

Manson Cheung

Changing Course





My Own Experience

- Deck Cadet → 2nd Mate

(Fire Services Dept and Outward Bound)

1. Port Agents (Charterers agent & Owners Protecting Agent)
2. Charterers/Trading Firm
3. Ship Managers (managing own vessels and 3rd party vessels)
4. Brokers (Chartering & SNP)
5. Education - Part Time Tutor of shipping related subjects in Colleges/Universities



Vessel's employment(s)

- **Liner Service** (some liner vessels are under a Time Charter)
- **Tramp Service** – Time Charter
Time Charter Trip
Voyage Charter

Port Agents – port operations

Handle vessel's port
operations



Port Agents

- Cargo Work



Port Agents – handling conflicts between Charterers & Owners

- Gears/Equipment/Machinery breakdown
- Delay in vessel's schedule/loss of time
- Owners exercise lien on cargo
- Off hire matters/Laytime Documents for tramp services (Knowledge in difference types of Charter, Notice of Readiness, Statement of facts, Off hire/Laytime matters ... etc)

Port Agents – handling accident

- Crane/Cargo Gear mishap
- Damage to hull by tugs/barges
- Injuries to crew/stevedores
- Collision
- Fire
- Pollution
- Grounding
- Salvage/General Average

Charterers (Trading Firm)

- Marketing Dept -
conclude the sale
contract
- Chartering Dept -
fix the required vessel
- Operations Dept -
handle the post-fixture





Ship Managers

Ship Managers (Full Management)
Technical/Crew/Commercial
Management

Ship Managers – Tech Management

- Ensure vessels are built/maintained up to their standards
- Survey/Audit/Certification
- Supply (Store and Spare parts)
- Insurance/claims – PNI & H/M (via insurance brokers)
- Accounting with Owners

Ship Managers - Bunkering

- Bunker Traders
(or via Bunker Brokers)



Ship Managers – Crew Management



Ship Managers – Commercial Management

- Looking for vessel's employment
- Via Chartering Brokers



Ship Owners/Managers – Claims/Disputes

- **Negotiation** 談判 via Brokers/Lawyers
- **Mediation** 調解
- **Arbitration** 仲裁
- **Litigation** 訴訟





SNP Brokers – New Buildings & 2nd hand vessels

Buyer/Owners direct contract
with shipyard or via a broker
(S&P Brokers)



Ship Brokers (S&P)

Demolition

Education



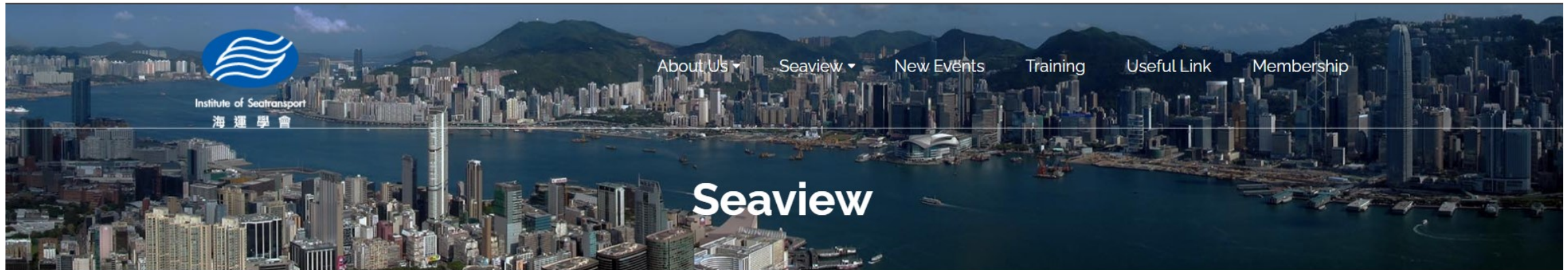
Institute of Seatransport



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Linkedin: <https://www.linkedin.com/company/ioshk/>

- Website: <http://www.seatransport.org/>
- Email: info@seatransport.org
- Tel: 2581 0003
- Fax: 2581 0004



Seaview 2020

No. 130 (Summer 2020)

No. 129 (Spring 2020)

Previous Seaview

[Seaview 2019](#)

[Seaview 2018](#)

[Seaview 2017](#)

[Seaview 2016](#)

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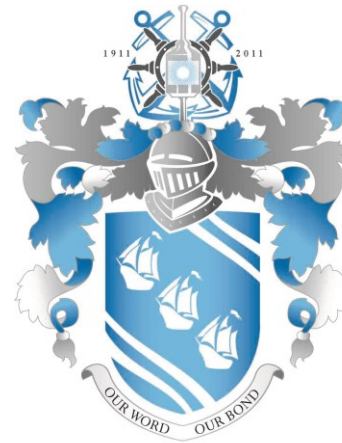
[Seaview 2013](#)

[Seaview 2012](#)

[Seaview 2011](#)

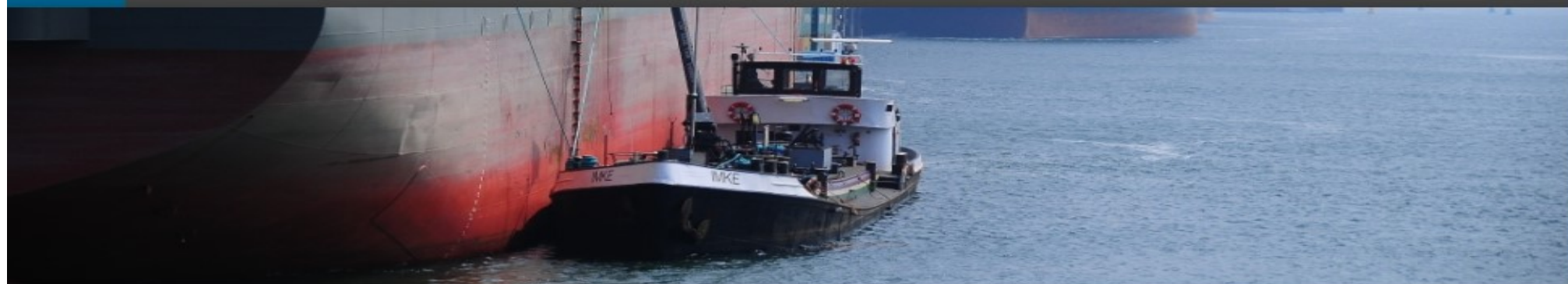
Institute of Chartered Shipbrokers

- <http://www.ics.org.uk>
- Email: icshk@ics.org.hk
- Email: examination@ics.org.hk



INSTITUTE OF
CHARTERED
SHIPBROKERS

HONG KONG BRANCH



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- ▶ Books
- ▶ Student login
- ▶ Key Dates and Deadlines 2020/21
- ▶ Education prices 2020/21

For Members



- ▶ Read the latest ICS news
- ▶ Upcoming events
- ▶ Member login
- ▶ Institute emailing policy

For Companies



- ▶ Port and Terminal Management
- ▶ Corporate Support
- ▶ Bespoke Training
- ▶ Induction Courses for Staff
- ▶ Port Agent Apprenticeship Project

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Examination Subjects

Core

Introduction to Shipping

Legal Principles in Shipping

Economics of Sea Transport
& International Trade

Shipping Business

Specialism

- Dry Cargo Chartering
- Ship Operations & Management
- Ship Sale & Purchase
- Tanker Chartering
- Liner Trades
- Port Agency
- Logistics and Multi-modal Transport
- Port and Terminal Management
- Offshore Support Industry
- Shipping Law
- Marine Insurance
- Shipping Finance

Sources of information (free of charge)

- In addition to the publications/webinars/course information:
 - Institute of Seatrtransport &
 - ICS,
- subscribe the news alert/publication from:
 - Maritime Law firms; &
 - PNI clubs (<https://www.igpandi.org/>)

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Frequently Asked Questions

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The Shipping Directory of Hong Kong - the place to do business

Disclaimer: The directory is compiled from the information voluntarily submitted by the companies listed. We disclaim any responsibility as to the accuracy of the information given and whether the companies listed in the directory are bona fide traders.

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If you are a shipping company or a company engaging in shipping related business with office(s) in Hong Kong, you are invited to [submit](#) your company's information to us

END

