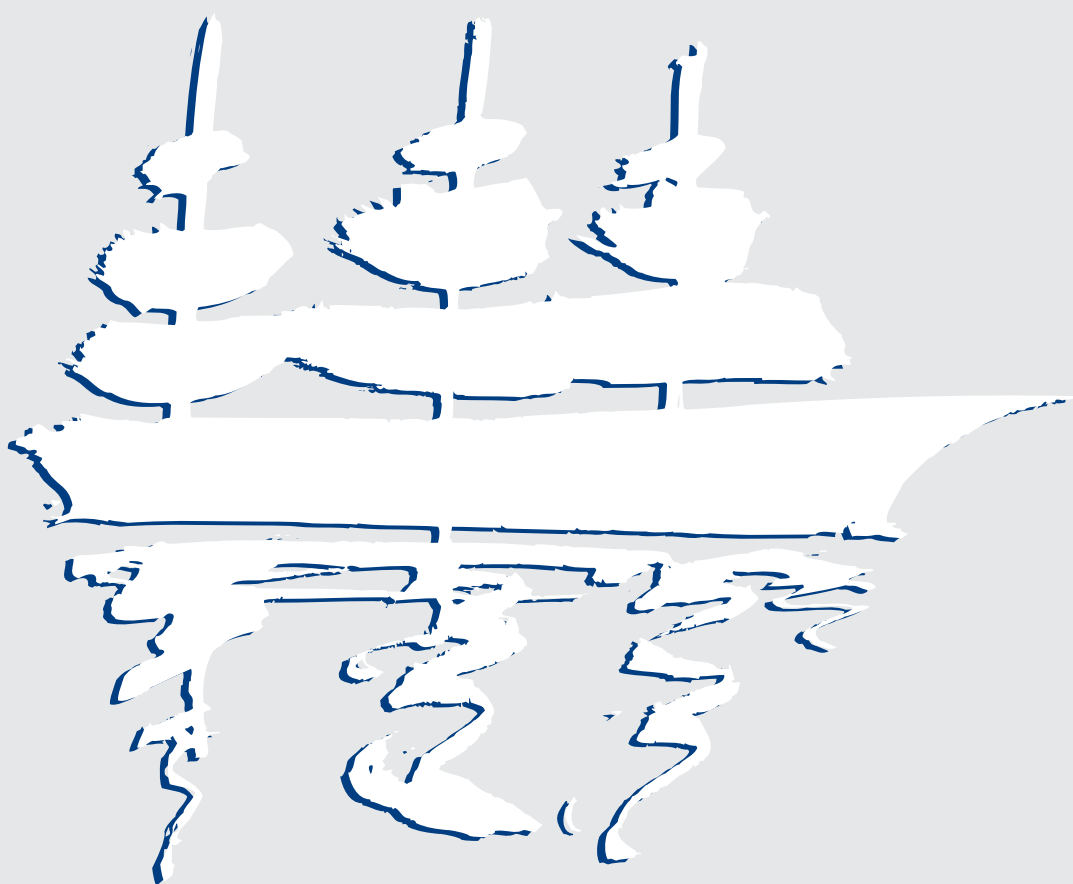




THE POLISH SHIPBROKERS' ASSOCIATION

POLSKI ZWIĄZEK MAKLERÓW OKRĘTOWYCH



*Agency Fees
in Polish sea ports*

July 2008



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The Polish Shipbrokers' Association aims to provide high standards of conduct and practice, promoting a high level of education, experience and maintaining a sound shipping agency system, according to the Minimum Standards recommended by UNCTAD.

Offices of the Association:

GDYNIA

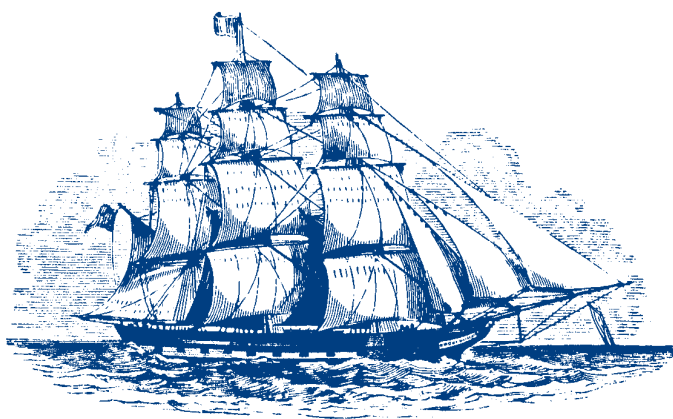
*8, Pułaskiego St.
81-368 Gdynia
tel./fax (058) 627 22 05*

SZCZECIN

*4, Batorego Sq.
70-207 Szczecin
tel./fax (091) 440 33 55*

The Members of the Polish Shipbrokers' Association

*Alfa Cargo Co. Ltd., Szczecin
Baltic Shipping Agency Co. Ltd., Gdynia
CMS-Consolidated Marine Services Ltd., Gdynia
Dan Shipping & Trading Co. Ltd., Szczecin
Eurocargo Shipping Co. Ltd., Szczecin
Fast Baltic Ltd., Szczecin
G.A.C POLAND Ltd., Szczecin
Ger Pol Shipping & Forwarding Co. Ltd., Szczecin
Inter Balt Co. Ltd., Gdańsk
Inter Marine Co. Ltd., Gdynia
Jupiter Shipping Service Ltd., Gdynia
Kosior Shipping Co. Ltd., Szczecin
Marbalco Shipping Co. Ltd., Sopot
Morska Agencja Gdynia Ltd., Gdynia
Morska Agencja Szczecin Ltd., Szczecin
Nawigator Shipping Ltd., Gdańsk
OKmarit Ltd., Gdynia
Polagent Co. Ltd., Szczecin
Polfracht Shipbroking & Chartering Co. Ltd., Gdynia
Polfracht Shipping Agency Ltd., Gdynia
Polish United Baltic Corporation Ltd., Gdynia
Polsteam Shipping Agency Ltd., Szczecin
Pomeranian Shipbrokers Ltd., Sopot
Poseidon & Frachtcontor Junge Ltd., Szczecin
SMS Maritime Services Co., Szczecin
Vetro, Port & Shipping Services*



Agency Fees in Polish sea ports

General Conditions

Scale of Agency Fees

1st July 2008

GENERAL CONDITIONS

- A. The scale of Agency Fees, adopted by the Association, based on vessel's summer maximum loadline dead-weight and expressed in PLN covering clearance, port operation and ship's husbandry, is to be regarded as the recommended minimum rate level to be charged by the Agents.*

- B. Owners, respectively Operators, shall place the Agents in funds, covering the estimated disbursements, in advance, but latest on vessel's arrival. For late remittances of funds Owners will be charged interest at 5% per month or pro rata.*

- C. Agents are not responsible for currency exchange losses on any sums held for the account of the Owners or which they have to receive or pay.*

- D. The Agency Fees do not include any percentages, petties, bank charges, fares, deliveries of cash to Master or parcels, advertising, travelling, etc. which will be charged separately.*

- E. Should Owners require the Agents to undertake full processing and settlement of claims, the Agents are entitled to a separate remuneration as mutually agreed.*

Basic Agency Fee Scale

OVER	DWTAT (MT)	UP TO	PLN
0	-	1 000	2 100
1 001	-	1 500	2 300
1 501	-	2 000	2 900
2 001	-	2 500	3 500
2 501	-	3 000	4 000
3 001	-	4 000	4 700
4 001	-	5 000	5 600
5 001	-	6 000	6 300
6 001	-	8 000	7 300
8 001	-	10 000	8 200
10 001	-	12 500	9 100
12 501	-	15 000	10 000
15 001	-	17 500	10 900
17 501	-	20 000	11 500
20 001	-	25 000	13 000
25 001	-	30 000	14 000
30 001	-	35 000	15 000
35 001	-	40 000	15 700
40 001	-	45 000	16 300
45 001	-	50 000	17 000
50 001	-	60 000	17 900
60 001	-	70 000	18 900
70 001	-	80 000	20 000
80 001	-	90 000	21 100
90 001	-	100 000	22 200

Over 100,000 DWTAT for each further commenced
10,000 DWTAT - PLN 1000

Rules for application of Basic Agency Fees:

1. *Vessels discharging and loading bulk or liquid cargo of one grade* - *basic fee to be applied separately for each of these operations*
2. *Vessels arriving with inward cargo and sailing in ballast or vessels arriving in ballast and sailing with outward cargo* - *basic fee to applied once only*
3. *Vessels carrying cargo in bales, bags, packages, containers, boxes on pallets, otherwise unitised, also forest and steel products* - *10% surcharge on basic fee*

NOTE: This surcharge is not applicable to vessels carrying homogeneous cargo, where of a certain percentage is bagged for safe stowage

4. *Vessels carrying mixed cargo of two or more distinctly different commodities, liquid, bulk, unitized, vehicles* - *20% surcharge on basic fee*
5. *Gas tankers of up to 10.000 cbm cargo capacity* - *basic fee plus 30% to be applied on cubic metre tank capacity*
exceeding 10.000 cbm capacity - *basic fee plus 20% to be applied on cubic metre tank capacity*

NOTE: Cubic metre tank capacity substituting DWTAT on the fee scale

6. *Pure Car Carriers* - *20% surcharge on basic fee*
7. *Reefer vessels* - *20% surcharge on basic fee*
8. *Ro-ro vessels* - *20% surcharge on basic fee*
9. *Cruise and passenger vessels, ferry boats* - *fee to be negotiated*
10. *Fishing trawlers and factory vessels* - *fee to be negotiated*
11. *Vessels calling both Szczecin and Świnoujście* - *25% surcharge on basic fee*
12. *Vessels cleared in roads* - *10% surcharge on basic fee*
13. *Vessels entering port for replenishing bunkers, water, provisions, seeking shelter in case of adverse weather or damage* - *50% of the basic fee*
14. *Vessels entering port seeking medical aid* - *25% of the basic fee*
15. a. *Vessels entering port or shipyard for repairs or dry-docking* - *75% of the basic fee and PLN 80,- p/day*
 b. *Newbuildings leaving shipyard* - *75% of the basic fee*
16. *Arranging delivery/redelivery on or off Time Charter* - *35% of the basic fee*

Rules for application of Basic Agency Fees:

17. *Attendance as supervisory or Owners' protecting Agents when vessel is consigned to and handled by another company acting as Charterers Agents* - 50% of the basic fee
18. *Attendance to crew members/person*
 - a. *joining or leaving the vessel* - PLN 80,- per person
 - b. *hospitalised or requiring medical care* - PLN 200,- per person per week
19. *In case of handling non-liner vessels carrying general cargo on liner terms, Agents are entitled to charge a commission of PLN 2,00 per ton inwards and PLN 4,00 - outwards.*
20. *Ocean going tugs*
- PLN 1 200,- inward
- PLN 1 200,- outward
21. *Minimum Agency Fee per call* - PLN 2 100,-

LINER AGENCIES

For services provided to shipping lines calling Polish Ports directly or operating via European base ports on through bill of lading, Agents should be remunerated as per following schedule:

1. Freight Commission.

Outward:

5% for cargo canvassed and booked

2,5% for cargo handled but booked elsewhere

Inward:

2,5% for cargo canvassed and booked

1,5% for cargo handled but booked elsewhere

1% collection fee on freight for cargo on which no commission has been earned

Agents are entitled to receive commission on surcharges and freight additional, provided these can be reasonably considered as actual freight increases.

The freight commission covers following functions: announcing sailings, tariff information, marketing and sales, issuing freight documents, collecting and remitting freights, etc.

Should for some reasons the required details not be disclosed or otherwise not available, the Agents are entitled to charge a commission of PLN 2,00 per ton inwards and PLN 4,00,- outwards.

2. Container and ISO equipment logistic fee.

PLN 100,- per unit handled, controlled, monitored and reported by the Agents.

3. Agency fee.

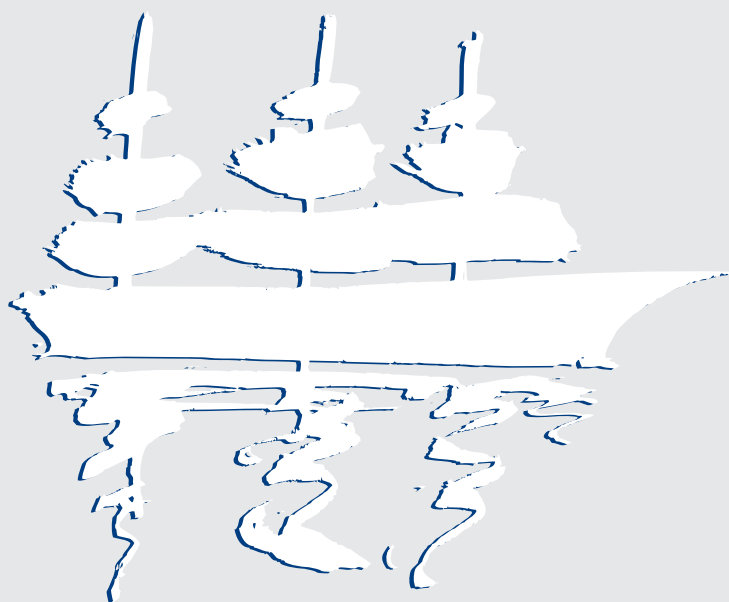
Charged for clearance and ship's husbandry as per Basic Agency Fees scale.

The above charges are applicable also in case of incidental calls of liner vessels loading or discharging general or containerised cargo in absence of a concluded Agency Agreement.



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