

ΙΔΡΥΜΑ ΑΙΚΑΤΕΡΙΝΗΣ ΛΑΣΚΑΡΙΔΗ 8 ΙΟΥΛΙΟΥ 2019

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# “DRY CARGO & EMPLOYMENT OF A SHIP”

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# ΘΑΛΑΣΣΙΑ ΜΕΤΑΦΟΡΑ

- Κάνοντας μια μικρή εισαγωγή στη θαλάσσια μεταφορά πρέπει να τονίσουμε ότι η δυνατότητα μεταφοράς μεγάλων ποσοτήτων προϊόντων που συνεπάγεται χαμηλό κόστος είναι εκείνο που την ανέπτυξε σ' αυτό το βαθμό.
- Είναι αδύνατο να κινηθεί το διεθνές εμπόριο και κυρίως οι μεταφορές πρώτων υλών που πραγματοποιούνται σε μεγάλες ποσότητες αν το κόστος δε μειωθεί στο ελάχιστο.
- Σ' αυτή την ελαχιστοποίηση συμβάλει σε μεγάλο ποσοστό το πλοίο, που είναι και θα παραμείνει ο φθηνότερος τρόπος διεθνούς μετακίνησης προϊόντων.
- Για να πραγματοποιηθεί μια θαλάσσια μεταφορά θα πρέπει βέβαια να προηγηθεί μια συμφωνία αγοραπωλησίας του φορτίου που είναι καθαρά εμπορική και διέπεται φυσικά από το νόμο της προσφοράς και της ζήτησης.
- Η αγοραπωλησία αυτή ξεκινά ή από ένα μειοδοτικό διαγωνισμό αν πρόκειται για κρατικό φορέα ή από απ' ευθείας διαπραγμάτευση αν πρόκειται για ιδιώτες.
- Βασική προϋπόθεση των διαπραγματεύσεων είναι πάντοτε το ξεκαθάρισμα ποιός θα ναυλώσει το πλοίο διότι το κόστος μεταφοράς είναι ο πιο αστάθμητος ίσως παράγοντας σε μια τέτοια διεθνή αγοραπωλησία.

# ΕΙΔΗ ΕΜΠΟΡΙΚΩΝ ΠΛΟΙΩΝ

- Τα εμπορικά πλοία ανάλογα με το είδος του φορτίου που μεταφέρουν χωρίζονται στις ακόλουθες κύριες κατηγορίες:
- -Φορτηγά (ξηρού φορτίου)
- -Πετρελαιοφόρα
- -Επιβατηγά
- -CONTAINERS (μεταφορά εμπορευματοκιβωτίων)
- -Ψυγεία
- -Μεταφοράς υγραερίων
- -RO-RO
- -Coasters
- Heavy Lifters.....
- Εμείς θα εξετάσουμε την πρώτη κατηγορία, τα φορτηγά, που είναι και τα περισσότερα, ξεκινώντας από την ΑΓΟΡΑΠΩΛΗΣΙΑ του φορτίου και τους δυο επικρατεστερους τρόπους που συναντούμε σήμερα στο διεθνές εμπόριο.

# “F.O.B.” or “Cost And Freight”

- Δύο είναι οι πιο συνηθισμένοι τρόποι αγοραπωλησίας φορτιών :
- 1) F. O. B. - που σημαίνει FREE ON BOARD δηλαδή "ελεύθερο επί του πλοίου"
- 2) C + F - που σημαίνει COST AND FREIGHT δηλαδή "κόστος και ναύλος"
- Με απλά λόγια αν εμείς σαν έμποροι θέλουμε να εισάγουμε 10.000 τόνους ρύζι από τη Ταιλάνδη τότε διαπραγματευόμαστε με το φορτωτή την παράδοση του φορτίου ή
- επί του πλοίου στη Μπαγκόγκ ή
- στον Πειραιά.
- Στην πρώτη περίπτωση που αγοράζουμε F.O.B. θα πρέπει εμείς να βρούμε, να ναυλώσουμε και φυσικά να πληρώσουμε το ναύλο στο πλοίο αφού έχουμε φροντίσει να συντονίσουμε την άφιξη του πλοίου στο λιμάνι με την ετοιμότητα του φορτίου, ενώ στη δεύτερη δεν κάνουμε απολύτως τίποτε εκτός από το να περιμένουμε την άφιξη του πλοίου, (το οποίο ο φορτωτής βρήκε και ναύλωσε), στον Πειραιά για να παραλάβουμε το φορτίο μας, οπότε φυσικά καταβάλλουμε στο φορτωτή ένα ποσό που αντιπροσωπεύει την αξία του φορτίου συν το ναύλο.

# Sale contract

- The Contract of Sale is an agreement between Sellers and Buyers and it is in fact the basic document that governs a trading deal, and the transportation of goods. Consequently, one may say that this contract is the initiation for the complex mechanism of international trade and eventually Chartering.
- Naturally, the Contract for the Sale of the Goods is preceding the chartering agreement (Charter Party) and initiates the need for transportation.
- The Sale Contract reflects the agreement between the Buyer (or Receiver or Consignee) and the Seller (or Shipper) of the goods.
- The agreement of a Sale Contract is usually followed by the very important stage of banking. Specifically the opening of the Letter of Credit fully in accordance with the agreement.
- It has to do with the obligation of the Seller in order to obtain his payment.

# Banking - Letter of Credit

- A conditional written commitment by Buyers/Importers' bank to Sellers/Exporters' bank, guaranteeing the on-time payment of specific sum(s), under detailed and strict conditions.
- Under a Letter of Credit (L/C) the Sellers are expected to submit precisely defined documents, within a time limit, enabling them to receive payment(s) for the goods they sold to Buyers.
- Although the Letter of Credit concerns the Sellers and the Buyers only, the ones involved in chartering should acquire a spherical knowledge of its use and of its functions. By fully understanding the terms and conditions imposed in the Charter Party due to the existence of the Letter of Credit, the negotiator may utilize his skills better and reach the best possible agreement.
- The Letter of Credit fulfills a dual scope:
  - A: to protect and guarantee the right of the Seller to receive an agreed amount of money after fulfilling certain obligations.
  - B: to protect and guarantee the right of the Buyer (holder of Letter of Credit), not to pay unless ALL the agreed obligations of the Seller are performed.

# SHIP AND CARGO INSURANCE

- Marine or Cargo Insurance.
- Insurance that compensates the Owners of goods transported over the seas, in the event of loss or damage that cannot be legally recovered from the carrier.
- Ship Insurance. Also, named as Hull and Machinery (H&M) insurance. It covers loss or damage to the hull and/or the machinery of a vessel. Nowadays, most Charterers request the ship to be insured and, during negotiations they request to know the insured value.
- Cargo Underwriters - Ship Underwriters. Active underwriters are the people or organizations that provide insurance cover.
- The term originates from the early dates of insurance when the person seeking the insurance would write down the details of the risk and then take it to merchants who wrote their names and the amount they would pay in the event of a claim underneath.
- Today insurance is underwritten in two ways – i.e. companies use their corporate wealth to meet claims whilst in the Lloyd's market it is the private means of syndicate members, which provide the capital base to meet claims. The underwriters seen in the Room at Lloyd's are the active underwriters representing and doing business on behalf of the underwriting members of their syndicates.

# LINERS and TRAMPS

- Εδώ θα πρέπει να διαιρέσουμε τα πλοία σε δύο μεγάλες υποκατηγορίες ανάλογα με την απασχόλησή τους:
- 1) τα LINERS ή πλοία γραμμής τα οποία εκτελούν προγραμματισμένους και ανακοινωμένους στον ναυτιλιακό και εμπορικό τύπο πλόες σε συγκεκριμένα μόνο λιμάνια. Οι αναχωρήσεις και οι αφίξεις αυτών των πλοίων τηρούνται με μεγάλη προσοχή, δεδομένου ότι μεγάλο μέρος της αξιοπιστίας μιας “γραμμής” είναι η τήρηση του προγραμματισμού, ώστε οι πελάτες/εξαγωγείς να ξέρουν ακριβώς ποτέ πρέπει να προωθηθούν τα προς φορτώση προϊόντα τους στα λιμάνια και από την πλευρά των εισαγωγέων να γνωρίζουν εκ των προτέρων ποτέ ακριβώς να περιμένουν τα φορτία τους. Σήμερα τα Liners είναι κυρίως τα πλοία CONTAINERS
- 2) τα TRAMPS που ταξιδεύουν όπου εξασφαλίσουν κατάλληλο φορτίο ανεξαρτητως τόπου. Όταν πρόκειται για εμπορεύματα σε μικρές ποσότητες και υπάρχει βέβαια LINER πλοίο τότε ο ναυλωτής απευθύνεται στο ναυτικό πράκτορα για τη μεταφορά, αν όμως η ποσότητα είναι μεγάλη, ας πούμε πάνω από 500 τόννους, τότε είναι δουλειά του ναυλομεσίτη να εντοπίσει το κατάλληλο πλοίο.



# LINER TRADE

- A ship operating under a line is performing regular trips between specific ports, trying to follow a tight time schedule.
- Such time and sailing schedule is published and known (through the PORT agents and the local maritime newspapers) to everyone. The target is to collect small parcels, which need to be transported to the port(s) of destination and thus use as much as possible of the available cargo space (holds and/or deck capacity of the ship).
- The liner operators run regular services between predefined ports and act as common carriers, accepting any parcel of general cargo shipped between the ports covered by their service.
- The compensation (freight) is geared more to the long term rather than to each leg-voyage or each round voyage. The freight is calculated according to fixed tariffs. Such tariffs are subject to variations of the actual cost of transportation, however, in comparison with the freight fluctuations that may be noticed in the tramp market, they are DEFINITELY more stable.
- The shipping lines are usually the Ship Owners of the liner vessels or they take charter-in tonnage in order to satisfy the requirements of the specific liner service.

# TRAMPS - TYPES OF CHARTERING AGREEMENTS

- In practice, there are two MAIN types of agreements for Chartering of Tramp ships, which apply to both dry and liquid cargoes.
- They are the VOYAGE CHARTER under which the ship is chartered for one specific voyage and the Charterer gets the right to accommodate the goods onboard by paying “Freight”, and the
- TIME CHARTER, in which case the ship is chartered for a certain period of time short, or long, or in order to perform one or more (single voyage or round voyage or 2-3 legs etc.) voyages and is paid an amount of money per day called “Hire” in order to allow the Charterer to perform voyage(s) of their absolute choice
- One may observe that the need for Time Charters exists, because there is demand for ship(s) that will perform one or several transportations of goods, under Voyage Charter(s). However, it is important to understand that a ship which is hired under a Time Charter, actually performs single Voyage(s) and that the Time Charterer has the role of the so called “sub Owner” or “Disponent Owner”. The Time Charterer is thus the only one dealing with the exploitation of the ship, whereas the Ship Owners is dealing with everything else except the commercial management of his vessel.

# VOYAGE CHARTER PARTY

- Under Voyage Charter, whenever a Cargo Owner or a Charterer or a Contractor or an Operator (in any case called the Charterer) wishes to Charter a vessel. In fact, the Charterer requests the right to accommodate a pre-agreed quantity of a pre-agreed commodity aboard and to have it transported from a named port of loading to a named port of destination. The Vessel is employed for a single and specific Voyage, between one or more named Ports of Loading to one or more named Ports of Discharging. A specified quantity (or a range of it) of a specified (named and described) commodity (which we shall be calling “the cargo”), is agreed to be carried. (For instance, 50,000 up to 55,000 metric tons at Charterers - or at Owners’ option. Or, 50,000 metric tons 5% more or less at Charterers - or at Owners option.) The party that Charters the ship is called the “Voyage Charterer”. The remuneration is called “Freight” and it is agreed as an amount of money per ton or per cubic meter or per piece of cargo loaded, or as a Lump sum amount regardless to the quantity which will be finally loaded. Under a Voyage Charter Agreement, the Owner agrees:
  - To avail his vessel at Charterers’ disposal at the agreed port or ports, within agreed dates (at least for the first port of loading), in order to load a full or a part cargo (depending on the agreement).
  - To transport the cargo from the agreed port or ports of loading to the agreed port or ports of discharging.
  - To avail his vessel at Charterers’ disposal at destination for discharge the cargo.

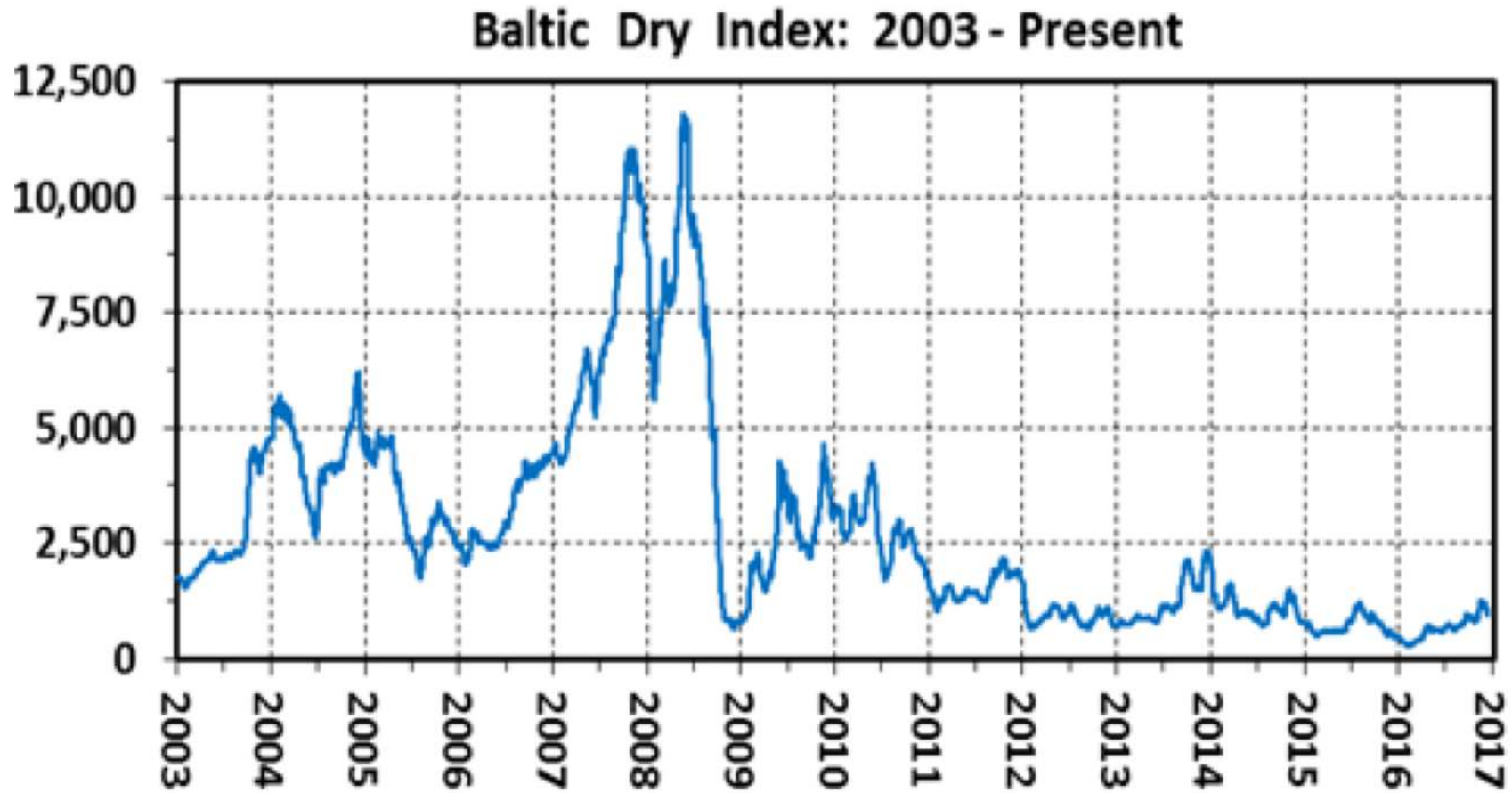
# TIME CHARTER PARTY

- Under Period Time Charter the vessel is employed for an agreed period of time, the organization that charters the ship is called “Time Charterer” and the payment is called Hire. While Freight is a payment in respect of carriage of goods from one place to another, daily Hire is payable for the right to use the vessel for a specific period of time. Such payment is due from the moment that the vessel is delivered to the Charterers and remains at their entire disposal, till the moment that she is redelivered to the Owners. The payment is calculated “per day” and pro rata, over the whole period of the duration of the employment and is usually paid semimonthly in advance.
- The Owners remain responsible for the navigation and the maintenance of the vessel as well as the supervision of the cargo, while the Charterers take over the commercial control, having the liberty to use her for Voyage Charters or Consecutive Voyages and generally to enter into chartering agreements.
- Usually, Time Charterers may be:
  - Contractors, who need to arrange transportation of their Contracts of Affreightment.
  - “Non-Vessel Operating Common Carrier” (NVOCC) or Liner operators, seeking suitable tonnage for their Liner trade.
  - Operators, who seek to make profit by subletting the Ship to other Time Charterers or by profitably employing her under Voyage Charters and/or Parceling.

# CHARTERING PROCEDURE

- As a matter of fact, chartering negotiations are based on the Charter Party. One of the starting points (in a cargo order) that are usually declared is the type of Charter Party form to be used. In this way, both Owners and Charterers obtain a common basis to start with.
- Main terms, which are, usually, contained in the 1st page of a Charter Party (box layout), are negotiated and when the parties reach an agreement (main terms), they proceed to the printed form and the additional clauses.
- Having a certain type of Charter Party as a basis, the negotiations are easier. The printed form is agreed upon by inserting additions and making alterations or deletions.
- Finally, the parties agree upon additional clauses that form a rider to the Charter Party.
- Additional clauses are terms and conditions imposed by Charterers or Owners, intended to make the agreement clearer and more detailed. Usually terms imposed by the agreeing parties are the result of their own past experience in chartering. The negotiation which is a complicated and very quick procedure is usually effected through one (usually in tankers) or more ship brokers. They are remunerated at a percentage amount on freight or hire earned and paid

# GRAPH OF BDI 2003-2017



# ESTIMATES OF TIME CHARTER RATES USD/DAY

		Rates updated on Wednesday				03 July 2019	
		Please contact us for rates/charts on scrubbers and eco tonnage.					
DRY TIME CHARTER ESTIMATES (\$/pdpr)							
SIZE	6 MOS		1 YR		2 YR		
PERIOD	ATL	PAC	ATL	PAC	ATL	PAC	
HANDY (32k dwt)	▬ 9,000	▬ 8,500	▬ 9,250	▬ 8,750	▬ 9,250	▬ 8,750	
SUPRA (56k dwt)	▬ 10,500	▬ 10,000	▬ 10,500	▬ 10,250	▬ 10,500	▬ 10,250	
ULTRA (62k dwt)	▬ 11,500	▬ 11,000	▬ 12,000	▬ 11,250	▬ 12,000	▬ 11,000	
PANA/KMAX (76k-82k dwt)	▲ 14,250	▲ 12,000	▲ 12,850	▬ 11,850	▲ 12,000	▬ 11,600	
CAPE (170k dwt)	▬ 19,000	▬ 18,750	▬ 18,250	▬ 17,000	▬ 16,000	▬ 15,750	

## ΓΕΝΙΚΟΣ ΔΕΙΚΤΗΣ ΧΡΟΝΟΝΑΥΛΩΣΗΣ ΠΛΟΙΩΝ CONTAINERS (“HARPEX”)

INDEX 5TH JULY 2019 : 619 This INDEX represents : T/C daily rate in USD according to TEU intake:  
1100 TEU: \$5,250 - 2700 TEU: \$9,250 - 4250 TEU: \$10,250 - 8500 TEU: \$26,500



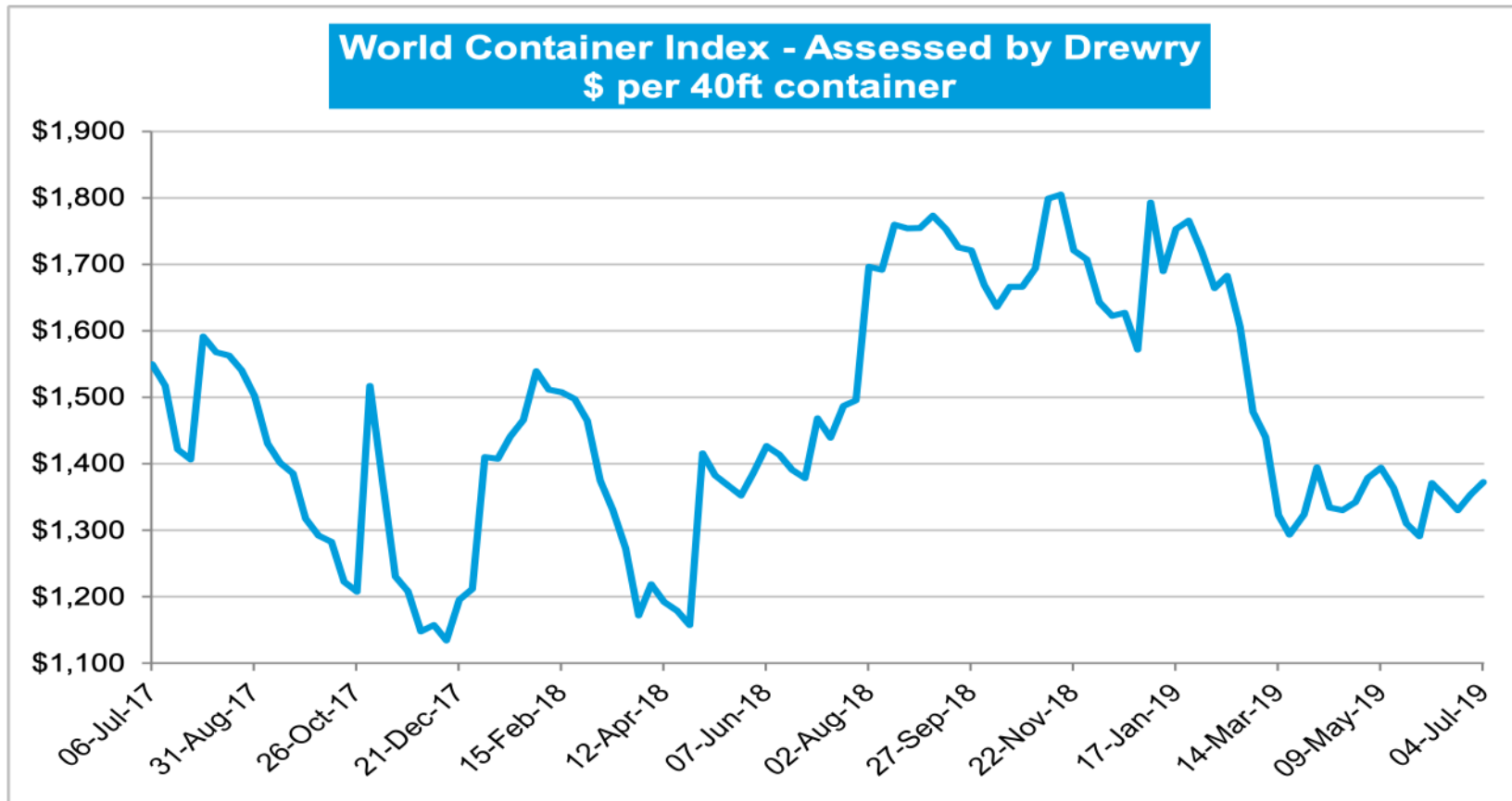


# SCFI weekly for 2019 - 5th July 2019:810.91



# The World Container Index assessed by Drewry

a  
A composite of container freight rates on 8 major routes to/from the US, Europe and Asia is up 1.4% to **\$1,372.11 per 40ft** container (updated Thursday, 4 July 2019).



# ΔΕΙΚΤΗΣ ΝΑΥΛΩΝ ΕΜΠΟΡΕΥΜΑΤΟΚΙΒΩΤΙΩΝ (“SCFI”)

INDEX 871 REPRESENTS \$/TEU FROM CHINA TO:

EUROPE \$914 - TO MED \$791 - TO USWC \$1,552 and TO USEC \$2,775

## Shanghai Containerized Freight Index



# CONCLUSION

SHIP'S EMPLOYMENT = VOLATILITY AND HIGH RISK

Σας ευχαριστω!

N. Πενθερουδακης

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