Branch's Elements of Shipping**

### **Steel Carriage by Sea**

This book focuses on the management of ship operations, an activity that requires integrative knowledge and technical expertise that spans various disciplines. As such, ship operations personnel are expected to be well-versed with aspects of management, economics, engineering, technology and law. Further, ship operations management requires the ability to identify and neutralize threats and to manage risks and make decisions that will optimize costs and contribute to performance improvements. Despite the fundamental nature of ship operations management, no book has ever attempted to reconcile and compile a comprehensive body of knowledge, while pursuing a coherent, structured and systematic approach. This edited volume addresses that fundamental gap in the

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extant literature, and brings together a wealth of knowledge from experts in their respective fields. Concretely, it explores issues of organization, technical management, crewing and behavioral issues, chartering and post fixture, risk management, finance, legal aspects of international conventions and regulations, attainment of safety, security and marine insurance, as well as ocean governance and sustainability. As such, the book offers a vital reference guide for maritime companies and organizations, while also serving as a teaching supplement in academic and professional maritime programmes.

### **The Shipbroking and Chartering Handbook**

T HIS VOL U M E has been written to describe the business side of a commercial enterprise whose field is the entire civilized world. Historically, the theory and knowledge of shipping management, as distinguished from the practical skills of seaman ship, have been transmitted from one generation to the next by word of mouth. Little has been put on paper, primarily because the finest exponents of the art of steamship management have been too busy with their day-to-day concerns to do so. The "working level" personnel often are superbly competent, but rarely qualify as liter ary craftsmen. It has been my aim, in preparing this analysis of the principles of the "business" of commercial shipping, to describe that which trans pires in the various divisions of a shipowning and operating organi zation. Insofar as possible, the procedures followed in the offices have been described and

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explained, as well as the underlying principles of management by which their decisions are reached. In the process of learning the principles and practices that are set forth in these pages, I have spent a joy-filled lifetime in association with ships. It has been my good fortune to work in large and small American steamship offices, to operate a major cargo terminal, to participate in establishing and putting into effect the policies of a world-girdling American steamship organization, and to teach young men these principles learned from experience as well as from precept.

### **The Log**

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.

### **The International Handbook of Shipping Finance**

### **Marine Engineers Review**

## **The Business of Shipping**

### **Commercial Shipping Handbook**

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.

### **Shipping Operations Management**

This set gives a broad introductory overview of the entire petroleum marine industry and how it is affected by the world petroleum markets. Volume 1: Oil: An introduction to shipping Why tanker owners? Pre-Onassis era Onassis era Post-Onassis era - creating and dealing with the surplus Refinery operation Tanker demand Tanker design and employment patterns Forecasting tanker rates Oil

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pollution liability LGP carriers LNG carriers.

### **The Shipbroker's Working Knowledge**

This book provides practical solutions for addressing energy efficiency as a clause term within a charter party contract. For this, upon a reflection of the regulatory craft, it analyzes key concepts of case law, and discusses them together with commercial and economic principles. In this way, the book aims at offering a comprehensive, interdisciplinary view of the chartering process, together with a new approach for safeguarding energy efficiency investments. A special emphasis is given to the maritime industry. Here, the newly developed framework, based on game theory, has been successfully applied to demonstrate the importance of including a clause term in contract negotiation to achieve protection against both an uncertain market and an even more challenging shipping environment. The book not only fills a gap in the literature, covering a topic that has been largely neglected to date, yet it offers researchers and practitioners extensive information to change the chartering process radically.

### **Ship Building, Sale and Finance**

The Commercial Shipping Handbook is an invaluable reference tool for anyone

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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.

### **Voyage Charters**

This annotated international bibliography of over 3000 entries on the business and economic aspects of shipping places an emphasis on commercial as opposed to operations factors. It covers a period from the early 1970s to 1994, but also

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includes seminal works published prior to 1970.

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