



Commercial Management



HANSEATIC
CHARTERING LTD

Commercial Management - Chartering - Sales & Purchase

www.hanseatic-chartering.com

Commercial Management – Hanseatic Chartering Ltd

Your partner in commercial management, competitive chartering and vessel sale/purchase

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

Hanseatic Chartering Ltd.

Michael Kazantjis, Managing Director

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