

National Taiwan Ocean University  
Department of Shipping & Transportation Management  
Undergraduate Program

Spring Semester of Year 20234 (112 學年度第 2 學期)

Course #B7302111  
Tramp Shipping Management

Chapter 14 Negotiation Leading to a Fixture of Charter Party and  
General Introduction to Tramp Shipping Market

I. Negotiation Leading to a Fixture of Charter Party

- Via chartering brokers to circulate (1) tonnage open positions; and/or (2) cargo orders

(1) An example of tonnage open position :

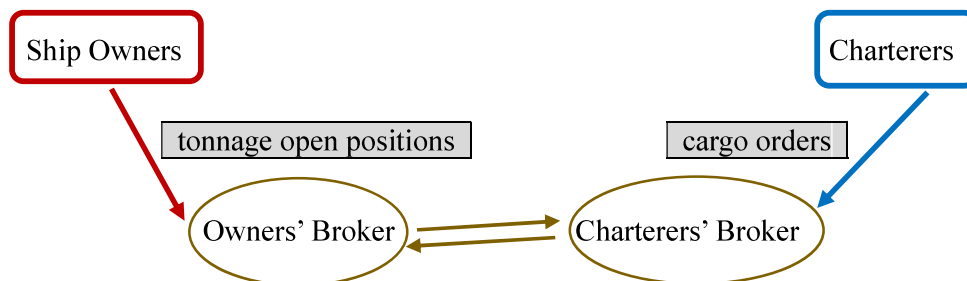
Screenshot of an email from arthur.hsieh@... containing a tonnage open position for MV GENERAL GUISAN. The email header shows the sender as arthur.hsieh@... and the subject as GENERAL GUISAN 63.4 K OPEN CJK 20-22/FEB. The main body of the email lists the following details:

MV GENERAL GUISAN open CJK, China 20/22 Feb  
DWT: 63,474 MT ON 13.325 MTR SWAD - TPC: 61.35  
TYPE: SDBC / IMO NO: 988027 / BUILT: 2020 TSUNEISHI  
FLAG: MARSHALL ISLANDS - CLASS: ABS / PANDI: STEAMSHIP  
LOA/BEAM/DEPTH: 199.90 / 32.26/18.60 MTR  
GRT/NRT: 35,564 / 21,480  
TT STRENGTH: H1,3,5: 26.70 / H2,4: 18.90 MT/M2  
5 HO /5 HA - CRANES: 4 X 30 MTS SWL  
GRABS: 4 X 12 CBM CAPACITY (ELECTRO/REMOTE)  
HATCHCOVERS: END FOLDING TYPE  
GRAIN/BALE CPA: 78,962/75,737 CBM  
CO2/A60/CEMENT HOLDS FITTED/NAT VENT  
ADA  
\*Prefer Voy, try TCT. named proposals pls! Any direction!

Below the details, there is a signature block for Ha ( ) and contact information for Shipping:

Shipping  
TEL : 82-2-6-  
FAX : 82-2-6-  
Mobile : 82-10-5-  
Email : @co.kr  
Skype : @hotmail.com  
Wechat :

(2) an example of cargo order :



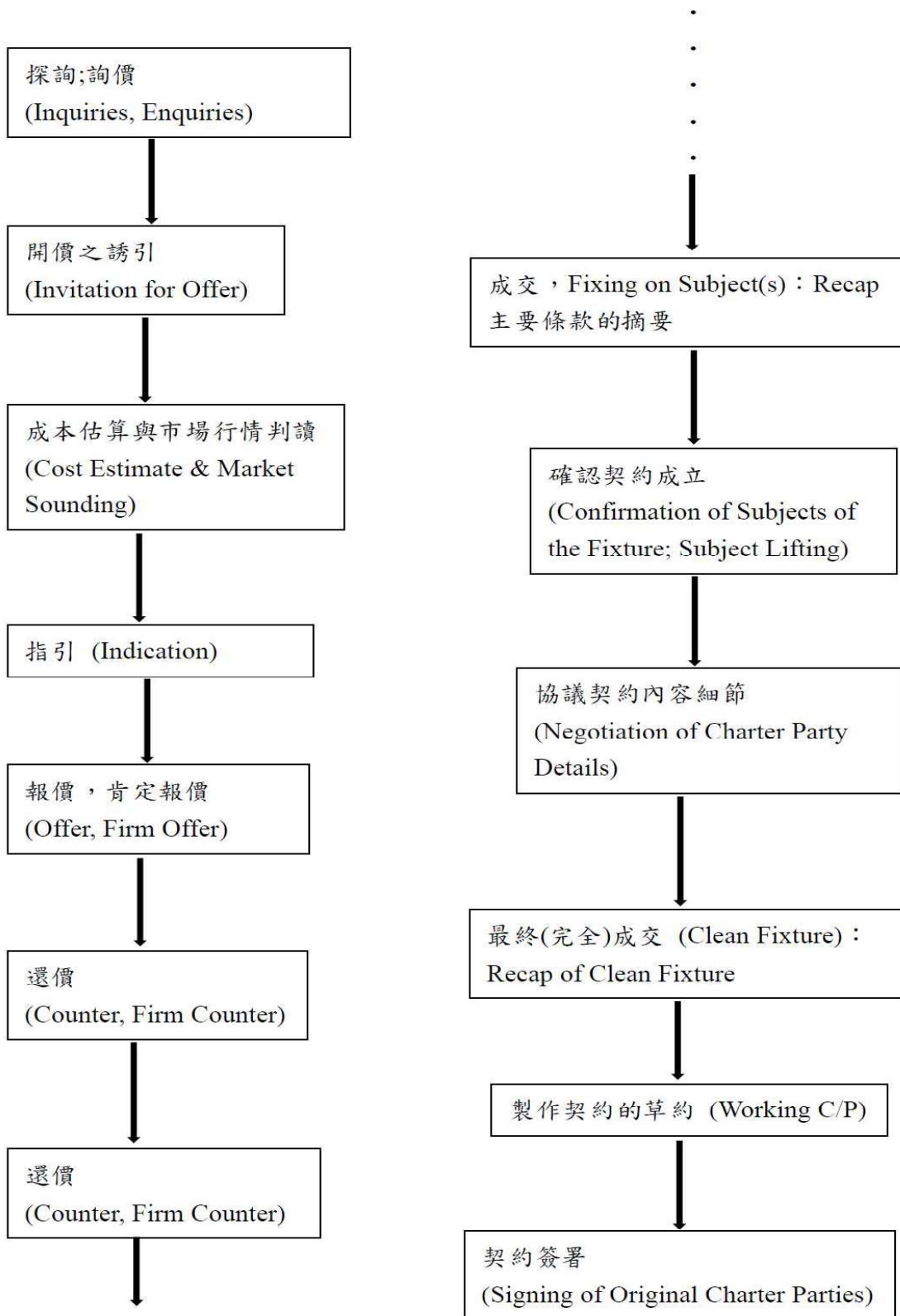
Chartering Brokers :

(1) Warranty of Authority

Breach of warranty of authority with negligence

Breach of warranty of authority without negligence

### 租傭船業務與契約成交的過程



- Enquiries 探詢;詢價，課本 p.542

寄件者: Karin Hsieh <wisdomsh@ms38.hinet.net>  
寄件日期: 2017年2月20日星期一 下午 1:39  
收件者: arthur\_hsieh@emic.com.tw; TSAO sonia  
副本: ops@wisdomsh.com.tw  
主旨: M/V DL ACACIA ( 81k dwt ) / RICS - INDO. / KOREA

MR. ARTHUR & SONIA/ KARIN

RE: M/V DL ACACIA ( 81k dwt )

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FLWG WE RCVD FROM RICS – Mr. Alex,

Qte.

Karin / Alex

Good day,

Re m/v DL Acacia,

Pls kindly adv us Ows idea for a trip to Korea via Kalimantan.

Awaiting yours.....tks.

Best Regards

Alex Park, D.G.Manager

=====

 **RICs Shipping Co.,Ltd**

Unqte.

B.RGDS

KARIN HSIEH

WISDOM MARINE TAIPEI

TEL: 886 2 2707 3229

MOB: 886 952 589 238

SKYPE: [karin6686@yahoo.com.tw](mailto:karin6686@yahoo.com.tw)

- Indications 指引(只是一個”參考意見”而已), 課本 p.542, 549

Owners' indication :

謝承宏

寄件者: Sonia-EMIC TPE <sonia\_tsao@emic.com.tw>  
寄件日期: 2017年2月17日星期五 下午 3:31  
收件者: arthur  
主旨: FW: OPEN VESSEL - MV DL DAHLIA - owners indication

重要性: 高

-----Original Message-----  
From: Sonia-EMIC TPE [mailto:sonia\_tsao@emic.com.tw]  
Sent: Thursday, September 08, 2016 4:11 PM  
To: KK Li - Pinnacle  
Cc: arthur  
Subject: RE: OPEN VESSEL - MV DL DAHLIA  
Importance: High

KK,

RE ADM hss cargo ex USGULF via COGH to fe with lycin: 23-28 sept, our indication is 10.5k + 250k bss sw pass delivery.

BRGDS.  
SONIA

Charterers' indication :

寄件者: Wisdom Taipei / Eddie Lin <wisdomsh@ms38.hinet.net>  
寄件日期: 2017年2月20日星期一 下午 3:16  
收件者: EMIC Arthur 謝協理; EMIC Sonia Tsao  
副本: Wisdom Taipei / Eddie Lin  
主旨: Re: MV DL ACACIA / KLAVENESS ( CHRTRS RATE ) Indonesia / India

Arthur - Sonia / Eddie

Chrters rate around 7K DOP for one tct Indo / India ( as broker , always try more ) , 5.00 total 3.75 addcom

THANKS&BRGDS  
Eddie Lin  
Wisdom Taipei (As agent only )

- Offers, firm offers, best offers, firm bid 報價: main terms 主要條件, 課本 p.543~544, 548~549, 559~560, 567~569,

寄件者: Karin Hsieh <wisdomsh@ms38.hinet.net>  
 寄件日期: 2017年2月14日星期二 下午 5:36  
 收件者: arthur\_hsieh@emic.com.tw; TSAO sonia  
 副本: ops@wisdomsh.com.tw  
 主旨: M/V DL IVY ( 81K dwt ) / K-Line : KMX ; pdm/china - grain ( charters firm

MR. ARTHUR & SONIA / KARIN

FOR M/V DL IVY,

dl ivy/ k line  
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plsd to bid firm for 10 mins

- accent k line tokyo
- aps pdm atdnshinc
- laycan : mar 5/9 2017 local time
- hire : **usd 9,000 diot + usd 400,000 bb** gross
- one trip to spore/jpn inchina
- 6.25% ttl ( incl 3.75% adcom)
- if owner agree, other terms and conditions to be agreed later

plsd to hear

rgds  
 Karin Hsieh  
 Wisdom Marine Taipei  
 Tel: 886 2 2707 3229  
 Mob: 886 952 589 238

- Counters, firm counters, best counters, the last counter for fixing 還價: main terms, 課本 p.544, 561~564
- Time validity of offers or counters, timing 時效: 時間 + 地點, 課本 p.550
- Fixing 成交, Recap (Recapitulation, 摘要, Main terms 的摘要): Main terms fixed with subject(s) to be lifted or confirmed, 課本 p.544, 551, 564~565, 569~570, 主要條件成交, 待前提條件獲得滿足→Conditional fixing 附條件成交

- Subjects 前提(先決, 附加)條件, 課本 p.550~551 & 566, 當雙方約定的前提條件成就時, 合約就發生效力, "Charterers lift(ed) their subjects".

**From:** Karin Hsieh [mailto:wisdomsh@ms38.hinet.net]  
**Sent:** Thursday, February 16, 2017 9:30 AM  
**To:** 'arthur\_hsieh@emic.com.tw' <arthur\_hsieh@emic.com.tw>; TSAO sonia <sonia\_tsao@emic.com.tw>  
**Cc:** 'ops@wisdomsh.com.tw' <ops@wisdomsh.com.tw>  
**Subject:** M/V DL IVY / K LINE - sub ok

MR. ARTHUR & SONIA / KARIN

RE: M/V DL IVY / K LINE

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FLWG WE RCVD.

QTE.

karin/charlie

gl ivy/k line - sub ok

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very plsd to confirm all subs lifted in time.  
tks to you and owner's full support for various papers supplied.  
chtrs comment on the c/p if any to be followed soon

pls advs vsI contact details

rgds

UNQTE.

THANKS N B.RGDS  
KARIN HSIEH  
WISDOM MARINE TAIPEI  
TEL: 886 2 2707 3229  
MOB: 886 952 589 238

- Negotiation of charter party details 租傭船契約內容細節的協商

寄件者: Maersk Broker Bulk Chartering Operations (TPE) <ops.tpe@maerskbrokerbulk.com>  
寄件日期: 2017年2月21日星期二 下午 2:40  
收件者: 'sonia\_tsao@emic.com.tw'; 'joy\_tseng@emic.com.tw'  
副本: 'arthur\_hsieh@emic.com.tw'  
主旨: MV DL ACACIA / TONGLI - CHTRS SUBS LFITED  
附件: DAC-4-1 P&I.pdf

**MSGNO: 346316641**

**MV DL ACACIA / TONGLI - CHTRS SUBS LFITED**  
SONIA+JOY/JOCELYN

PLEASED TO CONFIRM CHTRS' SUBS ARE LFITED.  
THANKS FOR OWNERS' GOOD SUPPORT.

MEANWHILE, CHTRS COMMENTS ON CP DETAILS ARE ASF:

QUOTE=  
Rider clause:  
cl 93: change 15 into 25  
cl 98: delete AGM clause due to not in AGM season  
UNQUOTE=

CALLING TO DISCUSS. THANKS.

Best Regards,  
Jocelyn Chen  
MAERSK BROKER TAIWAN

- Clean fixtures 最終(完全)成交 : Recap of Clean Fixture 完全成交摘要
- Drawing up working charter party → 通常是租船人的經紀商(Charterers' Broker)要做租傭船契約的草約
- Original Charter party × 2 for signature made by both parties, Owners and Charterers each keep one of which, Brokers may keep the xerox copies.