Π.Μ.Σ. στη Ναυτιλία - ΝΑΥΛΩΣΕΙΣ

Ν. Πενθερουδακης - 2021

# ΕΙΣΑΓΩΓΗ ΣΤΗ ΔΙΑΧΕΙΡΙΣΗ ΑΠΟ ΤΡΙΤΟΥΣ

# *“Third-Party Management”*

Independent ship owners operate their own vessels.

Investors, banks and leasing companies, also, buy ships but without the necessary expertise to operate them. Such owners often require the assistance of Third-Party Ship Managers who are specialized in ship operation and usually offer a range of different management packages, from crewing only, to full commercial management. This appeared for the first time in 1970s. Third-party ship management has witnessed significant growth since the 1980s. In 2008,it was estimated that about 2,300 ships were managed by third parties. Today, approximately one-third of the world’s oceangoing fleet is under third-party management of SOME KIND.

Publicly listed ship Owners may outsource ship management to address investor concerns and to achieve better overall risk management, among other goals.

Financiers often appoint such managers to be sure for operational and technical control of a vessel that has been retaken following mortgage/judicial sale.

Many ship managers also offer other shipping services such as ship broking ship agency, maritime information technology and consultancy. Use of a third party ship manager is attractive in a number of ways, not least because the scale and resources of a third party ship manager can generate cost savings through economies of scale. As ship management is the third party ship manager’s SOLE task and business, he will be ordering and recruiting on a large scale, giving him a great deal of bargaining power.

Third party ship managers also bring an expertise which can help improve cash flow benefits and keep the fleet in employment, good relationships with charterers and professional maintenance. Today, around a quarter of the world’s internationally trading fleet is reliant on services provided by third party managers partly or wholly.

The three most common forms today are Technical, Crew and Commercial management. Technical management involves the services relating to the maintenance, repair and running of the vessel, including her compliance with national and international obligations. Crew management deals with the selection, training, administration and transportation/repatriation of the crew. Commercial management, which is maybe the most important, means seeking and negotiating/fixing and follow-up of the employment of the vessel.

SHIPMAN 2009 (copyright of BIMCO) as the most used current form is the starting point for individual negotiations between the Manager and Shipowner today.