



DIONICI BRODARSTVA I UGOVORI O ISKORIŠTAVANJU BRODOVA

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STRUKTURA PREDAVANJA

- GLOBALNO BRODARSTVO
- FINANCIRANJE BRODOGRADNJE I INTERESI NA STRANI BRODA
- STRUKTURA UGOVORA

GLOBALNO BRODARSTVO

PROCIJENJENA
VRIJEDNOST SVJETSKOG
BRODARSTVA

12 trilijuna USD

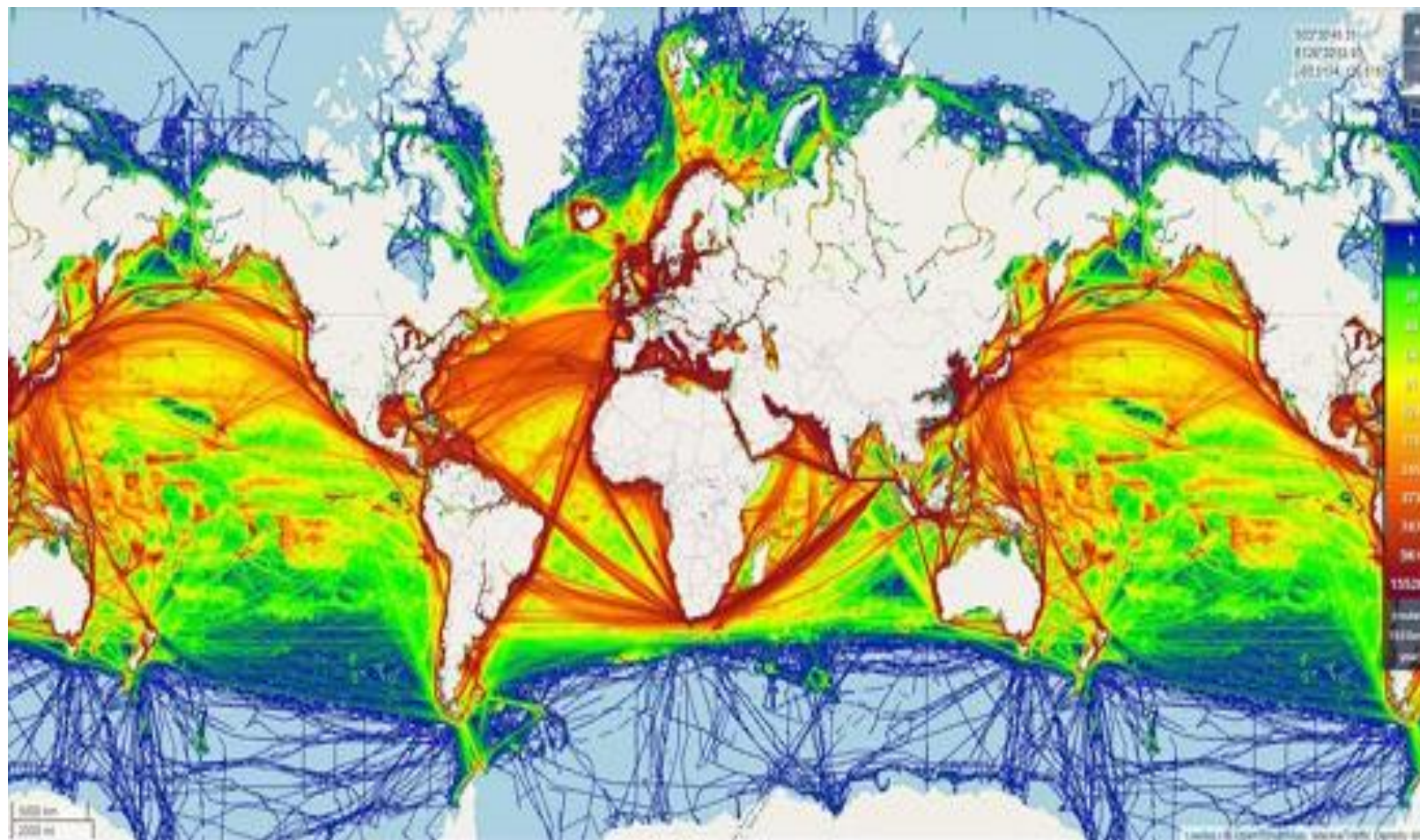
KONTEJNERI: **60%**
PRIJEVOZA ROBE MOREM

1.647.500 POMORACA;

774.000 časnika (officers)

873.500 pomoraca (able
seamen)

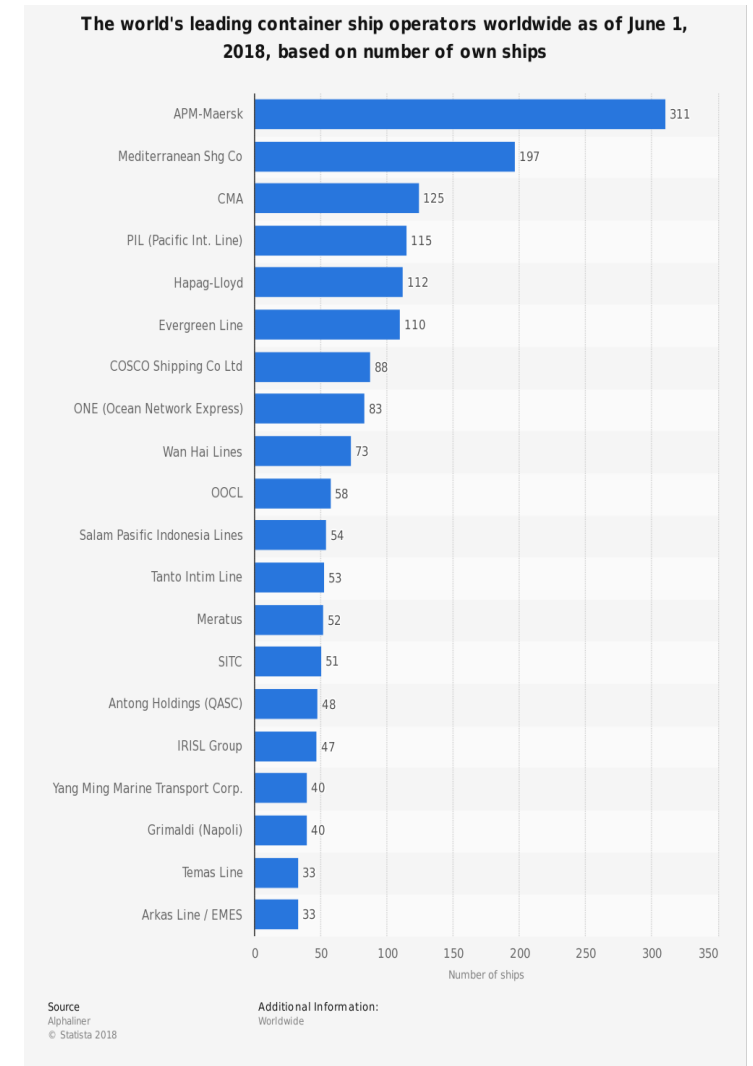
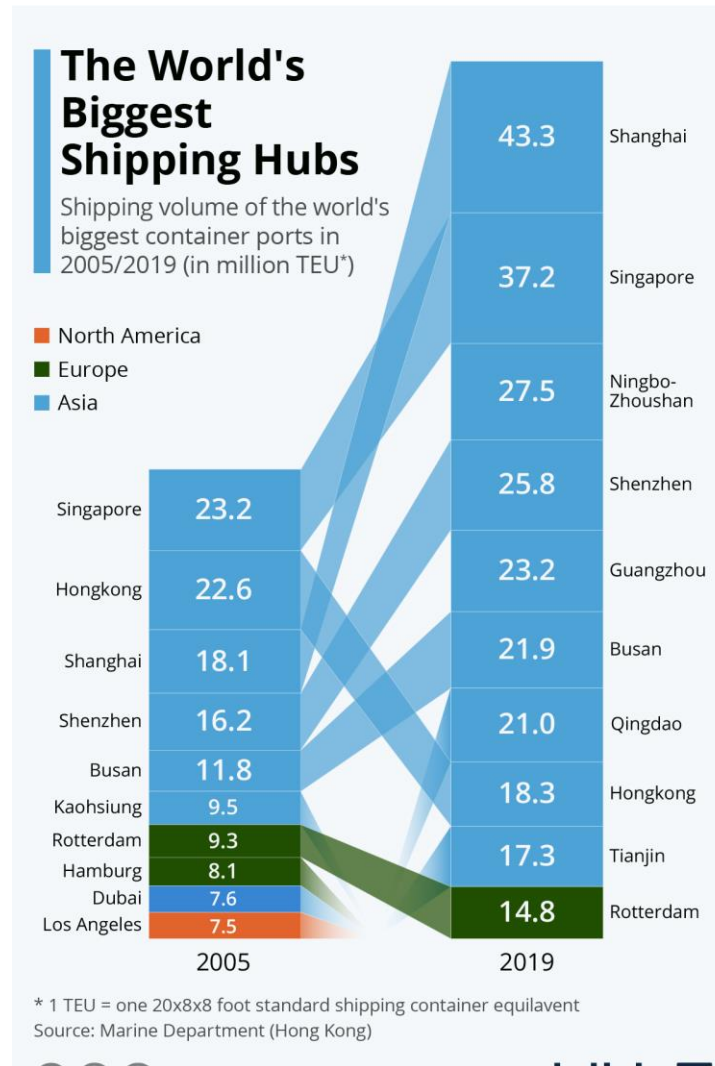
GLAVNE SVJETSKE POMORSKE RUTE



NAJVEĆE MORSKE LUKE I BRODARI

Izmještanje mjesta proizvodnje na Daleki Istok:

1. najprometniji pomorski putevi
2. najveće svjetske luke
3. najveća pomorska flota
4. najveći logističari

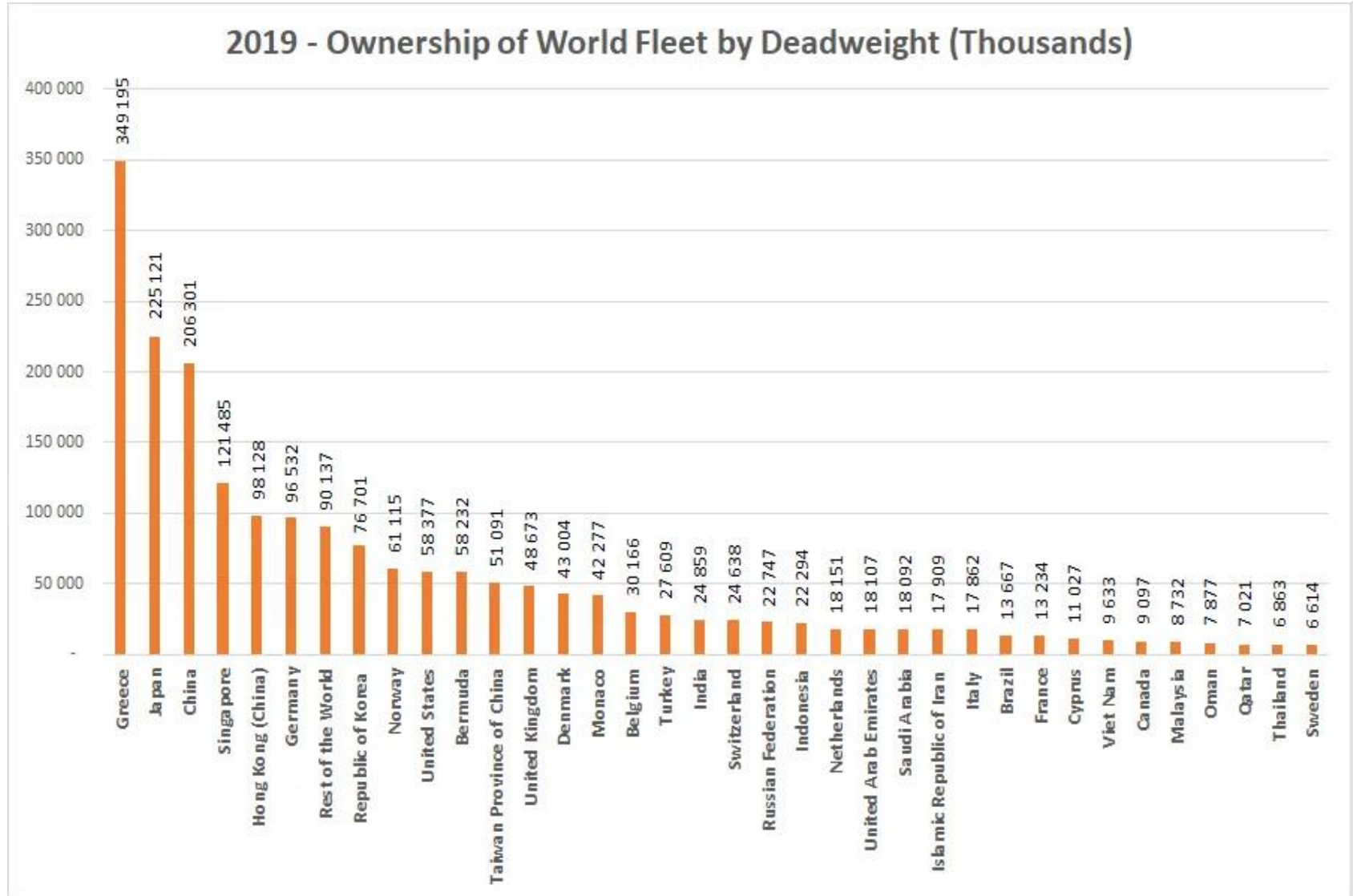


UDIO VLASNIŠTVA SVJETSKE POMORSKE FLOTE

Bruto registarska tonaža
(*deadweight tonnage – DWT*)

UPISNICI BRODOVA:

1. NACIONALNI UPISNICI
2. JEFTINE (POGODOVNE)
ZASTAVE (FOC)



GLOBALNA INDUSTRIJA: KONKURENTNOST

- RACIONALIZACIJA TROŠKOVA NA GLOBALNOJ RAZINI
 - POREZ NA DOBIT BRODARSKE KOMPANIJE
 - POREZNI RAJ – oslobođenje od plaćanja poreza na dobit
 - Jeftine (pogodovne) zastave – FOC
 - JEFTINIJA RADNA SNAGA
 - Itd.

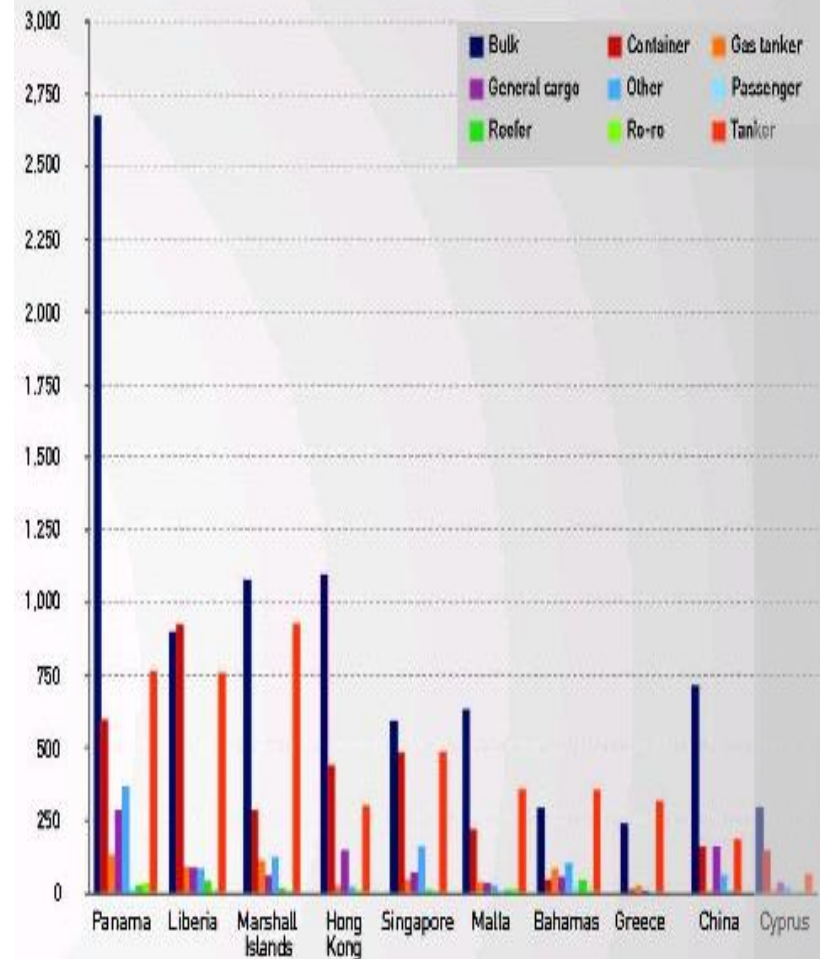
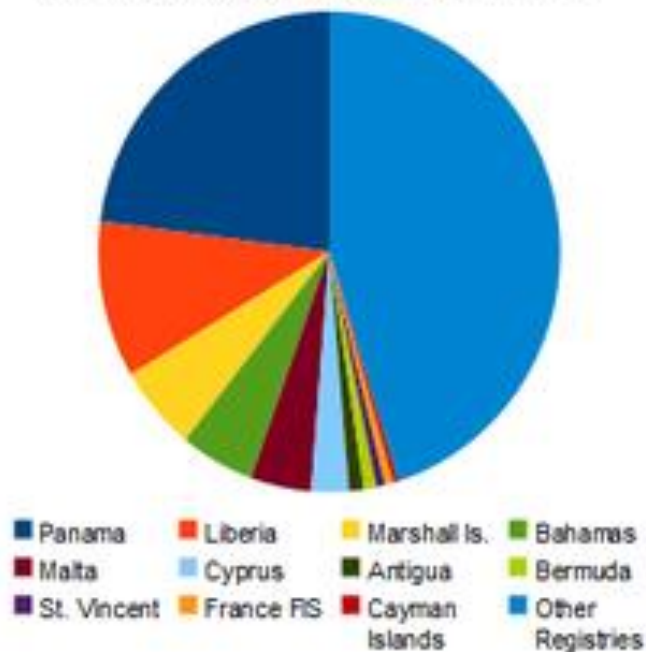


JEFTINE (POGODOVNE) ZASTAVE

*eng. Flags of
Convenience (FOC)*

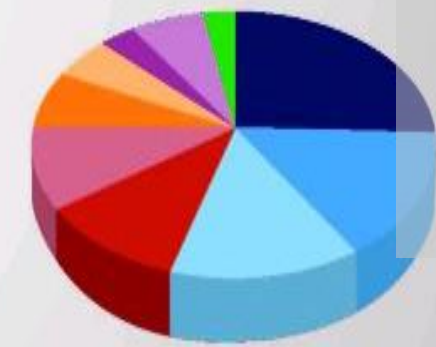


Top 11 FOCs
As Percentage of World Fleet in DWT



TOP FLAGS BY VESSEL NUMBER

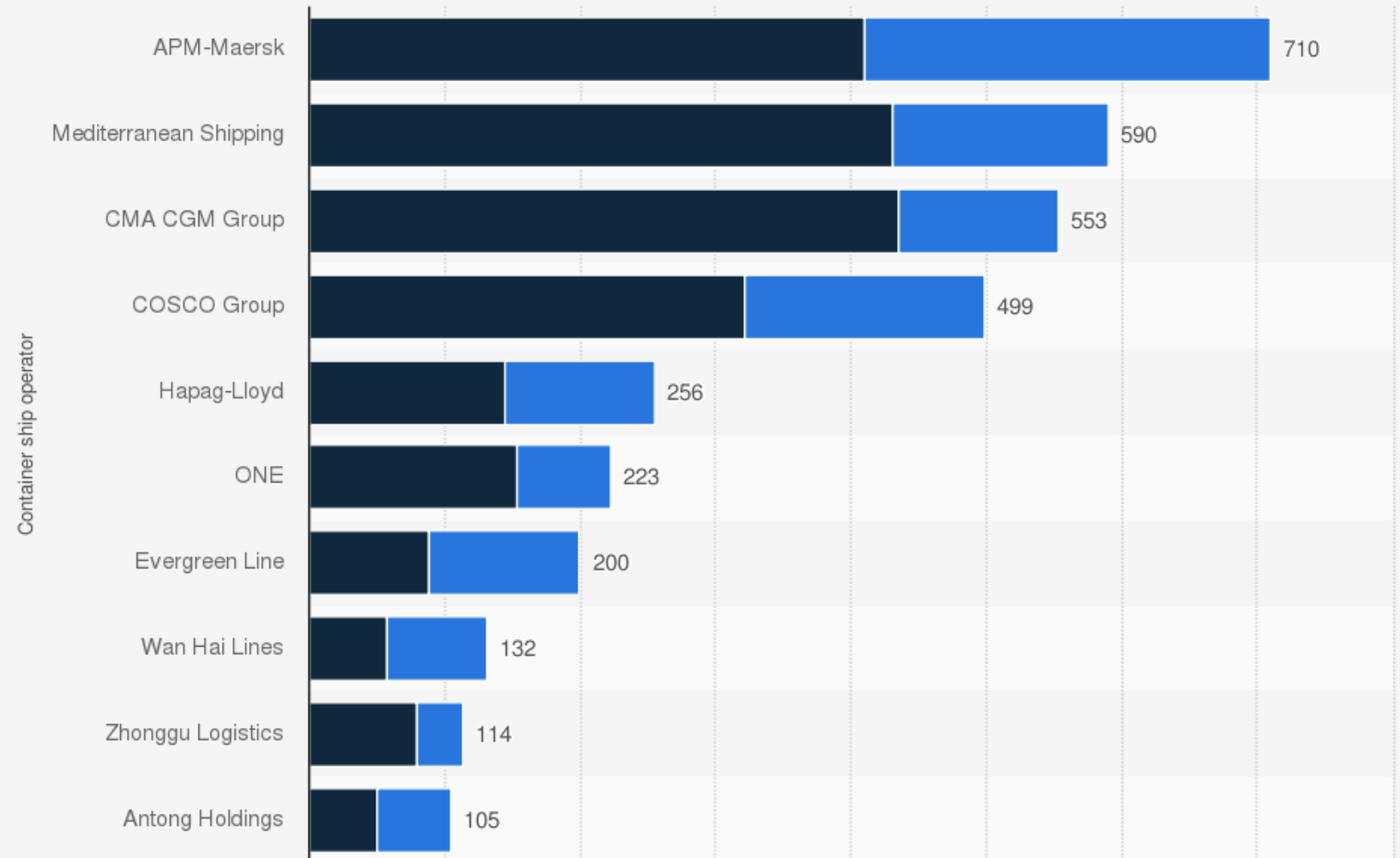
- Panama, 4,891
- Liberia, 2,871
- Marshall Islands, 2,585
- Hong Kong, 2,022
- Singapore, 1,846
- Malta, 1,312
- Bahamas, 993
- Greece, 592
- China, 1,269
- Cyprus, 559



VLASNIČKA STRUKTURA FLOTE VODEĆIH SVJETSKIH BRODARA

1. CRNO: VLASNIŠTVO
2. PLAVO: ZAKUP

The world's leading container ship operators as of April 19, 2021, based on number of owned and chartered ships



KONJUNKTURE BRODARSTVA

- Visoka volatilnost tržišta brodskog prostora
- Ovisno o potražnji robe i mjestu proizvodnje
- Diktira potražnju za brodskim prostorom
- Gradnja broda = nekoliko godina od narudžbe do isporuke



recesija

Pad potrošnje

Manja potražnja
brodskog prostora

Višak brodskog prostora

Pad cijene vozarina i
brodova

Visoki troškovi sidrenja i
veza viška flote


Ekonomski uzlet

Rast potrošnje – potražnja za
robom

Manjak brodskog prostora

Rast cijena vozarina i brodova

Prostor za zaradu trgovinom
brodskim prostorom



FINANCIRANJE BRODOGRADNJE I INTERESI NA STRANI BRODA

UGOVORI O ISKORIŠTAVANJU BRODOVA



BRODAR
(eng. operator, tal.
armatore, fr. armateur)

1. ima posjed broda

2. nositelj plovidbenog
pothvata

TKO UPRAVLJA BRODOM I NOSI
ODGOVORNOST ZA ŠTETU?

Zakupoprimatelj?
(eng. Charterer)

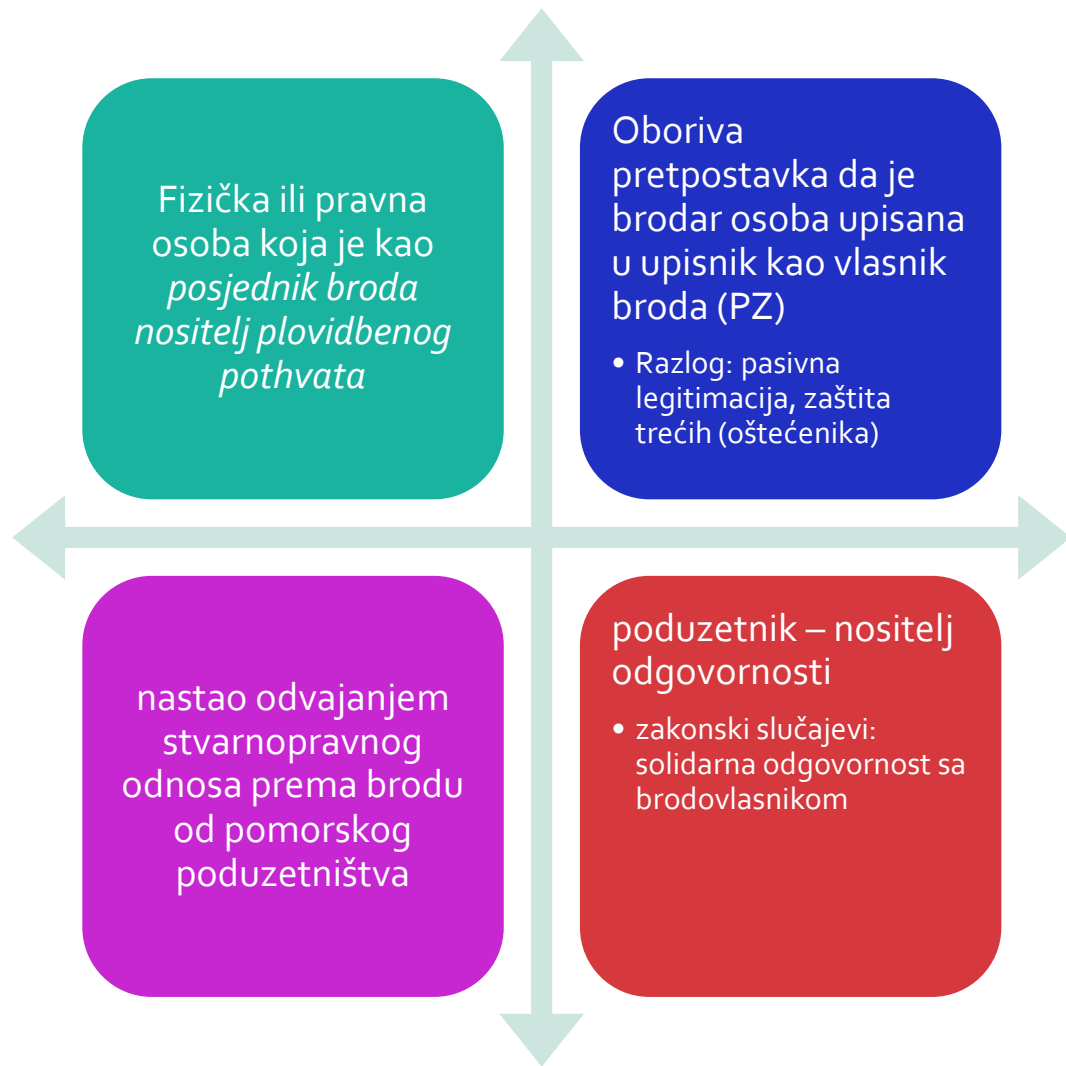
Naručitelj iz brodarskog
ugovora?
(eng. time/voyage charterer)

Brodo vlasnik?
(eng.
Shipowner)



VLASNIK BRODA

- brodovlasnik (eng. shipowner)
- fizička ili pravna osoba upisana u upisnik brodova
- pravna osoba:
 - bilo koji oblik trgovačkog društva
 - odgovara društvo (d.d., d.o.o.), ne članovi
 - društvo samostalno preuzima prava i obveze



BRODAR

1. Brodar: posjednik broda

1. Pravo na posjed broda
 1. titulus: vlasništvo nad brodom, ugovor o zakupu broda; ovlaštenje iz hipoteke (deposesija hipotekarnog dužnika)
 2. upravljanje brodom: imenuje zapovjednika broda (zakonski zastupnik brodara)

2. Brodar: nositelj plovidbenog pothvata

Organizator i nositelj plovidbenog pothvata:

1. nositelj odgovornosti za ugovorne i izvanugovorne obveze
2. nositelj odgovornosti za izvršenje konkretnog plovidbenog posla (ugovor o prijevozu stvari, putnika)

FINANCIRANJE BRODOGRADNJE

RJEŠENJE:
„SINGLE-SHIP“
KOMPANIJE
- upisani
brodovlasnici

BRODARSKA KOMPANIJA
(odgovara cijelom imovinom za tražbine)
Tankerska plovidba d.d. HR

MAJKA



KĆER 2 Ltd.
Malta

KĆER 1 Ltd.
Panama

KĆER 3 Ltd.
Liberija



BANKA 2

BANKA 1

UGOVOR O KREDITU
40 milijuna USD



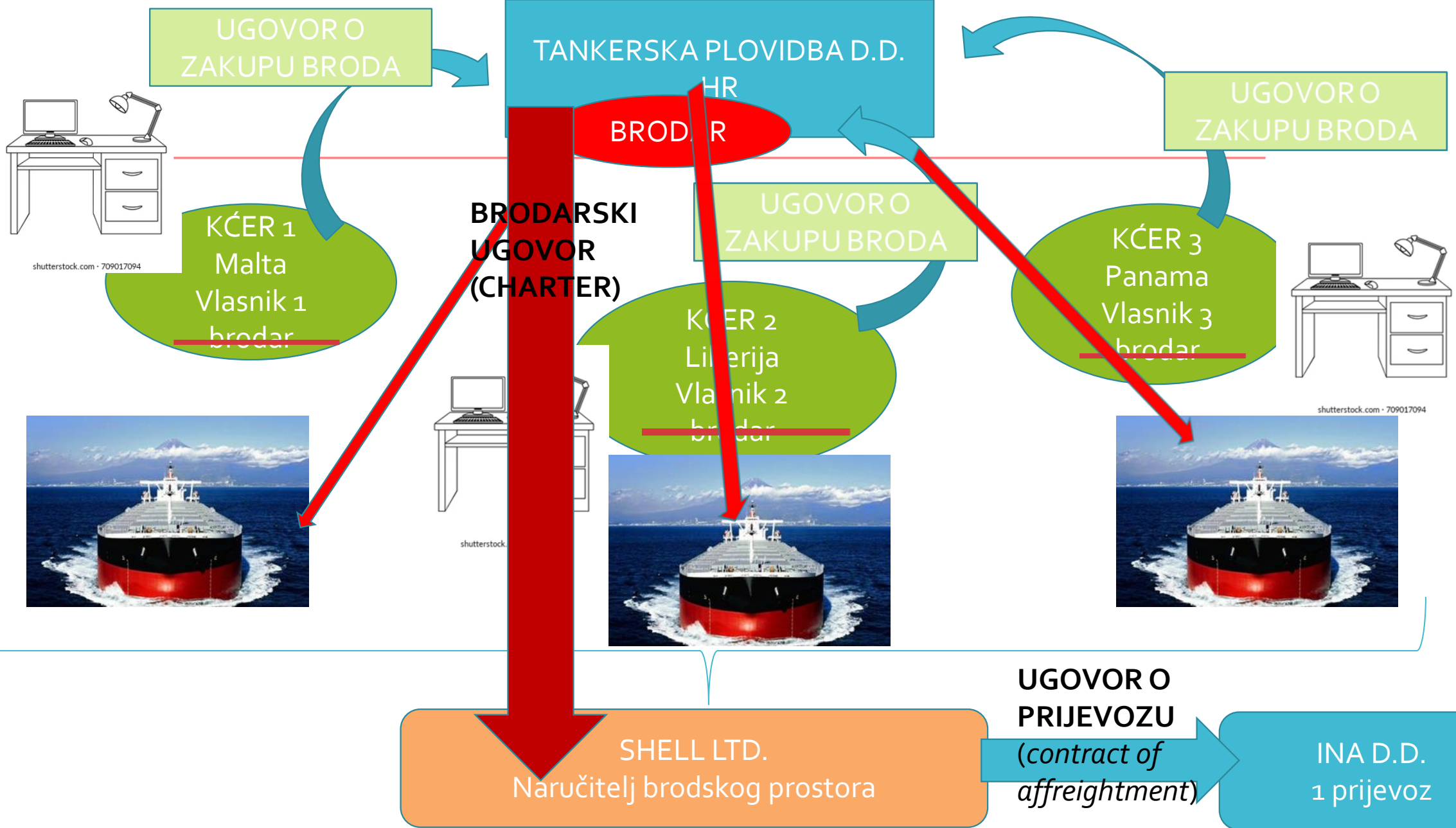
BANKA 3

100
MILIJUNA
USD ŠTETA



POMORSKA
HIPOTEKA
(SHIP MORTGAGE)

instrument
osiguranja tražbine
(kolateral)
STVARNO PRAVO
NA BRODU



UGOVOR O ZAKUPU BRODA

TANKERSKA PLOVIDBA D.D.
BRODAR

UGOVOR O ZAKUPU BRODA

KČER 1
Malta
Vlasnik 1
brodara

BRODARSKI UGOVOR (CHARTER)

UGOVOR O ZAKUPU BRODA

KČER 3
Panama
Vlasnik 3
brodara

KČER 2
Limerija
Vlasnik 2
brodara

SHELL LTD.
Naručitelj broskog prostora

UGOVOR O PRIJEVOZU
(contract of affreightment)

INA D.D.
1 prijevoz



STRUKTURA UGOVORA

UGOVORI O ISKORIŠTAVANJU BRODOVA

UGOVOR O ZAKUPU: DEFINICIJA I OBLIK

- Ugovor kojim zakupodavatelj (ZD) daje zakupoprimatelju (ZP) brod na uporabu, uz plaćanje zakupnine, radi obavljanja plovidbene djelatnosti
- PISMENI OBLIK UGOVORA (kogentno – NIŠTAVOST)
- ZAKUP GOLOG BRODA (bareboat) – uobičajen
ZAKUP BRODA S POSADOM (demise) – posebno ugovoreno

Prava i obveze ugovornih strana

UGOVORO ZAKUPU

ZAKUPODAVATELJ

- Gubi svojstvo broдача; vlasnik broda zadržava odgovornost sa stvarnopravne osnove
- Odgovara za štetu uslijed mane broda koja je postojala u vrijeme predaje broda ZP (moguće otkriti dužnom pažnjom)

ZAKUPOPRIMATELJ

- Stječe svojstvo broдача
- Plaća zakupninu
- Snosi troškove pogona broda, maziva, posade itd.
- Održava brod, vraća u stanju i mjestu gdje ga je primio
- Ne odgovara za amortizaciju
- Ne odgovara za gubitak broda zbog više sile
- Zapovijeda i mijenja posadu
- Osigurava brod (Hull&Machinery, P&I) u dogovoru s vlasnikom

UGOVOR O ZAKUPU

- OBLIK UGOVORA
 - ne postoji jedinstveni oblik ugovora o zakupu
 - obično: tipski ugovorni obrasci (npr. BARECON 2001 (BIMCO))
- SADRŽAJ UGOVORA
 - sadržaj ugovora o zakupu ovisi o: vrsti broda, svrsi ugovora, vrsti tereta, vremenskom periodu itd.
- VRIJEME TRAJANJA UGOVORA
 - na određeno ili neodređeno vrijeme, za jedno ili više putovanja

UGOVORI O ISKORIŠTAVANJ U POMORSKIH BRODOVA



UGOVORI O ZAKUPU


ugovori o upotrebi stvari
(lat. *locatio rei*)

1. Zakup golog broda
(eng. *bareboat charter*, fr. *Affrètement coque-nue*; tal. *Locazione a scafo nudo*)
2. Zakup broda s posadom
(eng. *demise charter*; *charter by demise*, tal. *Locazione di nave armata ed equipaggiata*)

UGOVORI O POMORSKOM PLOVIDBENOM POSLU

ugovori o djelu
(lat. *locatio conductio operis*)

1. ugovor o prijevozu stvari
2. ugovor o prijevozu putnika
3. ugovor o tegljenju/
potiskivanju
4. ostali (inominatni) ugovori
polaganje kabela,
znanstvenih istraživanja...

1. Shipbroker N/A		BIMCO STANDARD BAREBOAT CHARTER CODE NAME: "BARECON 2001"		 PART I	
2. Place and date 122 March 2019					
3. Owners/Place of business (Cl. 3) GREAT SYROS LIMITED / Trust Company Complex, Ajeltake Road, Ajeltake Island, Majuro, MH96960, the Republic of the Marshall Islands		4. Bareboat Charterers/Place of business (Cl. 3) SYROS SHIPPING CORPORATION / Trust Company Complex, Ajeltake Road, Ajeltake Island, Majuro, MH96960, the Republic of the Marshall Islands			
5. Vessel's name, call sign and flag (Cl. 1 and 2) Nave Alderamin /3FB05 /Panama					
6. Type of Vessel MR2		7. GT/NT 30,052 / 13,255			
8. When/Where built 2013, Korea		9. Total DWT (abt.) in metric tons on summer freeboard 49,958			
10. Classification Society (Cl. 3) Nippon Kaiji Kyokai or any other Classification Society		11. Date of last special survey by the Vessel's classification society TBA			
12. Further particulars of Vessel (also indicate minimum number of months' validity of class certificates agreed acc. to Cl. 3) IMO No.: 9487483 Length: 175.54 metres Breadth: 32.20 metres Depth: 19.10 metres					
13. Port or Place of delivery (Cl. 3) The place of delivery specified under Clause 5(a) of the MOA		14. Time for delivery (Cl. 4) See Clause 34		15. Canceling date (Cl. 5) See Clause 34	
16. Port or Place of redelivery (Cl. 15) At a safe, ice free port where the Vessel would be afloat at all times		17. No. of months' validity of trading and class certificates upon redelivery (Cl. 15) See Clause 40			
18. Running days' notice if other than stated in Cl. 4 N/A		19. Frequency of dry-docking (Cl. 19(a)) in accordance with Classification Society and Flag requirements			
20. Trading limits (Cl. 6) Worldwide within International Navigating Limits					
21. Charter period (Cl. 2) See Clause 32		22. Charter hire (Cl. 11) See Clause 36			
23. New class and other safety requirements (state percentage of Vessel's insurance value acc. to Box 20)(Cl. 10(a)(ii)) N/A					
24. Rate of interest payable acc. to Cl. 11 (f) and, if applicable, acc. to PART IV See Clause 36.11 - neither Clause 11(f) nor Part IV applies		25. Currency and method of payment (Cl. 11) Dollars/bank transfer			

UGOVOR O ZAKUPU GOLOG BRODA
 bareboat charter
 „BARECON 2001“

PART II
"BARECON 2001" Standard Bareboat Charter

themselves that the Vessel is being properly repaired 130
and maintained. The costs and fees for such inspection 131
or survey shall be paid by the Owners unless the Vessel 132
is found to require repairs or maintenance in order to 133
achieve the condition so provided; 134
(b) in dry-dock if the Charterers have not dry-docked 135
her in accordance with Clause 10(g). The costs and fees 136
for such inspection or survey shall be paid by the 137
Charterers; and 138
(c) for any other commercial reason they consider 139
necessary (provided it does not unduly interfere with 140
the commercial operation of the Vessel). The costs and 141
fees for such inspection and survey shall be paid by the 142
Owners. 143
All time used in respect of inspection, survey or repairs 144
shall be for the Charterers' account and form part of the 145
Charter Period. 146
The Charterers shall also permit the Owners to inspect 147
the Vessel's log books whenever requested and shall 148
whenever required by the Owners furnish them with full 149
information regarding any casualties or other accidents 150
or damage to the Vessel. 151

9. **Inventories, Oil and Stores** 152
A complete inventory of the Vessel's entire equipment, 153
outfit including spare parts, appliances and of all 154
consumable stores on board the Vessel shall be made 155
by the Charterers in conjunction with the Owners on 156
delivery and again on redelivery of the Vessel. The 157
Charterers and the Owners, respectively, shall at the 158
time of delivery and redelivery take over and pay for all 159
bunkers, lubricating oil, unbroached provisions, paints, 160
ropes and other consumable stores (excluding spare 161
parts) in the said Vessel at the then current market prices 162
at the ports of delivery and redelivery, respectively. The 163
Charterers shall ensure that all spare parts listed in the 164
Inventory during the Charter Period are 165
replaced during the Charter Period at the expense of the 166
Charterers prior to redelivery of the Vessel. 167

Operation and Repairs 168
The Vessel shall be in the full possession, control and 169
absolute disposal for all purposes of the Charterers 170
and under their complete control in and out of port. 171
The Charterers shall maintain the machinery, boilers, 172
appurtenances and equipment in a good state of repair, in 173
efficient condition and in accordance with good 174
maintenance practice and, except as provided in Clause 175
14(f), if applicable, at their own expense they shall at 176
all times keep the Vessel's Class fully up to date with the 177
Classification Society indicated in Box 10 and maintain all 178
other necessary certificates in force at all times. 179

(ii) **New Class and Other Safety Requirements** - In the 180
event of any improvement, structural changes or 181
new equipment becoming necessary for the 182
continued operation of the Vessel by reason of new 183
class requirements or by compulsory legislation 184
costing (excluding the Charterers' loss of time) 185
more than the percentage stated in Box 23, or if 186
Box 23 is left blank, 5 per cent. of the Vessel's 187
insurance value as stated in Box 29, then the 188
extent, if any, to which the rate of hire shall be varied 189
and the ratio in which the cost of compliance shall 190
be shared between the parties concerned in order 191
to achieve a reasonable distribution thereof as 192
193
194
195

between the Owners and the Charterers having 196
regard, inter alia, to the length of the period 197
remaining under this Charter shall, in the absence 198
of agreement, be referred to the dispute resolution 199
method agreed in Clause 30. 200

(iii) **Financial Security** - The Charterers shall maintain 201
financial security or responsibility in respect of third 202
party liabilities as required by any government, 203
including federal, state or municipal or other division 204
or authority thereof, to enable the Vessel, without 205
penalty or charge, lawfully to enter, remain at, or 206
leave any port, place, territorial or contiguous 207
waters of any country, state or municipality in 208
performance of this Charter without any delay. This 209
obligation shall apply whether or not such 210
requirements have been lawfully imposed by such 211
government or division or authority thereof. 212
The Charterers shall make and maintain all arrange- 213
ments by bond or otherwise as may be necessary to 214
satisfy such requirements at the Charterers' sole 215
expense and the Charterers shall indemnify the Owners 216
against all consequences whatsoever (including loss of 217
time) for any failure or inability to do so. 218

(b) **Operation of the Vessel** - The Charterers shall at 219
their own expense and by their own procurement man- 220
age, victual, navigate, operate, supply, fuel and, whenever 221
required, repair the Vessel during the Charter Period 222
and they shall pay all charges and expenses of every 223
kind and nature whatsoever incidental to their use and 224
operation of the Vessel under this Charter, including 225
annual flag state fees and any foreign general 226
municipality and/or state taxes. The Master, officers and 227
crew of the Vessel shall be the servants of the Charterers 228
for all purposes whatsoever, even if for any reason 229
appointed by the Owners. 230
Charterers shall comply with the regulations regarding 231
officers and crew in force in the country of the Vessel's 232
flag or any other applicable law. 233
(c) The Charterers shall keep the Owners and the 234
mortgagee(s) advised of the intended employment, 235
planned dry-docking and major repairs of the Vessel, 236
as reasonably required. 237

(d) **Flag and Name of Vessel** - During the Charter 238
Period, the Charterers shall have the liberty to paint the 239
Vessel in their own colours, install and display their 240
funnel insignia and fly their own house flag. The 241
Charterers shall also have the liberty, with the Owners' 242
consent, which shall not be unreasonably withheld, to 243
change the flag and/or the name of the Vessel during 244
the Charter Period. Painting and re-painting, instalment 245
and re-installment, registration and re-registration, if 246
required by the Owners, shall be at the Charterers' 247
expense and time. 248

(e) **Changes to the Vessel** - Subject to Clause 10(a)(ii), 249
the Charterers shall make no structural changes in the 250
Vessel or changes in the machinery, boilers, appurten- 251
ances or spare parts thereof without in each instance 252
first securing the Owners' approval thereof. If the Owners 253
so agree, the Charterers shall, if the Owners so require, 254
restore the Vessel to its former condition before the 255
termination of this Charter. 256

(f) **Use of the Vessel's Outfit, Equipment and 257**
Appliances - The Charterers shall have the use of all 258
outfit, equipment, and appliances on board the Vessel 259
at the time of delivery, provided the same or their 260
substantial equivalent shall be returned to the Owners 261
on redelivery in the same good order and condition as 262
when received, ordinary wear and tear excepted. The 263

RAZLIKA ZAKUP – BRODARSKI



UGOVOR O ZAKUPU BRODA

bareboat/demise charter

- zakupoprimatelj = brodar
- uobičajena predaja broda bez posade (osim drugačiji ugovor)
- zakupoprimatelj zapošljava posadu i upravlja

BRODARSKI UGOVOR NA VRIJEME ZA CIJELI BROD

time charter

- brodovlasnik = brodar
- naručitelj: ostvaruje konkretnu svrhu za koju je ugovor sklopljen (prijevoz stvari, putnika...)
- posada: zapošljava i upravlja brodar, naručitelj samo upute za komercijalnu djelatnost

- U SLUČAJU SUMNJE KOJI JE UGOVOR SKLOPLJEN: ZAKONSKA PRETPOSTAVKA DA JE SKLOPLJEN BRODARSKI UGOVOR (čl. 664 PZ)

UGOVORI O PRIJEVOZU STVARI BRODOM

BRODARSKI UGOVOR

(eng. *Charter*, fr. *Contrat d'affrètement*,
tal. *Contrato di noleggio*)

POMORSKO PRIJEVOZNIČKI UGOVORI

(eng. *contract of carriage of goods by sea; contract of affreightment*; fr. *Contrat de transport maritime de marchandises*, tal. *Contratto di trasporto marittimo di cose*)

prostor broda:

- prijevoz cijelim brodom
- prijevoz razmjernim dijelom broda
- prijevoz određenim brodskim prostorom

trajanje ugovora:

- ugovor na putovanje (1 ili više)
- eng. *voyage charter*
- ugovor na vrijeme
- eng. *time charter*

Code Name: "NYPE 93"

Recommended by:
The Baltic and International Maritime Council (BIMCO)
The Federation of National Associations of
Ship Brokers and Agents (FONASBA)



Code word for this Charter Party

"SHELLTIME 4"

Issued December 1984

Time Charter Party

LONDON, 4th March 2007

TIME CHARTER[©]

New York Produce Exchange Form
Issued by the Association of Ship Brokers and Agents (U.S.A.), Inc.

November 6th, 1913 - Amended October 20th, 1921; August 6th, 1931 - October 3rd, 1946;
Revised June 12th, 1981; September 14th 1993.

Draft Copy

THIS CHARTER PARTY, made and concluded in
this day of

Between

Owners of the Vessel described below, and

Charterers.

Description of Vessel

Name	Flag	Built	(year).	10
Port and number of Registry				11
Classed		in		12
Deadweight		long*/metric* tons (cargo and bunkers, including freshwater and		13
stores not exceeding		long*/metric* tons) on a salt water draft of		14
on summer freeboard.				15

Capacity		cubic feet grain	cubic feet bale space.	16
Tonnage	GT/GRT.			17
Speed about		knots, fully laden, in good weather conditions up to and including maximum		18
Force	on the Beaufort wind scale, on a consumption of about		long*/metric*	19
tons of				20

* Delete as appropriate.
For further description see Appendix "A" (if applicable)

1. Duration

The Owners agree to let and the Charterers agree to hire the Vessel from the time of delivery for a period of				24
				25
				26
				27
		within below mentioned trading limits.		28

2. Delivery

The Vessel shall be placed at the disposal of the Charterers at				30
				31
				32
		The Vessel on her delivery		33
shall be ready to receive cargo with clean-swept holds and tight, staunch, strong and in every way fitted for ordinary cargo service, having water ballast and with sufficient power to operate all cargo-handling gear simultaneously.				34
				35
				36
The Owners shall give the Charterers not less than		days notice of expected date of		37

BRODARSKI UGOVOR NA VRIJEME
Time charter

IT IS THIS DAY AGREED between *AQUA SHIPPING LTD*
Of (hereinafter referred to as "Owners"), being owners of the good vessel called *M/T AQUA*

(hereinafter referred to as "the vessel") described as per Clause 1 hereof and "*AQUA TANKER CORPORATION*" (Subsidiary Company of "*OVERSEAS SHIPHOLDING GROUP, INC. (OSG)*"),
Performance to be guaranteed by the "*OVERSEAS SHIPHOLDING GROUP, INC. (OSG)*",
Pls See Cls. 117 Charterers' Performance Guarantee Cls)
of Marshall Island (hereinafter referred to as "Charterers");.

Description and Condition of Vessel	1. At the date of delivery of the vessel under this charter all details "about"	6
	(a) she shall be classed: DNV* <i>IA1</i> , " <i>Tankerfor Oil ESP</i> ", <i>EO, NAUTICUS (Newbuilding), TMON, VCS-2</i>	
	(b) she shall be in every way fit to carry crude and/or its dirty products; Pls See Cls.52 Cargoes	8
	(c) she shall be tight, staunch, strong, in good order and condition, and in every way fit for the service, with her machinery, boilers, hull and other equipment (including but not limited to hull stress calculator and radar) in a good and efficient state :	9
	(d) her tanks, valves and pipelines shall be oil-tight;	10
	(e) she shall be in every way fitted for burning	11
	at sea - fueloil with a maximum viscosity of Centistokes at 50 degrees Centigrade/any commercial grade of fueloil (" <i>ACGFO</i> ") for main propulsion, marine diesel oil/ <i>ACGFO</i> for auxiliaries	12
	in port—marine diesel oil/ <i>ACGFO</i> for auxiliaries;	13
	/ Pls See Cls. 104 Vessel Speed and Consumptions and Bunker Specs Description]	14
	(f) she shall comply with the regulations in force so as to enable her to pass through the Suez and Panama Canals by day and night without delay. As vessel is newbuilding Suez Canal Certs shall be obtained during her first canal passage	15
	(g) she shall have on board all certificates, documents and equipment required from time to time by	16
	any applicable law to enable her to perform the charter service without delay :	17
	(h) she shall comply with the description in Form B Vessel Speed and Consumption and Bunker	18
		19
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UGOVORI O POMORSKO PLOVIDBENOM POSLU brodarski vs. prijevoznički

Brodarski ugovori

1. Bitan element: BROD
2. Isprava o ugovoru o prijevozu: *charterparty* (lat. *Carta partita*)
3. Složeni detaljni ugovori
4. Slobodna plovidba (tramp)
5. Tržišno natjecanje bez regulatora
6. Globalno tržište
7. Uvjeti ugovora (brod, stranke teret, ruta) – prilagođeni naručitelju
8. Vozarine – slobodne (tržište)
9. Jeftiniji teret i niže vozarine

Prijevoznički ugovori

1. Bitan element: STVAR
2. Isprava o ugovoru o prijevozu: *dokaz: teretnica (bill of lading, B/L)*
1. Jednostavniji adhezioni ugovori – *liner terms* (opći uvjeti)
2. Linijska plovidba
3. Linijske konferencije pod nadzorom regulatora
4. Određene linije
5. Nema pregovora o uvjetima prijevoza
6. Vozarine – objavljene
7. Skupocjeniji teret i više vozarine

BRODARSKI UGOVORI

BURZA BRODSKOG
PROSTORA

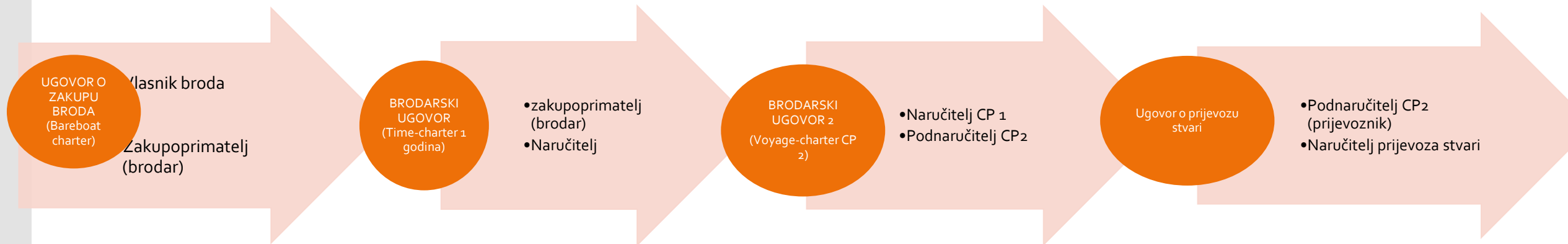
**POMORSKO
PRIJEVOZNIČKI
UGOVORI**

JAVNI KANALI PRODAJE
I OGLAŠAVANJA

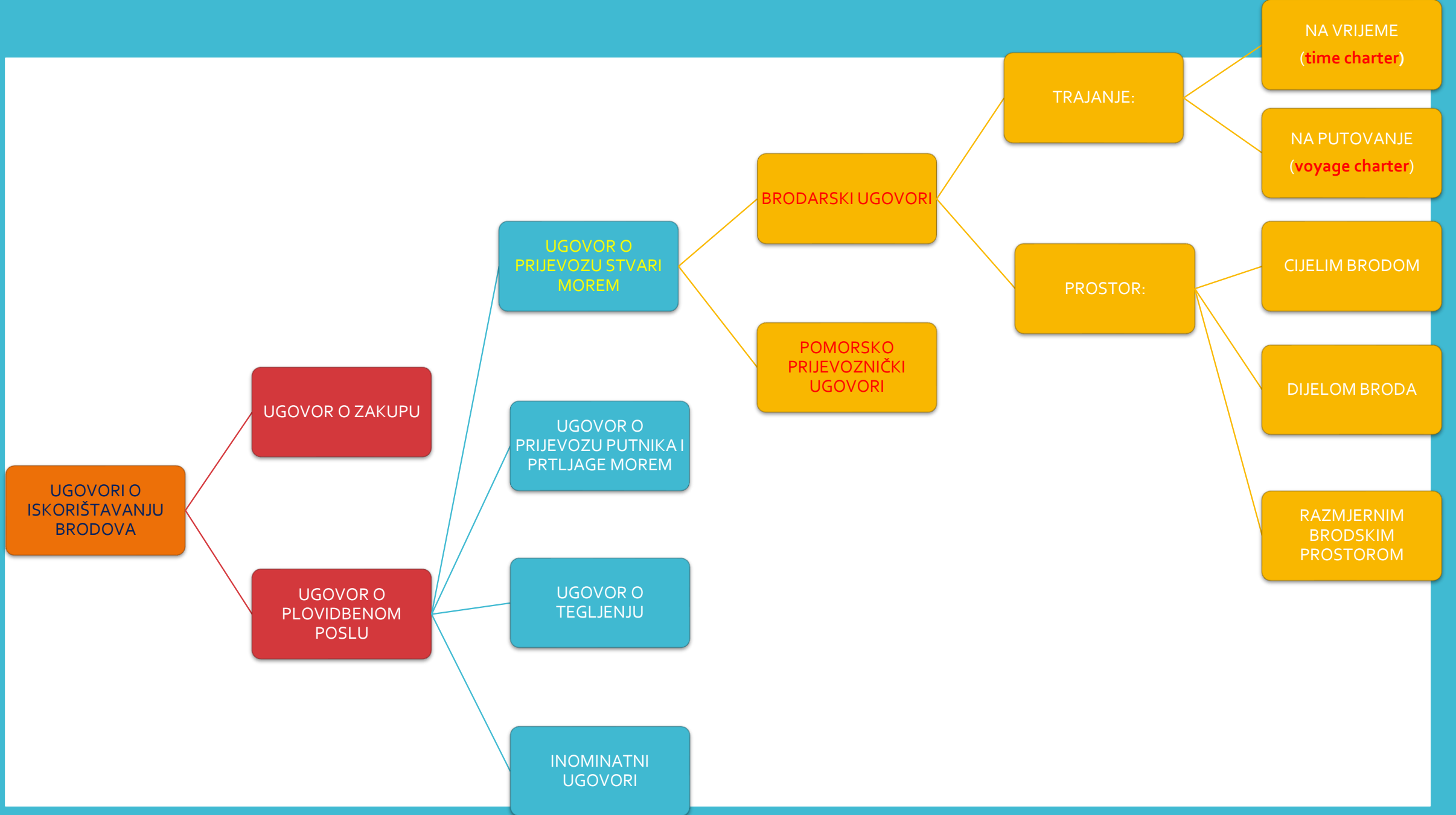
SKLAPANJE

AGENTI (*brokers*) zapošljavanje broda

- Agenti vlasnika (*owner's brokers*): traže i ugovaraju zapošljavanje brodova njihovih nalogodavaca (brodovlasnika/zakupoprimatelja)
- Agenti naručitelja iz brodarskog ugovora (*charterers' brokers, chartering brokers*): pronalaze brodove za zapošljavanje brodova nalogodavaca
- Brokeri tankera (*tanker brokers*): zapošljavaju tankere i traže teret ulja na specijaliziranom tankerskom tržištu
- Linijski brokeri (*liner brokers*): pribavljaju robu za linijske prijevoznike i brodare
- Lučki agenti (*ships' agents*): opslužuju brodove u luci, nalogodavci brodovlasnici, brodari, naručitelji iz brodarskog ugovora
- Agenti kupoprodaje (*sale and purchase brokers*): kupuju i prodaju brod za nalogodavca i/ili naručuju gradnju novog broda



ISKORIŠTAVANJE BRODA: *shema jednog slučaja*



HVALA NA
PAŽNJI

