Commercial Management

www.hanseatic-chartering.com
Established in 1976 and based in Cyprus, Hanseatic Chartering has served shipowners with a wide breadth of commercial management, competitive chartering and sale and purchase services. Today we are entrusted with the commercial management of over 80 vessels trading worldwide.

As commercial managers of a wide range of vessels - containers, LPG carriers, chemical/product tankers, bulk and multipurpose vessels - we hold the sole responsibility for day-to-day commercial management in a prompt and cost effective manner.

Why Hanseatic Chartering?

- Established position with over 40 years of experience and global network of contacts.
- Continuous monitoring and analysis of markets offering our principals the most up-to-date advice on new business opportunities.
- Our experience, resources and knowledge allow us to provide a range of in-depth and specialist services to customers.
- Dedicated in-house operations team providing the capability that owners require throughout the course of their lease.
- Guarantees the personal attention you would expect from a market leader.

Areas of Expertise

➤ Commercial Management
  • Assisting with the employment of vessels
  • Voyage analysis, monitoring, planning and scheduling
  • Voyage instructions to masters
  • Charterer liaison
  • Bunkering
  • Vessel performance control
  • Laytime calculations
  • Disbursement accounts analysis
  • Invoicing and recovery of charter expenses billing
  • P&I/cargo claims
  • Commercial legal matters
  • Charter party disputes

➤ Competitive Chartering
  • Negotiating and concluding periodic charters
  • Market analysis on chartering possibilities

➤ Sale and Purchase
  • Ordering newbuilding contracts with shipyards
  • Sale and purchase of second-hand ships