



INSTITUTE OF
CHARTERED
SHIPBROKERS

BOOK CATALOGUE

2017



Book Catalogue 2017

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Introduction

Shipping has become more complex to the extent that the name shipbroker, which at one time was thought to apply only to those engaged in chartering dry cargo tramp ships, now embraces separate disciplines in tanker chartering, ship management, sale and purchase, port agency and liner trades.

As an independent international professional membership organisation, the Institute of Chartered Shipbrokers strives to promote a world class program of education and training to ensure that all members are knowledgeable about their business. As a result, the Institute produces and publishes a comprehensive series of books on the shipping business.

The books are unique in that they have been written by professionals for professionals in the shipping industry. They now undergo a regular periodic review where they are peer reviewed, revised and updated by professionals in their particular discipline so that an accurate revision can be achieved.

Up to date information has been sourced from leading shipping research providers to illustrate graphs, charts and tables. Trade routes and ship drawings have been produced in house, while talented designers and proof readers have been employed to ensure the highest level of appearance and consistency in the books.

All this encourages the reader to look forward to turning over to the next page.

The Institute continues in its search for excellence in its titles.

Introduction to Shipping

Foreword by Alan Marsh, FICS
Former CEO - Braemar Seascope and former President,
Institute of Chartered Shipbrokers
ISBN 978-1-908833-83-9 330 pages



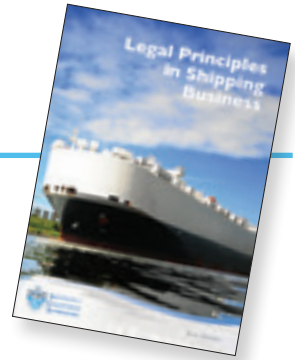
Introduction to Shipping provides an overview of the shipping industry. It defines and describes all aspects of shipping, the personnel who work in it, the history behind it and touches on the financial side of the industry.

The book also covers all forms of shipping documentation, ship types, trade routes and ports. In providing an authoritative assessment of global shipping, *Introduction to Shipping* is suitable not only for personnel within the industry, but also for those in other professions who wish to expand their general understanding of this exciting and dynamic industry.



Legal Principles in Shipping Business

Foreword by Sir David Steel
International Commercial Arbitrator and former
Admiralty Judge of England
ISBN 978-1-908833-84-6 372 pages



***Legal Principles in Shipping Business* describes the way that shipping law affects how the industry conducts itself.**

It explains the nuts and bolts of charter parties and different types of shipping documentation such as bills of lading and waybills. It describes the principles and the essential ingredients of contract Law.

English law is the most widely used law in shipping business. Nearly all practical documents of an international nature involved with shipping business are based on English law. The book thoroughly explains concepts of common law, case law and precedent and how these contrast with statute law.

This title covers the role of arbitration in dispute resolution, the different services provided by maritime arbitrators and gives details of arbitration centres. It describes the advantages and disadvantages of arbitration versus litigation.

This book will therefore be essential reading for those studying *Legal Principles in Shipping Business*, but will also be beneficial to everyone who wishes to expand their knowledge of this aspect of the industry a bit further.

Economics of Sea Transport and International Trade

Foreword by Julian Bray,
Editor-in-Chief, *TradeWinds*
ISBN 978-1-908833-59-4
Pages: 236



This authoritative book is both a great introduction to the economics of the shipping industry and a valuable reference book for commercial practitioners. *Economics of Sea Transport and International Trade* is an easy-to-read reference for those who need an overview of the economic and commercial issues involved in the chartering, ownership and management of oceangoing ships. It describes canals and ports and economies of scale in ship sizes.

Diagrams and easy-to-follow graphs supplement clear explanations of the supply and demand for shipping. The book examines the wider shipping industry – including tankers, dry cargo, the liner trade and the sale and purchase of ships – and describes the factors within world trade which contribute to the up and down cycles that affect the shipping industry. The management of vessel operations as well as the information that shipbrokers need in order to operate within the industry are covered.

Economics of Sea Transport and International Trade details contractual and commercial essentials that are specific to the maritime industry and covers balance of payments and currency exchange rates.

Shipping Business

Foreword by HE Sultan Ahmed Bin Sulayem,
Chairman, DP World
ISBN 978-1-908833-65-5
Pages: 321



Shipping business is the business of shipping with all its complexity. There are hundreds of roles in the industry and they all fit into the whole like the pieces of a jigsaw puzzle.

This book describes in detail the vertical and horizontal integration of business. It compares the roles of the shipowner, the charterer, the shipbroker, the agent and the duties of back-office staff.

It explains the specifics of charter parties and the various ways in which ships are employed, including the cargoes they carry. The buying and selling of ships is also covered.

For anyone intending to follow a specific career path within the shipping sector, this book is essential reading. *Shipping Business* will greatly add to their knowledge and understanding of the industry.

Dry Cargo Chartering

Foreword by Paul C. Over
Director; Nyika Ltd, Bedt Ltd (Baltex), Asia Maritime Pacific
Agencies Ltd, Carisbrooke Ltd and Epic Gas Ltd
ISBN 978-1-908833-41-9 Pages: 322



Dry Cargo Chartering describes work at the coalface of the dry cargo sector, mainly involving the shipping of bulk commodities.

This book explains how this part of the industry works and also looks at the less familiar cargoes and trades. It describes the roles of the shipowner, the charterer and the shipbroker and also the duties of back-office staff. Readers will gain an understanding of the nuts and bolts of charter parties and different types of shipping documentation. The types of employment of ships, including various commodities and cargoes, are covered too.

This volume is aimed at industry personnel who wish to proceed down a certain career path within the shipping industry. This book will be essential reading if that is a dry cargo route, but it will also be highly beneficial to the student who simply wishes to expand their knowledge of the industry.

Ship Operations and Management

Foreword by Tony Dixon, FICS
 Past Chairman of the Institute of Chartered Shipbrokers
 ISBN 978-1-908833-64-8
 Pages: 370



The thousands of ships, vessels and craft that are trading in the world today all have to be operated and managed. For some maritime operations, the task is a relatively straightforward one, but it becomes more challenging as the venture increases in size and complexity. Ship management and the operation of ships is a crucial branch of shipbroking.

Anyone planning to study this complex subject with a view to employment with a ship operator or a ship manager should read this book as it covers all areas that are necessary for ship operations. These will include the ship, its registration and classification, insurance, crews and bunkers. The structure of shipowning and management organisations is detailed in the book as well as the ship manager's legal relationship with others. Voyage estimating and accounting is also discussed.

Ship Operations and Management is also a valuable reference to everyone who wants to broaden their general knowledge of the shipping industry and its myriad facets.

Ship Sale & Purchase

Foreword by Michael K. Drayton,
Former Chairman of the Baltic Exchange
ISBN 978-1-908833-39-6
Pages: 288



Specialist ship sale and purchase brokers have pioneered their own market over the years. That market has developed its unique ways of working, its own terminology and dedicated documentation. S&P brokers keep in contact with those companies that possess vessels they might sell and those that are considering buying such vessels. They keep track of sales and prices to provide a professional service to their principals.

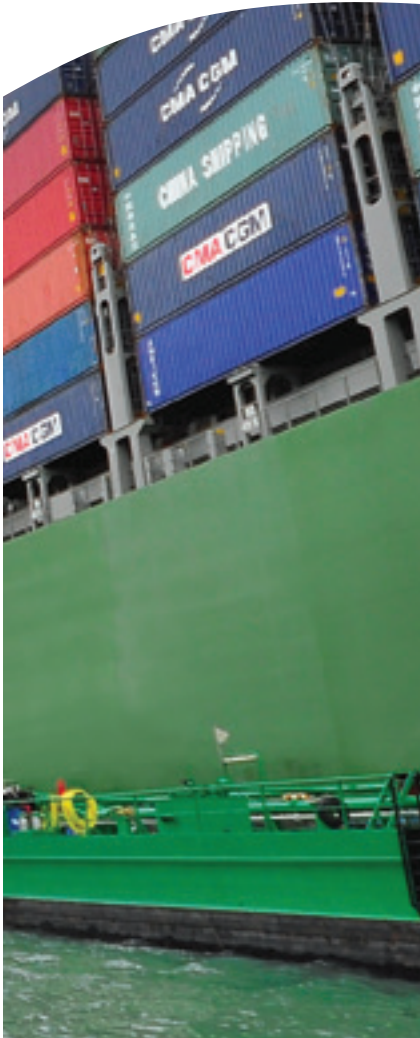
This book describes how these professionals represent the best interests of both buyer and seller and how they should handle negotiations between the parties and attend to the necessary formalities once an agreement to buy or sell has been reached.

The various ship sale contracts and clauses are examined in great detail as well as the demolition market and its standard forms. Geography, ship registration, classification, finance, and legal issues are some of the areas covered in the book that are essential reading for any successful sale and purchase broker.



Liner Trades

Foreword by Robert Woods,
CBE Chairman, P&O Ferries and Former President
of the Institute of Chartered Shipbrokers
ISBN 978-1-908833-60-0 Pages 386



Container ships have largely taken over the tasks of carrying goods to market internationally. In previous decades, these trades had been undertaken by numerous small tweendeckers. Large container ships have satisfied the promoters of economies of scale.

Liner Trades covers the types of vessels operating liner services and their trade routes, and provides a comprehensive description of modern container ship operations and management. Co-operative ventures and consortia within the various service networks are detailed as are the financial and legal aspects of the trades and various types of documentation involved.

This book is aimed not only at the students who wish to work in this sector; but also at those who wish to increase their knowledge of all aspects of the shipping business.

Port Agency

Foreword by John S Denholm
Chairman and Chief Executive, J & J Denholm Ltd
ISBN 978-1-908833-85-3
Pages: 248



In an industry as international as shipping, it is impossible for a ship operator to have offices in every port where its ships might call. Instead, ship operators rely on a network of port agents to act as their eyes and ears to ensure the safe and secure running of their ships. As the representative of the ship, the port agent helps keep global trade moving and profits flowing.

Port Agency examines in detail this critical front-line role. From the day-to-day duties expected of a port agent and the legal background to the role, to the mass of documentation needed and relationships with principals, *Port Agency* guides the reader through this fascinating aspect of the shipping industry.

On a practical level, *Port Agency* explains the concept of the 'arrived ship' and examines the importance of tendering the notice of readiness.

From a legal standpoint, *Port Agency* examines the agent's position in relation to other parties.

Logistics and Multi-modal Transport

Foreword by Claus Hyldager,
CEO, Inchcape Shipping Services
ISBN 978-1-908833-61-7
Pages: 360



Logistics is the management of a flow of goods from the point of origin to the point of delivery in order to meet certain requirements. The carriage of goods by sea is only part of the story. There are links at both ends of this transport chain and it is essential for shipping practitioners to take an overall view of this complex subject.

The book covers all aspects of shipping logistics from factory outlet to customer and all stops in between. It describes transport by rail, by air and by road and details all forms of documentation, the related conventions, statutory regulations and restrictions.

Logistics and Multi-modal Transport has been written, compiled and edited by professionals. This book is not only essential for personnel within the logistics sector; but also to those who wish to expand their knowledge of shipping in general.

Port and Terminal Management

Foreword by Kim Fejfer,
CEO APM Terminals
ISBN 978-1-908833-63-1
Pages: 210



Port and terminal managers have had to adapt fast to meet rising demand driven by continuing high levels of world trade. Globalisation is putting port models under increasing pressure to remain competitive in fickle cargo markets. Increasing productivity – through expansion or better utilisation of existing assets – is a must for economic survival.

Port and Terminal Management considers all operational aspects of port functions, from financing, legal concerns and planning to competition, equipment and marketing.

Reviewed by leading industry experts, *Port and Terminal Management* considers the trend of privatisation and other ownership models and looks at the marketing techniques that can maximise profit potential. The age-old issue of cost-effective and efficient labour is weighed against the growing use of automation, while the effect on bottom lines of trade specialisation and larger ships is also given due attention. Financing sources and international legal considerations specific to port operations also feature in this informative book.

Offshore Support Industry

Foreword by Howard D. Woodcock, FICS
 Chief Executive, Bibby Offshore Holdings Limited
 ISBN 978-1-908833-00-6
 Pages: 256



This authoritative book is both a great introduction to the operational side of the offshore support industry and a valuable reference work for commercial practitioners.

Offshore Support Industry is an easy-to-read reference for those who want an overview of the technical and commercial issues involved in the chartering, ownership and management of offshore vessels. Complete with maps, diagrams and photographs, this book covers everything from the role of the support vessel to knowledge of the wider offshore industry, including exploration and production of oil and gas together with offshore renewables.

Contractually, an offshore vessel charter may share many common aspects with a conventional charter party; indeed most current contracts were adapted from existing documents. But the nature of the work of offshore vessels and the environment in which they work, place them in a category that requires industry-specific issues to be addressed. This has consequences for the management of vessel operations and for the information that shipbrokers need in order to operate within the industry. *Offshore Support Industry* details contractual and commercial variations that are specific to this growing industry,

Marine Insurance

Foreword by Chris Adams,
Head of Loss Prevention, Steamship Mutual
ISBN 978-1-908833-62-4
Pages: 290



Offering financial protection against maritime and transit losses, marine insurance gives the shipping industry the confidence to trade. Without the shelter to risk presented by insurance, shipping transactions and operations would be severely curtailed as players would have to rely on their own funds to cover incidents, loss or damage.

Marine Insurance delivers a valuable briefing on this important sector. London insurance and reinsurance markets are reviewed, as are the role of the marine insurance broker and London market associations, such as the International Underwriting Association of London. The book analyses the Marine Insurance Act 1906 and discusses the principles of marine insurance. In addition, it details the nuances of particular versus general average and covers indemnity and third-party liability.

Looking at policies, *Marine Insurance* considers facultative cargo insurance and cargo and time clauses in great detail. It includes policies and standalone Institute cargo clauses in full for a better understanding of the complexities involved. Claims are examined, and the concepts of actual total loss, constructive total loss and compromised total loss explained in detail.



Shipping Finance

Foreword by James Kidwell,
Chief Executive, Braemar ACM
ISBN 978-1-908833-66-2
Pages 170



Finance is at the heart of global industries and shipping is no exception. Without access to appropriate finance, the maritime industry as we know it would cease to exist. Whether it is the purchase of a ship, investment in a shipping start-up or the outlay into research and development, finance is the engine of progress in the shipping world.

Shipping Finance takes the guesswork out of fiscal planning, delivering professionally reviewed guidance from both sides of the financing fence. Taking the lender's perspective, Shipping Finance considers the basic principles of good lending and sources of security for loans. From the borrower's angle, Shipping Finance examines different equity sources, from debt financing and the bond markets, to various loans, securitisation and tax-efficient financing schemes. It also examines the all-important debt-equity balance, and Islamic finance options.

Delivering an excellent insight into the pitfalls of misreading the market cycles, Shipping Finance includes several case studies on shipping company failures. The book considers the difficulty of attracting equity investment into shipping, with examples of listed shipping companies that have managed to overcome this equity investment reticence.

Shipping Law

Foreword by Michele White,
General Counsel, INTERTANKO
ISBN 978-1-908833-30-3
Pages: 362



The law applies in some form to every aspect of our lives and this is especially so in shipping because shipping is such an international and complex business.

Nearly all practical documents of an international nature involved with shipping business are based on English law and a vast majority of international contracts of sale of commodities and the contracts of their carriage are governed by English law.

Shipping Law covers many areas of wet and dry law. Legal aspects of charterparties and bills of lading are examined and conventions on the carriage of goods by sea are discussed. Ship ownership and Admiralty jurisdiction, general average, salvage, towage, collision, dispute resolution and limitation of liability are some of the legal issues considered in this book.

Problems and disputes will arise in all aspects of shipping business and so *Shipping Law* will be of great value to all professionals who are involved in the business of shipping.

Tanker Chartering

Foreword by Dr Nikolas Tsakos
 President and Chief Executive of Tsakos Energy
 Navigation Ltd and Chairman of INTERTANKO
 ISBN 978-1-908833-86-0 Pages: 324



The general impression of a tanker is a huge vessel steaming from the Middle East to consumer countries full of crude oil to be refined. But the trade is much larger and much more complex than that. Crude oil is just a part of it; a large part, but there are many other elements.

Crude oil is carried in very large crude carriers, or VLCCs, as well as in Suezmax, LR2s and Panamax tankers. This book explains the characteristics of each type of vessel and their typical trades. It also details other tanker trades. These include clean products such as petrol or gasoline, diesel, gasoils, jet fuels and all the other refined products.

Oil is also refined into elements called chemical feedstock. These end products are carried around the world in chemical carriers. There are also gas tankers. These carry natural gases and petroleum gases.

This book is aimed at those who wish to train as tanker brokers. As well as the ships and the trades, it describes types of employment and the relevant contracts. The book will also be useful for those who wish to increase their existing knowledge of the shipping industry.



Economics of Maritime Transport ,Theory and Practice

By James McConville

ISBN 1-85609-162-7

Published: 1999

Pages: 424



Port Agency

By Malcolm Latache, FICS

1911 2011

ISBN 1-85609-157-0

Published: 1998

Pages: 198

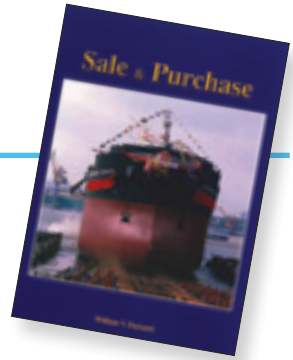


Sale & Purchase

By William Packard, FICS

ISBN 0-9548218-2-3

Pages: 272

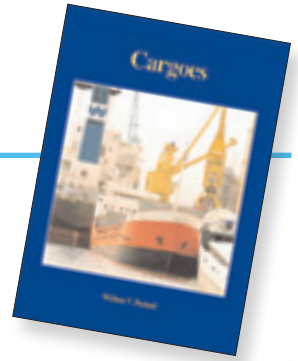


The merchant ship sale and purchase world invariably holds a fascination for shipping outsiders, as well as for those employed elsewhere in the marine industries. Often, only those deeply involved in the subject have a true understanding of all that is entailed in the process of transferring ownership of a multitude of vessel types and sizes between a galaxy of ship-owning organisations, ranging from the largest of state corporations to the newest, entrepreneurs. Few beyond those experienced in the trade will experience the sheer exhilaration of the launch of a newbuilding, or the sadness of consigning yet another hard-worked tramp vessel to an ignominious end on a beach in the Indian sub-continent.

Nevertheless, just as every merchant ship has a beginning and (usually) an end to her career, out of the complexity of everyday sale and purchase life are identifiable elements and procedures which can be separately analysed under appropriate and logical headings. This book is written in the anticipation that it will be of value to those engaged in sale and purchase, either very occasionally or regularly.

Cargoes

By William V. Packard
Published 2004
ISBN 0-9548218-0-7
Pages: 282

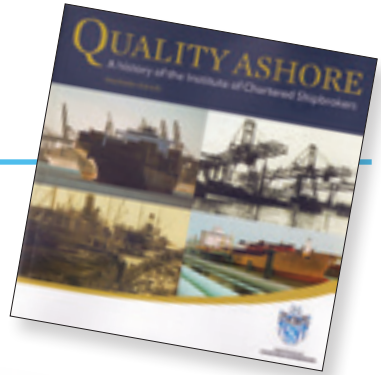


For those who still believe that the transportation of cargoes requires a slow-moving learning curve – think again! New products arrive on the market each year. Traditional products which have been in decline suddenly receive a commercial impetus only to find that the hiatus of several years, even generations, since they were transported in volume has interfered with our knowledge of important carriage hints. New trade routes are constantly developing. All of this calls for great care to be exercised in the rotation of products in cargo tanks and ships' holds.

Although a primary aim of this book is to assist the safe, accident and incident-free transportation of goods by sea, and another the drafting of comprehensive carriage contracts as between traders, shippers, receivers, ship-owners and charterers, in an effort to lift what might be otherwise turgid text, the reader will find snippets of interest covering the history and geography of certain products, accompanied by details of its production and end-use. Readers will be able to understand the purpose of the product movement and its geography, as well as its safe carriage.

Quality Ashore

Foreword by Dr Helmut Sohmen, OBE, JP
 Chairman, BW Group Limited
 ISBN 978-0-901772-02-2 (Softback)
 Pages: 128



The shipping world has changed dramatically since the Institute of Chartered Shipbrokers began. What shifts there have been in mercantile prowess, types of trade, seats of manufacturing and ship design.

Formed in 1911 to raise educational and ethical standards and create a community of professionals, the Institute was granted a Royal Charter in 1929 in order that it would become 'the authority responsible to the world for the character and ability' of its members. With its all important motto of '*Our word our Bond*', it has duly become the standard bearer of the profession across the globe. This book is its story.



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I will send a UK sterling cheque made payable to 'Institute of Chartered Shipbrokers' to:

Institute of Chartered Shipbrokers

85 Gracechurch Street

London

EC3V 0AA

United Kingdom

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I confirm that all of the information on this form is accurate.

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Signed:	Date:
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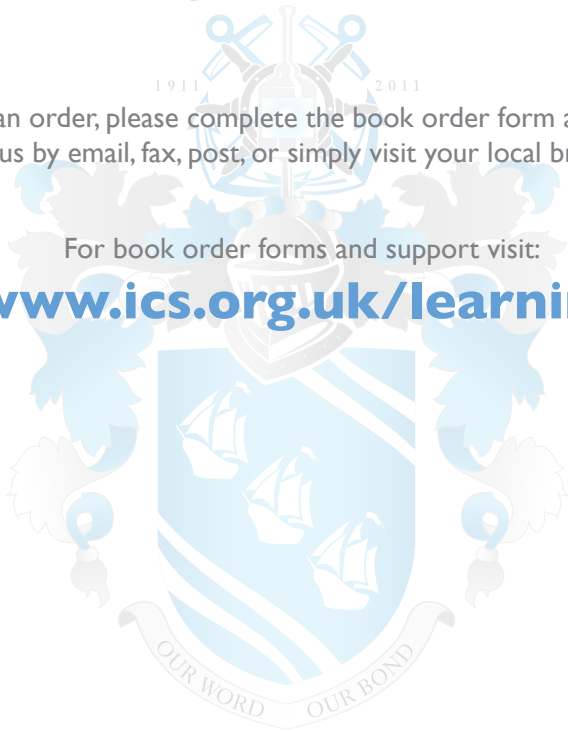
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