



China General Agency Services

A LEADER IN BULK LIQUID SHIPPING & LOGISTICS SOLUTIONS



SPI Marine is an independent service provider, offering an impartial perspective.

By going the extra mile, SPI Marine is committed to providing a professional service at forefront of the industry's best practice.

Our vision is to create safe, reliable and cost-effective shipping and logistics solutions, which contribute to the success of our clients.

Our goal is to continually apply our skills, passion and enthusiasm to enable expansion, embracing an ever wider range of services, truly *Beyond Shipbroking*.

UPHOLDING THE HIGHEST ETHICAL STANDARDS, OUR VISION IS TO OFFER UNBOUNDED THOUGHT AND ANALYSIS TO CREATE SAFE, RELIABLE AND COST-EFFECTIVE BULK SHIPPING AND LOGISTICS SOLUTIONS AT THE FOREFRONT OF THE INDUSTRY'S BEST PRACTICE.



Safety is our highest priority and we are committed to achieving our goals:

- Zero injuries
- No Harm to People
- No Harm to the Environment

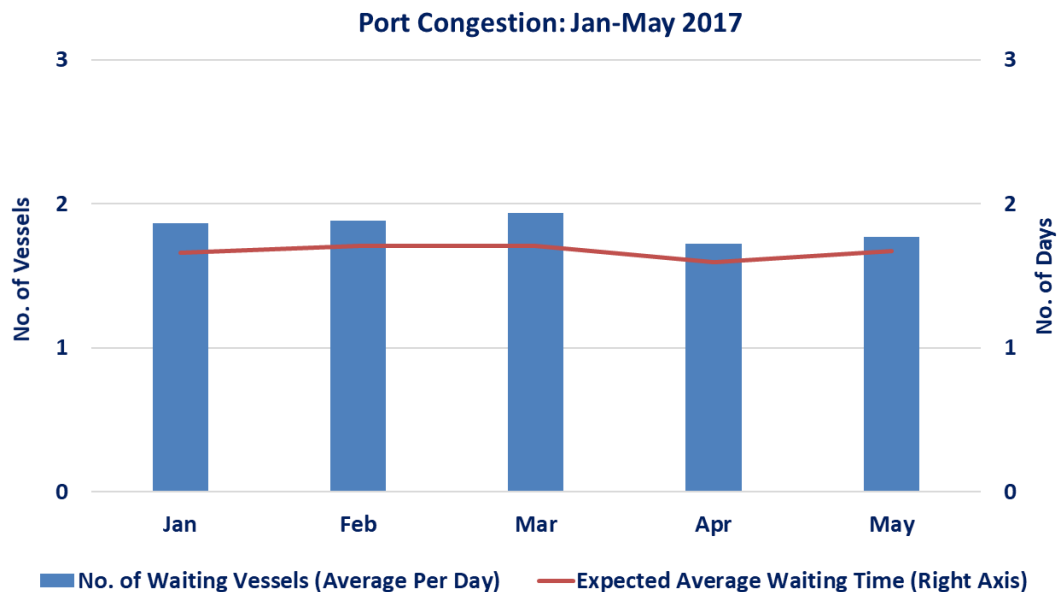
SPI Marine enjoys open relationships with our customers based on trust. This enables us to provide real value-added services, while upholding the highest standards of honesty and integrity.

Our policy is to be lawful, ethical and socially responsible in everything we do, prioritizing sustainability over financial success

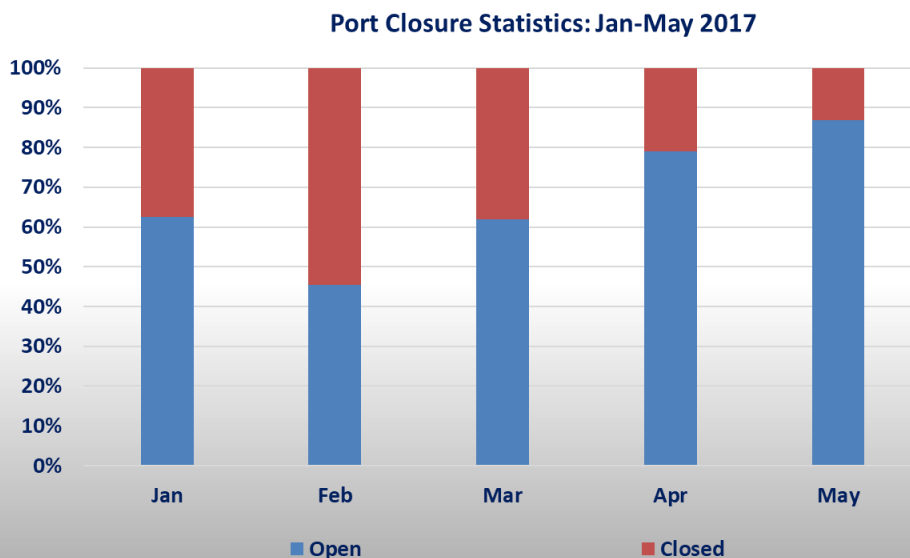
GENERAL AGENCY SERVICES

SPI Marine handles more than 150 port calls per month in China, providing our principals with a reliable, pro-active and cost effective service.

- ✓ We offer detailed analysis on port congestion at all Chinese ports, allowing our principals to assess the commercial impact on vessel turn-around.



- ✓ We provide our principals with daily updates on weather conditions, the impact on port congestion as well as historical data and analysis.



- ✓ We offer detailed information on dimensional and operational restrictions at all Chinese ports.
- ✓ Full vessel rotation planning for multiple port or berth calls, taking account of berth restrictions, berth availability, shore tank readiness (or cargo readiness) and OBL status to ensure optimized vessel dispatch.
- ✓ Close follow up on Bill of lading availability and strict adherence to instructions on releasing or holding cargo.
- ✓ As Owner's Protective Agent, our focus is to protect your interests. To achieve this, load or discharge operations are supervised by us, SOF are drawn up with Owner's interests at heart and final Disbursement Accounts are checked carefully, all to ensure no time is lost and the minimum cost is incurred.
- ✓ Services for Owner's husbandry matters are always in the most cost effective manner, with lowest port disbursement costs.
- ✓ Single Contact Point - **SPI Marine Shanghai** is the focal point for all agency operations and disbursement accounts throughout China, coordinating operations through our own site offices and network of local sub-agents. This facilitates the principal's access to instant support, when a vessel is calling at a number of Chinese ports with varying circumstances at different locations.
- ✓ **SPI Marine** is always at your disposal for all ports and marine related matters throughout China, 24 hours per day, 7 days per week.
- ✓ Port Captain Services - **SPI Marine** employs a team of port captains for on-the-spot attendance of our Owner's vessels. They are stationed and deployed from strategic coastal ports including Dalian, Tianjin (Xingang), Shanghai and Huangpu.



Dependable



Pro-Active



24/7

OUR SERVICE OFFER

Our promise is to provide high quality agency services with competitive agency fees. Our track-record speaks for itself !

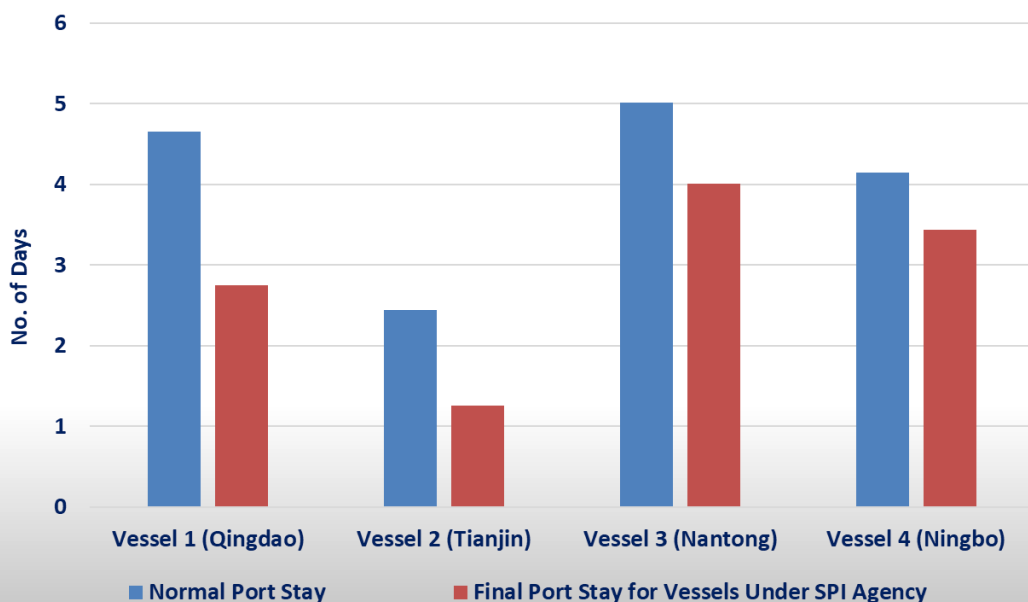
Your business, challenges and goals are at the heart of everything we do !

We apply our experience and knowledge of China to achieve the most efficient and economic vessel turn-around, providing our principals with a competitive advantage.

Strong relations and close coordination between all stakeholders from the Master, port authorities, pilots, shippers, receivers, terminals through to the local state agents is vital.

When difficulties arise our valuable relationships and experienced staff are able to offer hassle-free solutions.

Port Stay Comparison Jan-May 2017



Gain from the SPI Advantage !

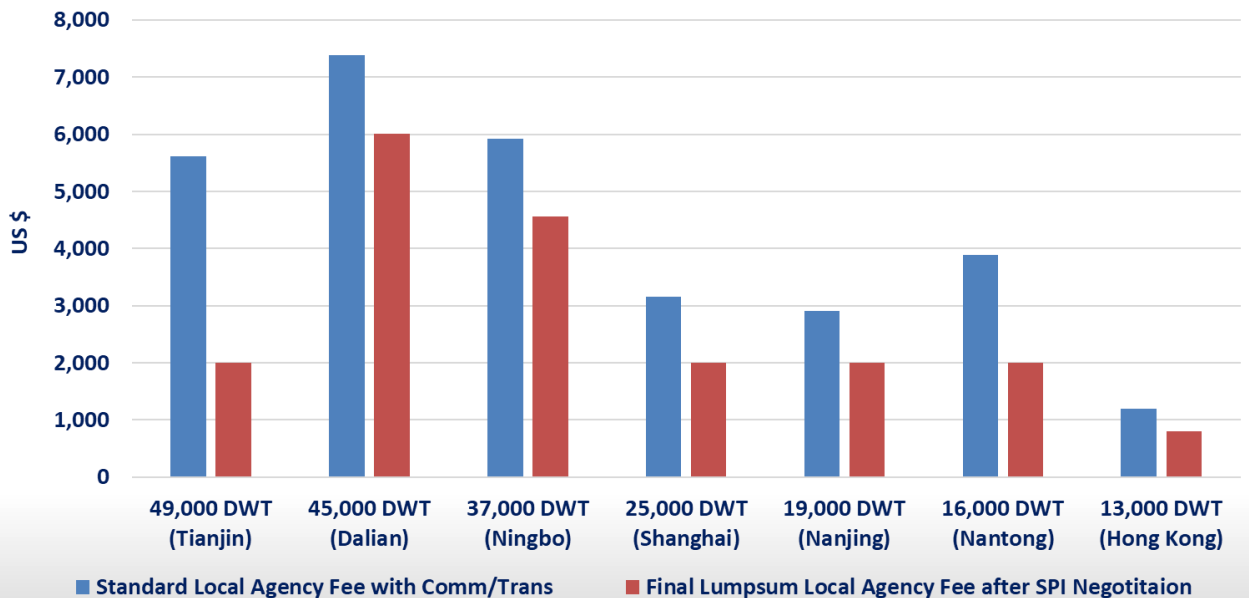


In China it is common for Charterers as well as local Receivers and/or Shippers to nominate their favoured local state agent to protect their interests.

Without a protective agent, no one on site will look after the Owner's benefit to monitor that SOFs truly and correctly reflect the port operation.

By appointing **SPI Marine** your interests are protected and we will always negotiate the most competitive ports costs and disbursements.

Standard Local Agency Fee vs Final Agency Fee after SPI Negotiation (in USD) Jan-May 2017





HUSBANDRY SERVICES

As the Owner's General Agent in China, we monitor the ship's rotation, providing you with the best options to carry out all deliveries, inspections or crew changes.

✓ **Ship Vetting:**

We assist Major Oil and MNC inspectors when they visit vessels calling at Chinese ports.

✓ **Crew Change :**

Crew changes are complex when vessels call multiple Chinese ports with short port stays:

- Most ports have no visa service at weekends
- Vessels stay at each port for a very short duration
- To ensure optimal dispatch, port rotations change based on weather, congestion and restrictions
- There are different immigration regulations at each port

✓ **Delivery of Spare Parts :**

Clearance and delivery of spare parts service needs to be carried out in time and without a hitch at different Chinese ports.

Particular care is given to imported spares and air-freight shipments, delivered to all main Chinese ports including Hong Kong.

Especially before dry-docking, timely delivery of urgent spares means saving time and money !

✓ **Dry Docking :**

SPI Marine enjoys good relations with all the main shipyards in China.

As your agent we coordinate all aspects of the docking call, ensuring smooth and timely crew change, spare parts delivery and assistance to attending superintendents and port captains as well as local engineers and/or class surveyors.

✓ **Other Husbandry Services :**

We offer the following additional services for your ships calling China:

- Provision/Ship's store supply
- Fresh water supply
- Bunkering
- Delivery of Cash to Master
- Crew's medical treatment
- Sample dispatching



**More Than
150 Port Calls
per Month**

GEOGRAPHICAL COVERAGE

Through our office located in Shanghai and port captains in Dalian, Tianjin and Huangpu, we offer in-depth local knowledge in all ports along the Chinese coast.

Whether in South, East or North China, our principals can rely on **SPI Marine** to ensure an efficient and cost-effective vessel turn-around.

A network of strong relationships and an understanding of local customs and culture provide our principals with peace of mind that their best interests are in good hands.

(Unless a local state agent is nominated under the C/P) **SPI Marine** will appoint the best local state agent on behalf of our principals based the agent's service, performance and local relations.



COMMUNICATION

In Asian culture strong relationships lead to profitable business. As your agent, you benefit from our long lasting relations in the Chinese maritime community.

All **SPI Marine** staff are graduates from the two leading Maritime Universities in China, Shanghai Maritime University and Dalian Maritime University. Among our colleagues are former lecturers, who taught nautical subjects at the University faculties. As a result, we have strong and lasting relationships throughout the maritime community including MSA, pilot station, Port Authorities and local agents across China.

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Your Agent in China



Gain from the SPI Advantage and let us contribute to your success !

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