1. Using a vessel of your choice draft a comprehensive firm offer on a voyage basis for a prospective cargo.

   Draw up a calculation to show the owner of said vessel the time charter equivalent for the voyage.

2. Charterers have asked that you, as a broker, request your owners to sign bills of lading prior to the completion of loading of the cargo. Draft a message to your owner with your advice.
3. Sketch a general arrangement plan of a vessel of your choice
Describe the principal trade routes for said vessel

4. With reference to the calculation of laytime explain the significance of the following terms
and discuss any problems that may arise in each case.
   NOR
   Interruptions
   Demurrage and Despatch
   Reversible

5. Analyse the role of the broker in fixing a charter party contract and discuss the concept of
warranty of authority including examples of breaches.

6. Select **TWO** of the following cargoes:
   Grain
   Timber
   Iron ore
   Containers
Set out the main trade routes and any peculiarities and/or hazards in the carriage of
these cargoes.

7. You are acting for a principal who has only one vessel and is quite new to the market.
You are negotiating this vessel on a long term timecharter agreement. Draft a message
explaining the main points of the proposed charter party, including any advice on clauses that must
be included and those that he might want to amend.

8. The year 2004 was phenomenal for the dry bulk market, as far as earnings were concerned, and owners’ expectations have risen accordingly. Write a report for your principal detailing the main factors affecting the current dry bulk market and your forecast for the next 18 months.

Your answer may include real or imaginary data