1. Discuss the different reasons ship owners and ship agents require P&I insurance cover.

2. A steel trader has approached your company with a request for agency services and to discharge, store and distribute cargoes of steel from a port of your choice.

Draft a formal proposal to the prospective client marketing your agency services and any added value services that you may be able to supply.

3. You are the charterer’s nominated agent for a vessel calling into your port with a timber cargo. Due to a fire during the voyage the Master had to jettison a portion of the deck cargo. The owners have declared General Average.

Draft a formal letter to the cargo receiver outlining their obligations under General Average.

4. What are the three functions of a bill of lading?

Why is a ‘clean’ bill of lading important in international trade?

5. Discuss two of the following terms:

a. Notice of Readiness
b. Sea Protest
c. Free Pratique

PLEASE TURN OVER
6. Compile a detailed time sheet and calculate demurrage or despatch due from the information within the Statement of Facts.

**MV Don**

<table>
<thead>
<tr>
<th>Event</th>
<th>Date/Time</th>
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<tbody>
<tr>
<td>Arrived Rotterdam Roads</td>
<td>0300 hrs Monday 2(^{nd}) March</td>
</tr>
<tr>
<td>NOR tendered</td>
<td>0900 hrs Monday 2(^{nd}) March</td>
</tr>
<tr>
<td>Loading commenced</td>
<td>0700 hrs Tuesday 3(^{rd}) March</td>
</tr>
<tr>
<td>Loading completed</td>
<td>2000 hrs Friday 6(^{th}) March</td>
</tr>
<tr>
<td>Vessel sailed Rotterdam</td>
<td>0600 hrs Saturday 7(^{th}) March</td>
</tr>
</tbody>
</table>

Cargo Loaded 20,000 metric tonnes Grain

Laytime to commence at 1300 hrs if notice given before noon, at 0700 hrs next working day if given after noon: notice to be given in ordinary working hours.

Cargo to be loaded at the rate of 5000 metric tonnes per weather working day of 24 consecutive hours.

Time from 1700 hrs Friday or the day preceding a holiday to 0800 hrs Monday or next working day not to count unless used, but half actual time used to count, unless vessel already on demurrage.

Demurrage rate USD 5,000 per day and Pro Rata/Despatch at half demurrage rate on laytime saved.

On Tuesday 3\(^{rd}\) March rain stopped loading between 1100-1700 hrs.

On Wednesday 4\(^{th}\) March rain stopped loading between 1200-1300 hrs.

On Friday 6\(^{th}\) March due to technical issues with the vessel’s hatches the vessel stopped loading between 1800-1900 hrs.

The vessel was unable to sail until 0600 hrs on Saturday 7\(^{th}\) March as there was a technical fault with the lock gates.

No local or national holidays occurred during this period of time.
7. You are the charterer’s nominated agent for a bulk carrier which has arrived at your port and is nearing completion of discharge. Despite requesting USD100,000 in advance port costs, the owners have not sent you any funds to date. Your boarding agent has called the office stating that although discharge has just been completed the crew are refusing to prepare the vessel to sail. They, allegedly, have not been paid for three months, and are seeking your assistance to contact the ITF. Meanwhile you have received a communication from the owners demanding that you make arrangements to sail the vessel immediately. Discuss your actions.

8. Draft the various disbursement and cargo accounts that would result from a vessel calling at your port under a time charter to load a CIF cargo of grain.