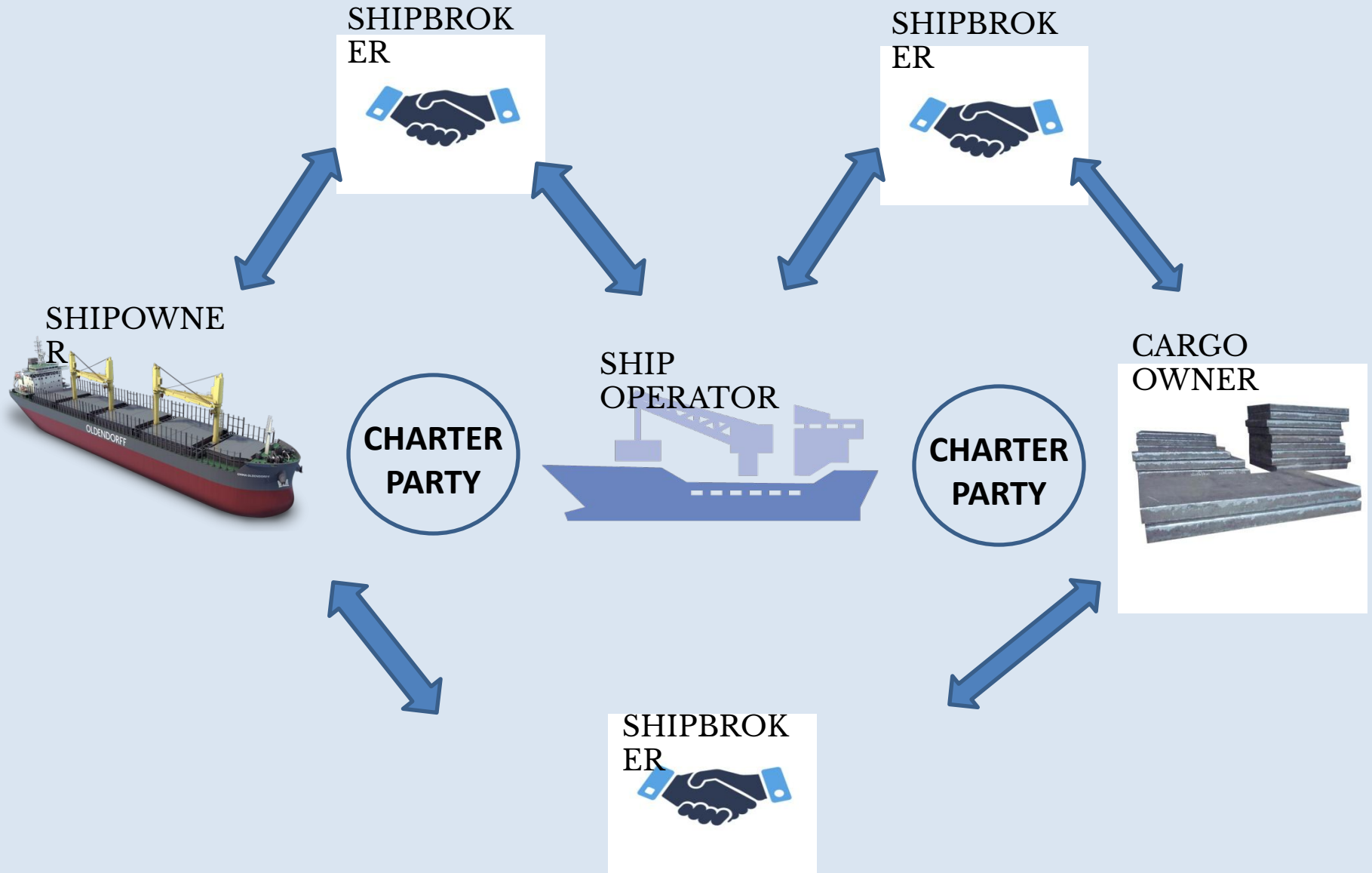


COMMERCIAL  
SHIPPING:  
SHIPOWNERS' VIEW

SERGEY ISKOV

# WHO IS WHO ?



# THE VESSEL / THE “LADY”



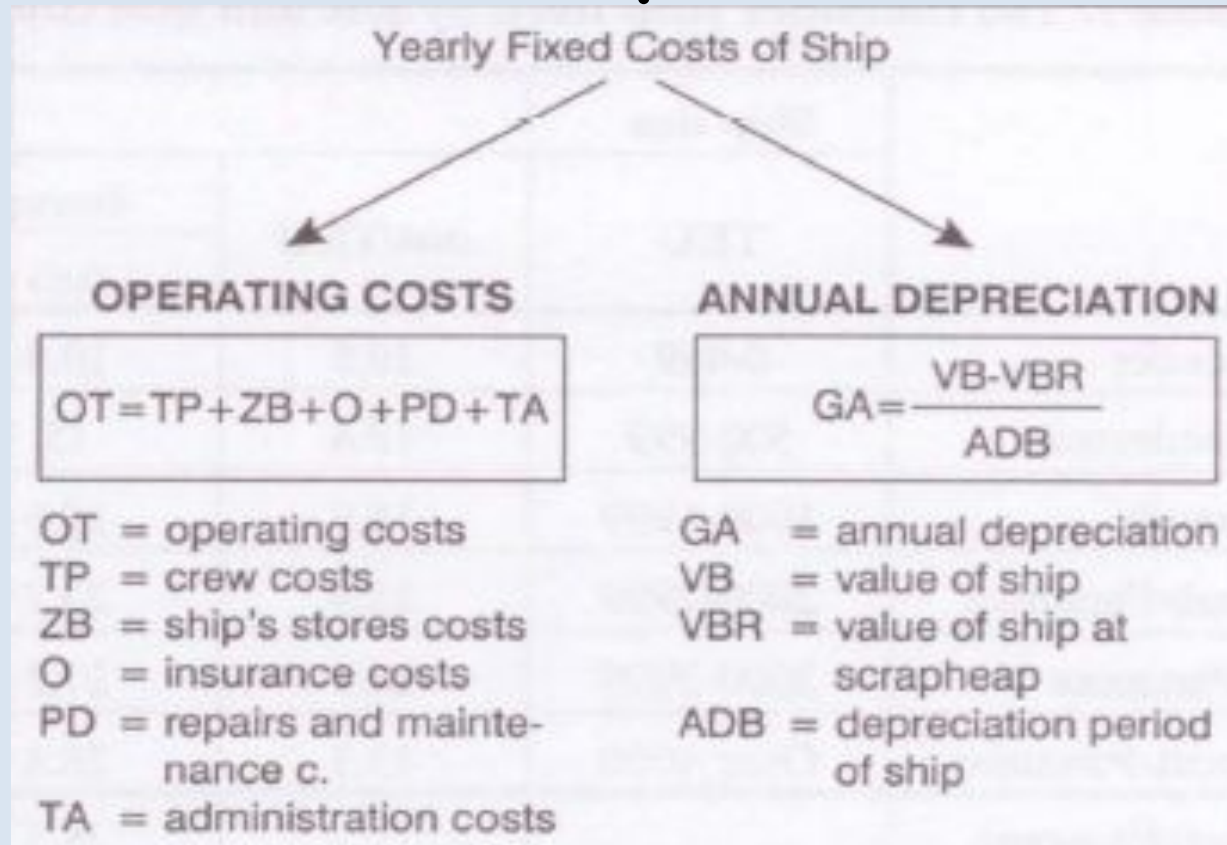
<b>Type</b>	Grabfitted bulkcarrier
<b>Yard</b>	Tsuneishi Shipbuilding, Zhoushan, China
<b>Built</b>	2014
<b>IMO</b>	9668908
<b>Class</b>	Nippon Kaiji Kyokai
<b>Flag</b>	Panama
<b>DWT (summer)</b>	57,903
<b>Draft (summer)</b>	12.827
<b>TPC</b>	57.47
<b>LOA/Beam</b>	189.99 / 32.26
<b>GT/NT</b>	32,370 / 19,435
<b>Grain/Bale</b>	72,607 / 69,348
<b>Holds/Hatches</b>	5 / 5
<b>Gear</b>	4 x 30 MT / Mitsubishi Heavy Ind. / V6 series
<b>Grabs</b>	4 x 12 CBM / SMAG EGF 24,0-1,25-12000 Note: Grabs not to be used unless specific agreement has been made with owners.
<b>Speed/Consumption</b>	Laden: Abt.14.00 kts on abt 31.90 mt IFO RMG380 and 0.10 mt MGO DMA max 0.10% sulphur Ballast: Abt 14.00 kts on abt 31.90 mt IFO RMG380 and 0.10 mt MGO DMA max 0.10% sulphur

# TYPES OF CHARTER PARTIES:

- VOYAGE CHARTER
- TIME CHARTER (LONG + SHORT PERIOD)
- BAREBOAT CHARTER



# HOW MUCH DOES THE SHIP COST ?



# HOW MUCH DOES THE SHIP COST ?

	annual costs US\$	daily costs US\$
Crew wages	443,424	1,215
Victuals	45,154	124
Other crew costs	60,213	165
Total crew costs	548,791	1,504
Lubricants	60,019	164
Stores other	87,442	240
Stores total	147,461	404
Spares	85,041	233
Repairs & maintenance	77,155	211
Repairs & maintenance total	162,196	444
P&I insurance	72,292	198
Insurance	59,631	163
Insurance total	131,923	361
Registration costs	6,992	19
Management fees	141,608	388
Sundries	59,676	164
Administration total	208,276	571
Total operating costs 2003	1,198,647	3,284

Table 9: Daily fixed costs of ship

Type of vessel	Handysize bulker
Year of building	1985
DWT	28,909
TEU	
Speed	14.6
Fuel consumption per day	32.5
Price of fuel in \$	152
Lifespan of ship 20 years	
365 days of service	365
Operating costs per day in \$	3,284
Daily depreciation in \$	1,584
Fixed costs per day in \$	4,868

# HOW MUCH DOES THE SHIP COST ?

## VOYAGE COSTS:

$$VC = FC + PD + TP + CD$$

VC – voyage costs

FC – fuel costs

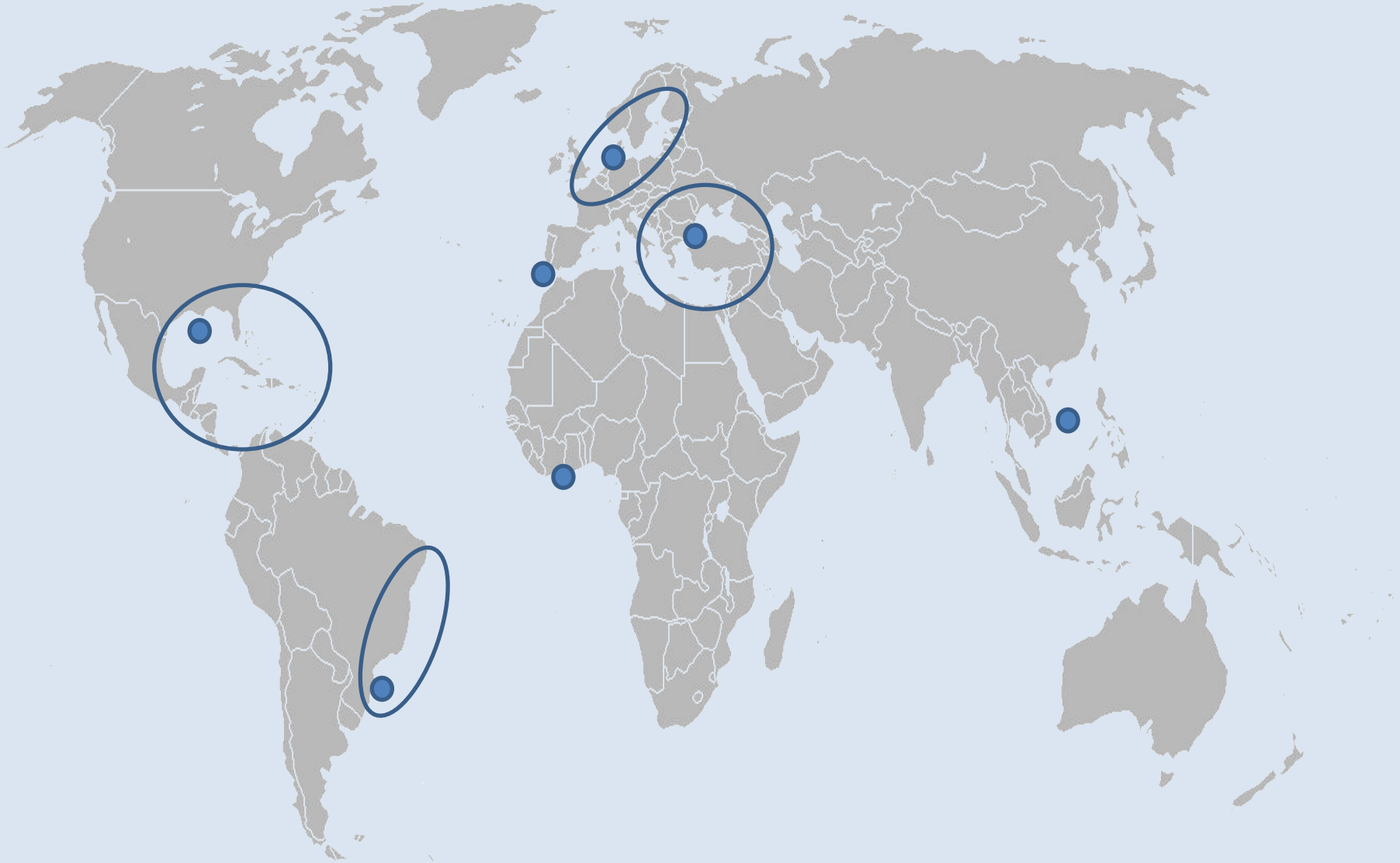
PD – port dues

TP – tugs and pilotage

CD – canal dues



# BACKHAUL VS. FRONTHAUL DIRECTIONS: DIFFERENCE?



# BACKHAUL VS. FRONTHAUL DIRECTIONS: DIFFERENCE?

BACKHAUL DIRECTION – VOYAGE TO  
CARGOBASE

FRONTHAUL DIRECTION – VOYAGE TO  
“POOR” REGIONS

# BACKHAUL VS. FRONTHAUL DIRECTIONS: DIFFERENCE?

Baltic Exchange Supramax 58				
S1B_58	58328	Canakkale trip via Med or BlSea to China-S.Korea	14541	+50
S1C_58	58328	USG trip to China-S.Japan	18139	-361
S2_58	58328	N.China one Australian or Pacific r/v	9364	+28
S3_58	58328	N.China trip to W.Africa	5260	+30
S4A_58	58328	USG trip to Skaw-Passero	14869	-556
S4B_58	58328	Skaw-Passero trip to USG	6013	+54
S5_58	58328	W.Africa trip via ECSA to N.China	12729	+204
S8_58	58328	S.China trip via Indonesia to ECI	10331	+56
S9_58	58328	W.Africa trip via ECSA to Skaw-Passero	8904	+200
S10_58	58328	S.China trip via Indonesia to S.China	10017	+59
Time Charter Average			9868	-2

## Baltic Exchange Handysize Index

Route	Description	Value (\$)	Change
HS1 28000	Skaw-Passero trip to Rio de Janeiro-Recalada	5960	+90
HS2 28000	Skaw-Passero trip to Boston-Galveston	5867	+79
HS3 28000	Rio de Janeiro-Recalada trip to Skaw-Passero	10264	+125
HS4 28000	USG trip via USG or NCSA to Skaw-Passero	10075	+14
HS5 28000	SE Asia trip via Australia to Spore-Japan	7607	+36
HS6 28000	SKorea-Japan via NOPAC to Spore-Japan	7407	+64
Weighted Time Charter Average (HS1,HS2,HS3,HS4,HS5 & HS6)		7774	+63

# CARGO STEM & VESSEL ORDER

PLEASE OFFER FIRM FOR BELOW BIZ:

ACCOUNT FCC

42,000 MT 10% MOLOO BULK WHEAT

LOAD : 1SB 1SP HAMBURG CHOPT 1SB 1SP ROSTOCK

LOARATE : 8,000 SATSHEX EIU (17:00 FRI-08:00 MON)

NOR AT LOAD 0800-1700 HRS MON-FRI ( SATSHEX).TTC  
0800HRS NWD

DISCH : 1SB LAGOS 11.60M BW NAABSA + 1SB PORT HARCOURT  
8.5M FW NAABSA + 1SB WARRI 6.2M FW NAABSA

DISRATE 3000 SHINC

NOR AT EACH DISPORT ATDNSHINC WITH 18 HRS TT AT EACH  
DISPORT EVEN IF ON DEMMURAGE EISC

L/CAN 05-15 MAY 17

2.5ADD PU

# CARGO STEM & VESSEL ORDER

ACCT MAKAROVKA SHIPPING

28-35K DWT SDBC MAX 20 YRS OLD /GEARED

DEL CONTI/BALTIC

APRIL DATES

1 TCT WITH HLESS FERTS

ABT 25-30 DAYS

REDEL 1 EAST MED EXCLD SYRIA

2.5% PAST US

CAN TRY FOR 5-7 MONS TC

# TIME-CHARTER EQUIVALENT (TCE)

$$\text{TCE} = \frac{\text{Voyage Revenues} - \text{Voyage Expenses}}{\text{Round Trip Duration in Days}}$$

Revenues = Freight

Voyage expenses = fuel, DAs, canal dues etc.



# CHARTER-PARTY NEGOTIATIONS

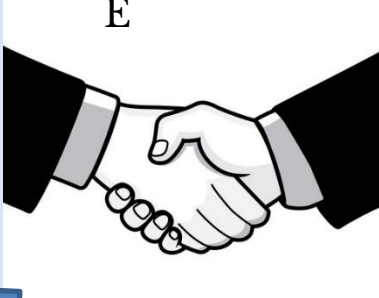
INDICATION



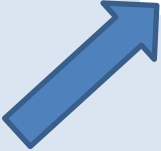
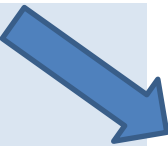
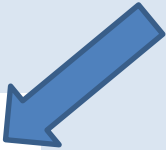
FIRM OFFER



FIXTURE



NEGOTIATIONS



# THE CHARTER PARTY CONSISTS OF:

- MAIN BODY (AMENDED PROFORMA)
- RIDERS (ADDITIONAL CLAUSES)
- CLEAN FIXTURE RECAP (MAIN TERMS)

# Q&A

- На чем основывается судовладелец, выбирая потенциальный бизнес (груз) для своего парохода ?
- Назвать наиболее значимые с коммерческой точки зрения характеристики парохода.