

Ocean Shipping - Opportunities & Challenges

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CTL Westrans
Shipbrokers .

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CTL Westrans Shipbrokers

- Established in 1966 – proven track record of in ship broking
- Experienced with many types of cargo: forest products including **wood pellets** & chips, grains, iron ore, machinery, pulp, sulphur, coal...
- In-house ship agency: Compass Marine Services
- Head office in Vancouver, BC

www.ctlwestrans.com



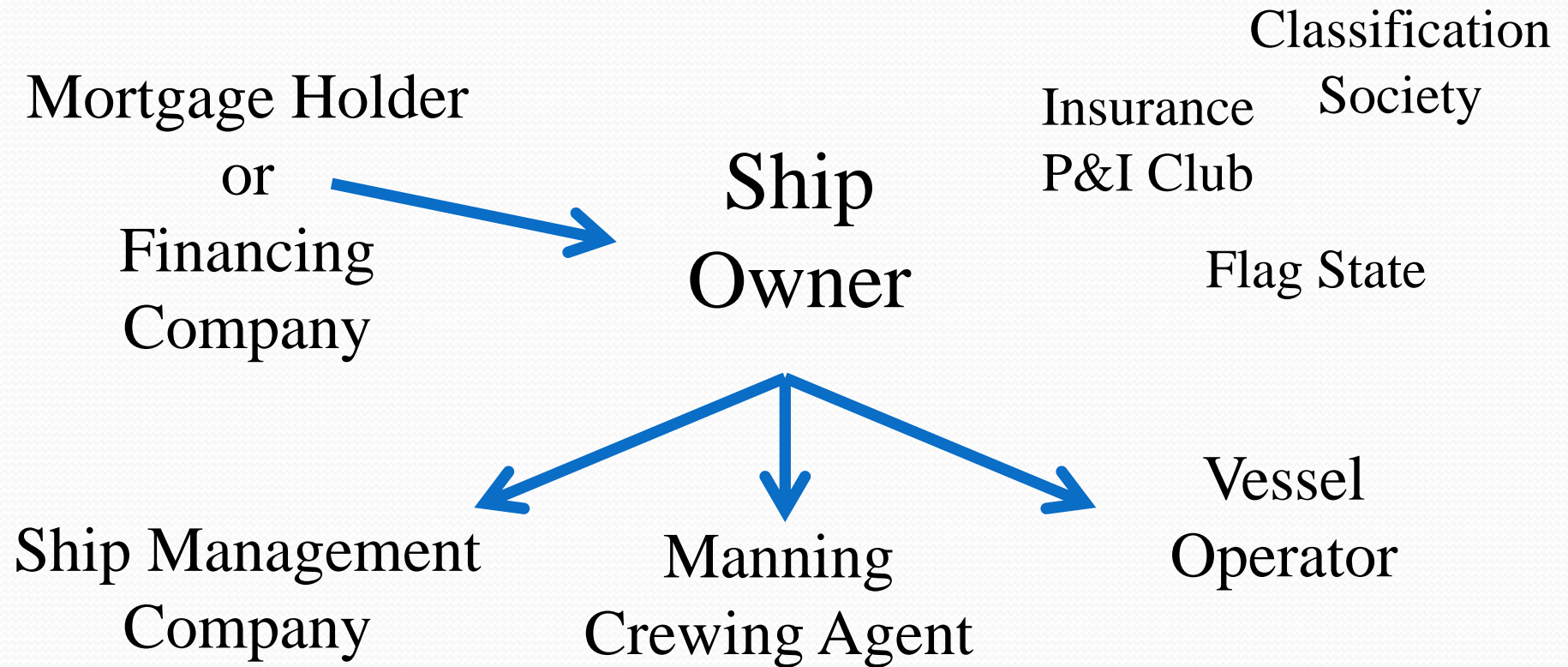
Vessels – Mystery & Intrigue

- Why are they waiting in our harbour?
- Cruise ships? Container ships? Tankers? Freighters?
- Who are the owners?

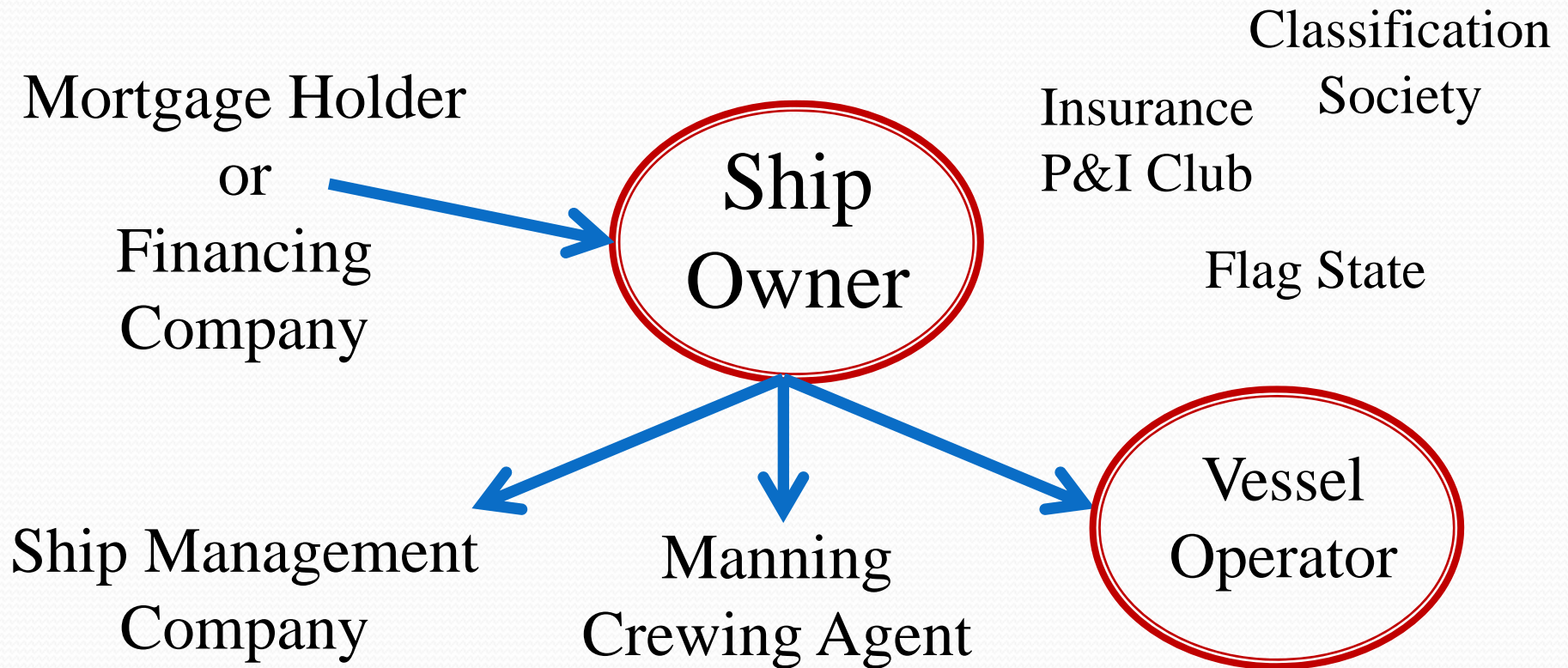


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Who Owns Ships?



Who Owns These Ships



Owner or Operator

- Company A : direct physical **ownership** of a vessel, may also charter the ships out to other companies
- Company B : sold off their ships & now simply **operate** tonnage, but they look and behave exactly like owners to companies on the outside
- Most “Ship Owners” are a combination – both owners & operators
- What about a cargo shipper that chartered in too many vessels and decides to carries cargo for other shippers?



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Containers or Bulk?

- Containers can be competitive on the ocean freight portion; **BUT** not necessarily when you consider all the costs...
- Drayage – Loading – Delivery – Handling – Unloading??
- Necessary to create a matrix of all costs for a comparison.
- There are also opportunities with bulk parcel (sharing) space.
- 1 or 2 hold on a bulk carrier. ~5,000 to ~15,000mt ?
- Regular service to Japan/China/Korea also Europe & Med.

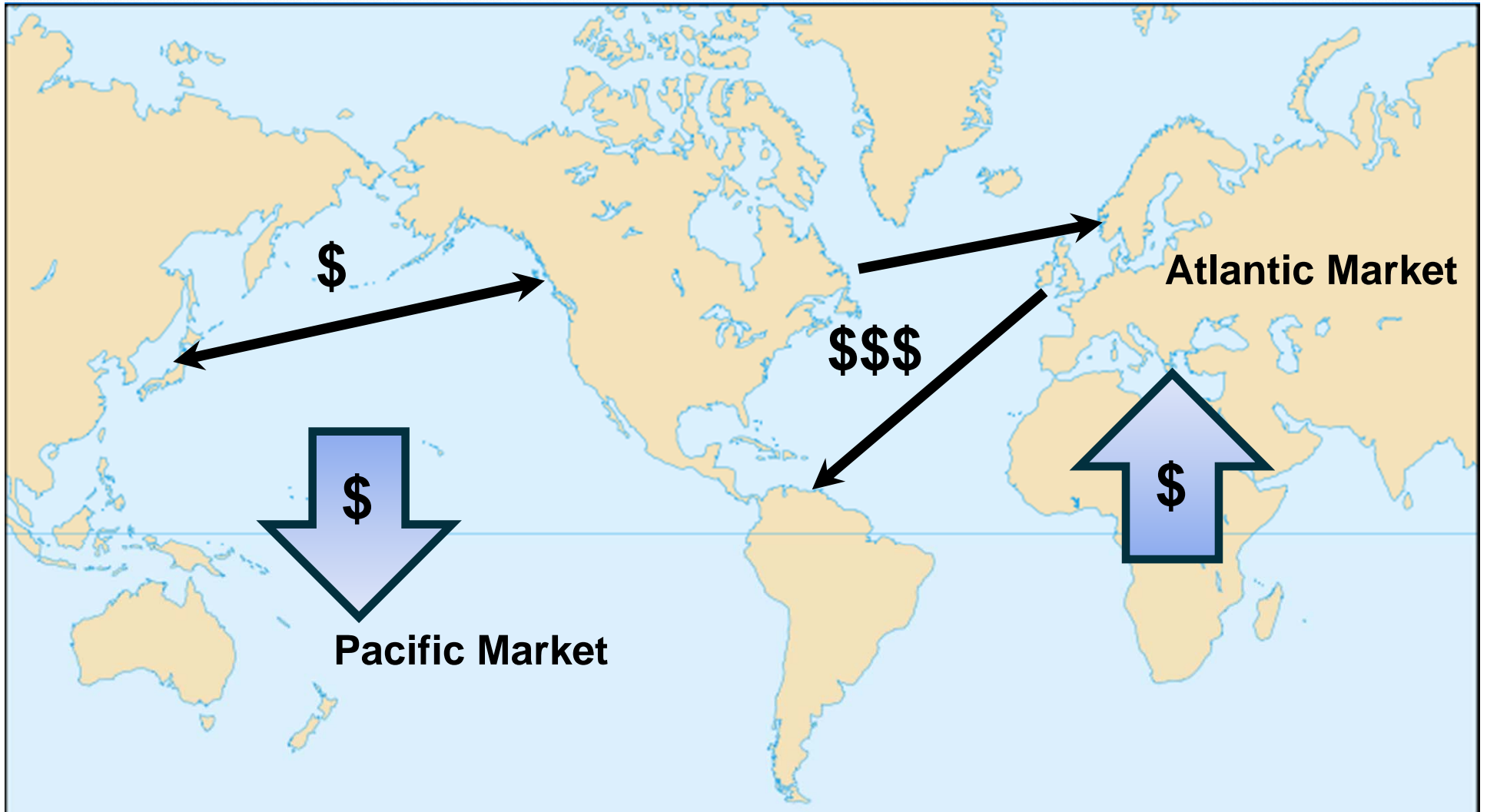
Vessel Chartering

- How does a pellet company go about arranging a vessel?
- What is the freight rate?
- What information do I need to know?

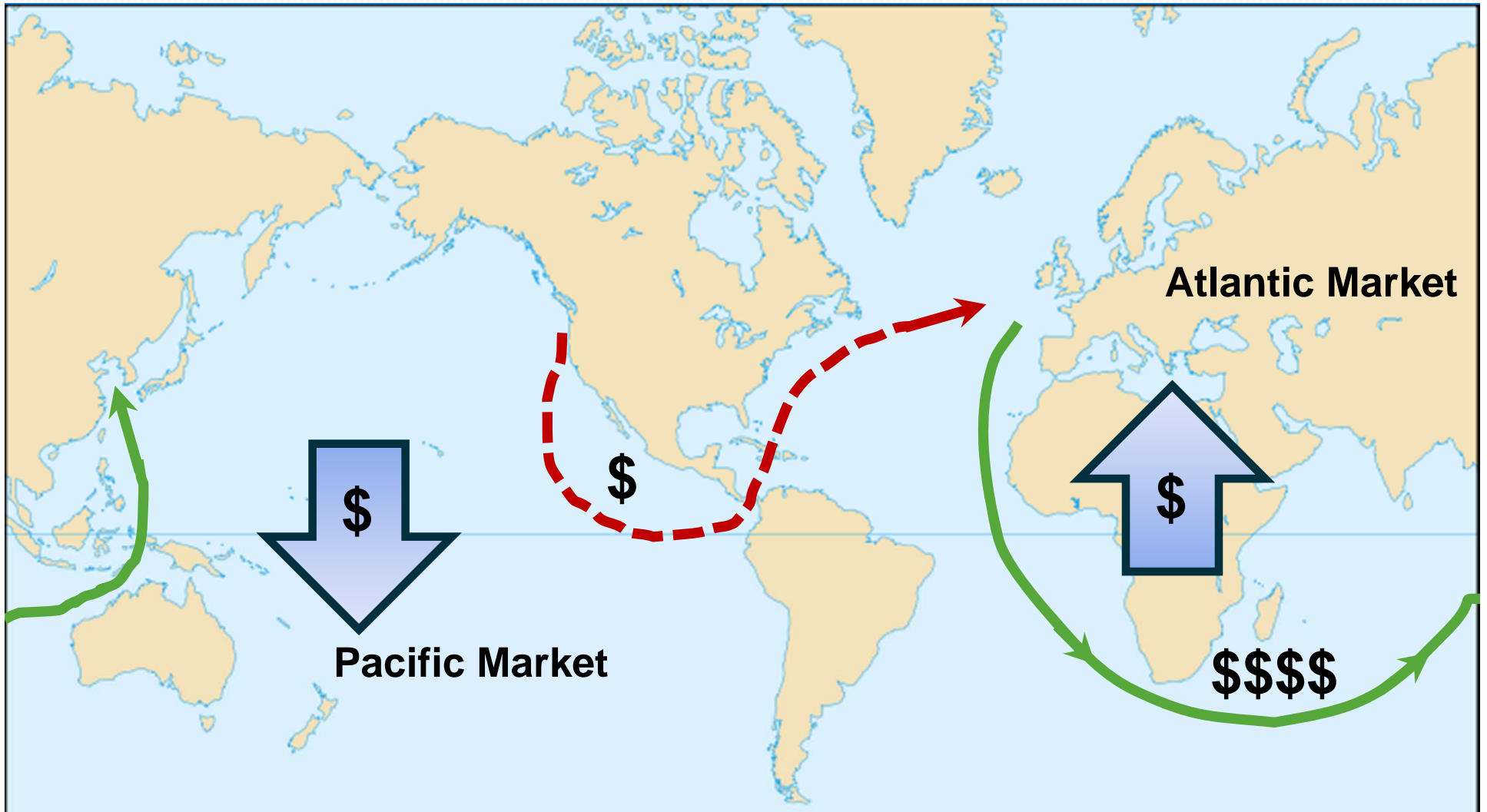


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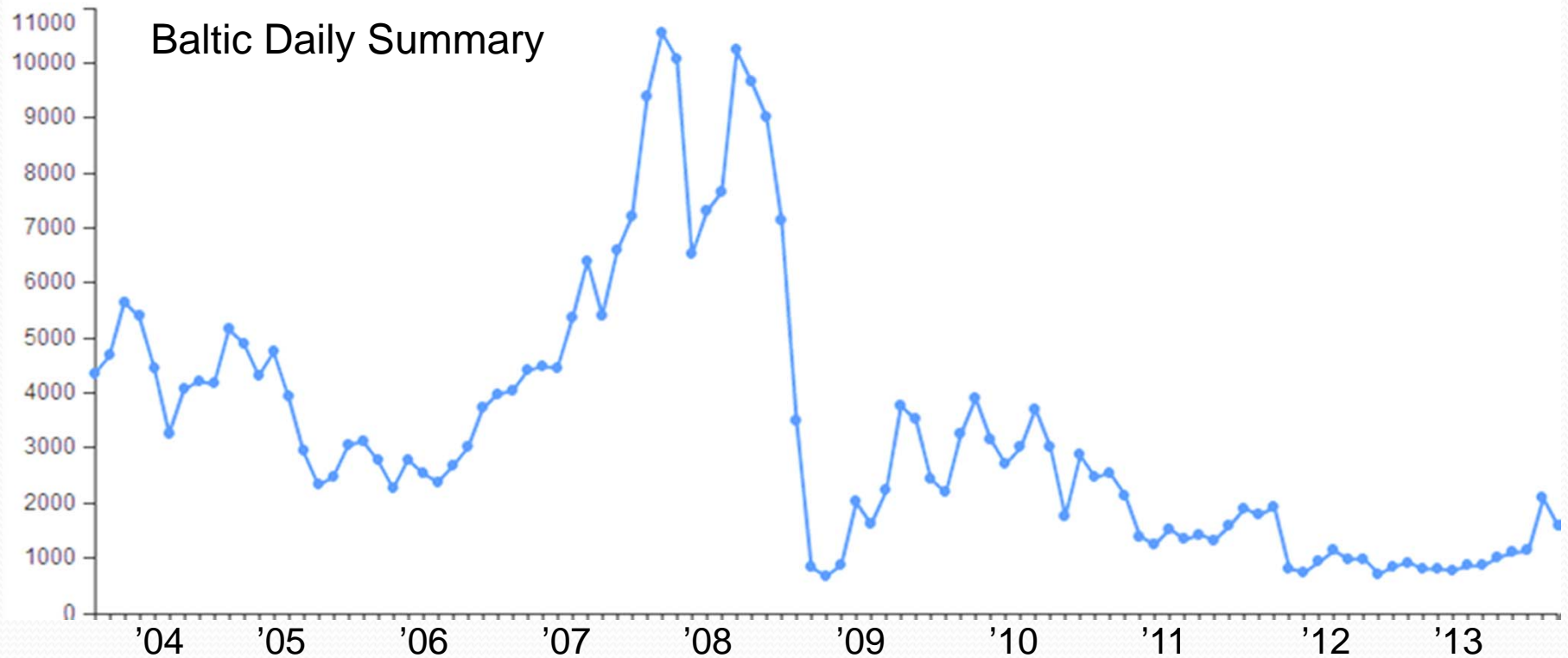
Pacific vs. Atlantic Markets



Pacific vs. Atlantic Markets



Spot vs. Long Contracts



- During low markets owners will generally ask for a premium



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Discharge Port

