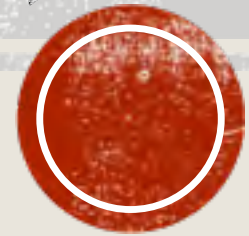


HOW TO FIND CARGOES (A DAY AT WORK)

VESSEL: LME PANAMAX 76000DWT



Far East

Indian Ocean

Atlantic

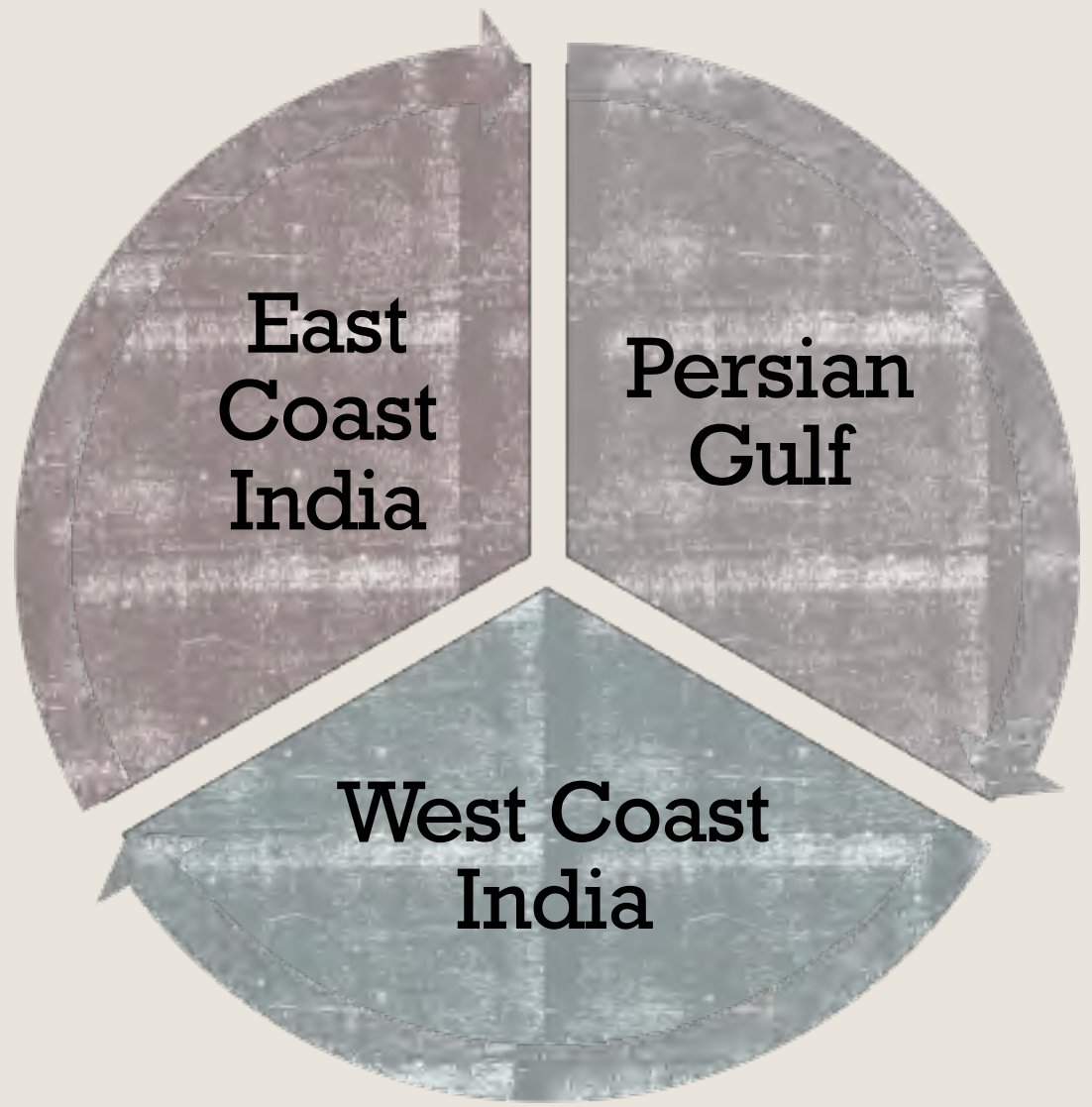
**POSITION OF
THE VESSEL**



FAR EAST

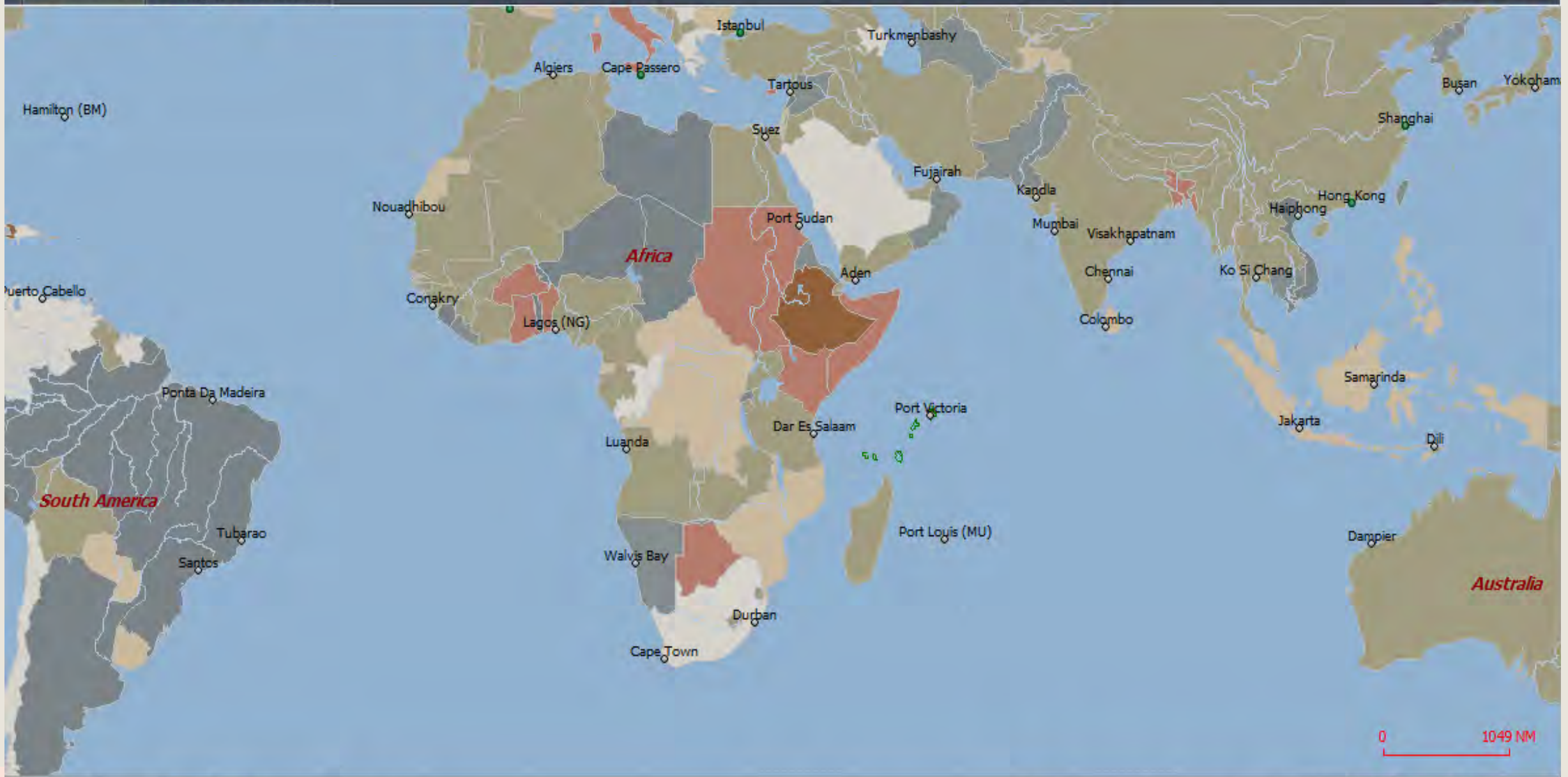
FAR EAST





INDIAN OCEAN

INDIAN OCEAN



Continent
(north Europe)

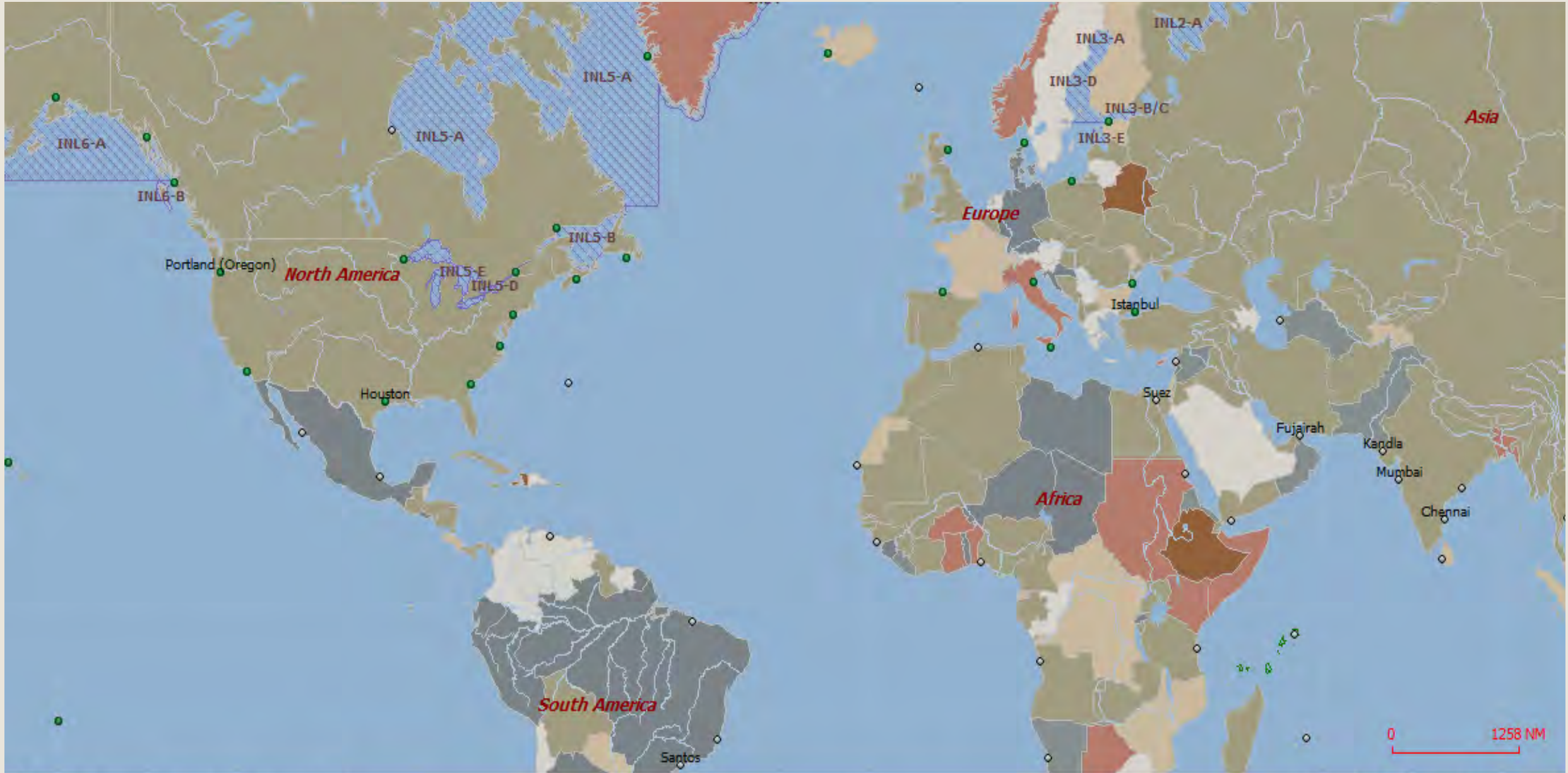
East
Mediterranean

West
Mediterranean
/ Gibraltar

West Africa

ATLANTIC

ATLANTIC



CIRCULARS WITH CARGOES / CHARTERERS FROM BROKER HOUSES

- A/C AUSCA SHIPPING LIMITED
- LME/KMX
- DEL TO MAKE ECSA WITH GRAIN
- 26TH JUL ONWARDS, TRY EARLY AUG DATE
- REDEL SINGAPORE-JAPAN RANGE

- OLDENDORFF
- KMX/PPMX
- DEL RBAY
- L/C 21-30 JUL
- TCT WI COAL
- REDL INDIA

CONSIDERATIONS (BEYOND VESSELS POSITION)

- Laycan / dates (workability)
- Duration of the business
- Direction/destination of the cargo
- Charterers' credibility
- Condition of the holds

CHARTERPARTY TERMS



Prolonged port stay

Pilotage costs

Switch Bills of Lading

CHARTERPARTY TERMS (DETAILS)