

THE MARIPORT GROUP LTD.

REPRESENTATIVE ASSISTANCE WITH CONTRACTS, CHARTERING, SHIP ACQUISITION AND DISPOSAL

Contract Drafting

- Prepared bid documents and sample contract for construction of a 9,000 dwt self-unloading cement barge.
- Prepared barge operation and management agreement for 9,000 dwt self-unloading cement barge.
- Prepared delivery contract for 21,500 dwt tank barge and integrated tug.
- Prepared tug/barge operation and management agreement for 17,500 dwt self-unloading tug/barge.

Contract Negotiation

- Tender evaluation of four bids for provision of 6 mtpa coal transportation to U.K. power station.
- Conducted bidders' conference, bid meetings and tender questionnaires for the above.
- Bid issuance, tender evaluation and preliminary negotiation of tug/barge operation and management agreement for 17,500 dwt self-unloading tug/barge.
- Provided detailed cost analysis of client service by market shipowner to enable client to improve negotiating position on contract renewal.

Chartering

- Market survey for small tankers for a specialist service, preparation of customized Shelltime charter party.
- Market bid handling on behalf of client for provision of tug and barge service.
- Survey of container freight market to Far East and Australia for movement of scrap plastic. Selected best service and handled complete client account.
- Spot and time chartering on behalf of owners of 21,500 dwt tug and tank barge over 15 months. Handled all accounts and acted as client's marine department.
- Appointment of charterer's broker for acquisition of ice class tankers, preparation of charter clauses and advice to charterer on terms and conditions.
- Reviewed contracts for cement, clinker and limestone movement and retained an arbitrator to provide an independent assessment for client.

Ship Acquisition and Disposal

- Provided independent surveyor for ship inspection following agreement to purchase; handled all documentation on transfer including legal, classification, regulatory authorities and ship registry.
- Analyzed three ships for good and bad points and condition. Surveyed market and advised on possible disposal options and pricing.
- Provided market valuation for small self-unloading cement barge.

Dispute Resolution

- Provided detailed assessment of owner's position relative to arbitration, and later briefed London solicitors. Arbitration was successfully resolved in client's favour.
- Successfully negotiated insurance claims on behalf of owner.

Stevedoring

- Reviewed and re-drafted a tender call for stevedoring services for two Caribbean ports.

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EXPERTISE IN CONTRACTS, CHARTERING, SHIP ACQUISITION AND DISPOSAL

The Mariport Group has assisted clients in many practical shipping and related areas, including:

Contract Negotiation

We have drafted terms of reference for bids by shipyards, shipowners and tug operators against specific contractual needs of our clients. We have then evaluated and ranked the bids and assisted the client in negotiations.

Contract Drafting

While standard forms of contracts exist, specialist documents are often needed to cover long term arrangements. This will be particularly important where the shipper may own the equipment but needs a specialist company to operate and manage the service. In such contracts, we pay particular attention to performance measures and client protection against non-performance.

Chartering

On behalf of clients, we will survey the market for a ship or a barge or a particular freight service, advise cost, availability, suitability, appropriate charter party and side clauses and proceed to fix the unit or service.

Ship Acquisition

Clients may wish to acquire a ship, barge, or specialist vessel that meets unique requirements. We will survey the market, identify and rank suitable equipment, review Class records and arrange dry dockings and surveys as may be appropriate. We also personally supervise hand over, ship registry changes and liaison with classification and regulatory authorities as may be needed.

Ship Disposal

If a vessel no longer fits a company's requirements or has reached the end of its economic life, disposal at the best possible price is a necessary consideration. We will analyze the vessel's attributes and condition, research the market, and advise on the best disposal price achievable given current rates and prices.

Dispute Resolution

We can provide an independent analysis of owner's or charterer's position to determine the merits relative to a dispute between parties.

Insurance Claims

We can work with owners to develop appropriate documentation and negotiate claims.