

JOHN FISH AGENCIES (PTY)LTD

2010 AGENCY TARIFF - GENERAL CONDITIONS

Issued in terms of the Standard Trading Conditions of the Company – copy available on our Website – www.jfa.co.za.

A. FUNDS.

1. From Foreign Sources.

In order to comply with the terms and conditions of South African Government Foreign Exchange and other fiscal Regulations, it is essential that Agents receive, prior to a vessel's arrival at their port, the full amount of the advance funds requested, free of Bank charges. Such amount must include estimated tax on freight and any other taxes, where such taxes are applicable.

2. From Local Sources.

In respect of "Free In/Free Out" cargoes, the party ultimately responsible for the payment of loading/discharge cost and any taxes due will place the Ship's Agent in funds in accordance with his request in advance of vessel commencing loading/discharge and Agents shall have the right to withhold Bills of Lading until sufficient funds have been received to meet any raised costs.

Where any Agent has "covered" in writing another Agent for Agency fees, such Agency fees shall be payable on presentation of invoice.

3. Disbursing Commission/Late Payment.

5% will be charged on any outstanding balance if not received within 7 days of request. If funds are not received within 30 days of request, interest to be charged at 2% for each 30 days.

B. APPOINTMENT.

1. It is recommended that an Agent appointed in terms of a Charter Party, or who carries out **similar duties** in compliance with a contract of affreightment or similar document, charge the fees set out in Items 1,3 & 4 of the scale.
2. It is recommended that an additional Agent appointed by Owners, Disponent Owners or Charterers will charge fees set out in Items 2,3 & 4 of the scale.
3. It is recommended, that the Charterers Agent, appointed to handle minor Owners husbandry matters, under a Charter Party agreement, without recompense, will be entitled to claim an Owners Agency Fee, where Owners work is not considered to be minor as follows:
 - (a) Any service covered under item 4 of this Tariff, all of which are not considered minor.
 - (b) Any, or all services where the collective disbursement totals R15,000.00 or more, per vessel is also not considered to be minor.

C. FEES.

1. The Agency charges enumerated herein are recommended and are intended to cover the customary services offered by a Ship's Agent's office and staff and are subject to alteration. Members may charge higher fees should additional work, duties or expenses be involved.
2. Expenditure incurred by vessel, such as launch hire, car hire, telex, fax etc shall form a charge against the ship additional to Agency charges.
3. Brokerage/Freight booking commission/Freight collection fee:
By arrangement.
4. For ships waiting at anchorage, the arrival day only to be treated as port stay unless additional attendance is required thereafter.

D. It is recommended that any portion of a calendar day, week or metric ton be assessed to the nearest highest unit (the ton referred to is a ton of 1000 kilos or 1CBM, whichever yields the higher tonnage).

E. All charges in this tariff exclude Value Added Tax (VAT) which will be raised in accordance with Government legislation.

RECOMMENDED SCALE OF AGENCY CHARGES

1. SHIPS AGENCY LOADING AND/OR DISCHARGING.

Where more than one (1) Agent attends, fees to be calculated as if one (1) Agent attended, and such fees are to be divided in accordance with the guidelines adopted.

(a) Bulk cargoes

(i) Through Appliances.

CARGO TONNAGE	RANDS
a minimum up to 2500	13470.00
2501 - 5000	14920.00
5001 - 7500	17400.00
7501 - 10000	19500.00
10001 - 12500	21340.00
12501 - 15000	23095.00
15001 - 17500	24860.00
17501 - 20000	26615.00
20001 - 25000	28670.00
25001 - 30000	30845.00
30001 - 35000	33295.00
35001 - 40000	35595.00
40001 - 45000	37905.00
45001 - 50000	40235.00
50001 - 60000	42265.00
60001 - 70000	44020.00
70001 - 80000	45800.00
80001 - 90000	48085.00
90001 - 100000	49350.00
100001 - 120000	50760.00
120001 - 140000	51900.00
140001 - 160000	53020.00
160001 - 180000	54140.00
Over - 180001	55245.00

(ii) Worked at General Cargo Berths

CARGO TONNAGE	RANDS
0 - 1000	15180.00
1001 - 2000	17305.00
2001 - 3000	20690.00
3001 - 4000	23935.00
4001 - 5000	26970.00
5001 - 6000	29640.00
6001 - 7000	31905.00
7001 - 8000	34210.00
8001 - 9000	36470.00
9001 - 10000	38770.00
10001 - 12000	41460.00
12001 - 14000	44460.00
14001 - 16000	47510.00
16001 - 18000	50545.00
18001 - 20000	53585.00
20001 - 22500	56195.00
22501 - 25000	60790.00
25001 - 30000	63610.00
30001 - 35000	65720.00
35001 - 40000	67285.00
OVER - 40001	70425.00

(b). General, reefer and other cargoes other than 1(a) worked at a general cargo berth and using shore cranes or ships derricks.

CARGO TONNAGE	RANDS
0 - 1000	16655.00
1001 - 2000	18805.00
2001 - 3000	22900.00
3001 - 4000	26625.00
4001 - 5000	30220.00
5001 - 6000	33325.00
6001 - 7000	35965.00
7001 - 8000	38625.00
8001 - 9000	41290.00
9001 - 10000	43950.00
10001 - 12000	47945.00
12001 - 14000	53255.00
14001 - 16000	58075.00
16001 - 18000	61995.00
18001 - 20000	65480.00
20001 - 22500	69360.00
22501 - 25000	73710.00
25001 - 30000	77035.00
30001 - 35000	79375.00
35001 - 40000	82305.00
OVER - 40001	85405.00

“For vessels loading and/or discharging cargo where more than one scale rate is applicable, apply the higher scale cargo in the normal manner in addition to other applicable scale rates less their minimum charge.”

(c). Tankers, discharging or loading full or part cargo bulk liquids

CARGO TONNAGE	RANDS
0 - 5000	24770.00
5001 - 80000	30950.00
80000 - 150000	40425.00
OVER - 150000	48610.00

Vessel back-loading plus 25% and parcel tankers plus 50%.

(d). Containers.

For the handling of containers, with or without cargo therein, the recommended rate is the following:

- 1). Tracking R 215.00 per Container
- 2). Port Operations/Agency R 305.00 per Container with a maximum revenue of R23090.00 per Vessel/Voyage.

It is recommended that Ship's Agents raise a service fee, and a release charge against cargo interests in respect of containerised consignments to cover additional work imposed upon them.

2. OWNERS/PROTECTIVE AGENCY/PORT AGENCY.

(a)

Where Owners or Disponent Owners appoint their own Agent, or the Agent appointed in terms of the Charter Party also attends domestically (ie Port Disbursements, Liaison and Customs Clearance) or vessels calling solely for bunkers, stores, orders, repairs, delivery, redelivery or personnel exchanges etc, the recommended rate is the following, which should not be raised, more than once, by any one Agent, against any one Principal.

DAYS PORTSTAY	RANDS
FIRST DAY	9595.00
THEREAFTER PER DAY	1820.00

(b). Vessels handled off or in Port limits, but not entering the Port.

Minimum: R5145.00

which will cover only one (1) set of O.P.L. documentation.

A further fee of R875.00 will be raised for every additional set of O.P.L. documentation prepared.

It is recommended that if an Agent is required to board a vessel an additional charge of R2595.00 per visit will be raised

(c). It is recommended that in respect of boarding or attending to any vessel at anchorage prior to, or after, calling at the port R3120.00 per attendance be raised, in addition to normal fees.

3. RECOVERABLE DAILY EXPENSES (Including Local Administration, Transport & Overtime), raised in respect of 1 or 2 (not both by any one Agent).

DAYS PORTSTAY	RANDS
Minimum up to 2 days	8955.00
From 3 up to 14 days	8955.00
Plus per day over 2 days	2150.00
Over 14 days	34335.00
Plus per day over 14 days	1345.00

4. ADDITIONAL AGENCY CHARGES.

(a). Drydock booking and/or attendance fee.

An additional fee of R3495.00.

(b). Attendance crew and personnel.

(i). Signing on or off: R495.00 per crew member.

(ii). Hospitalisation or ashore (after 48hrs): R1055.00 per person per week or part thereof.

(iii). Officers/crew ashore for fumigation , dry dock etc, of vessel: R1770.00 per incident.

(iv). Stowaways and/or deserters:

Stowaways and/or deserters detained, detained on board, and/or repatriated, and/or deceased personnel R4750.00 per person per Port.

A deposit in accordance with section 34(9) of the Immigration Act, No 13 of 2002 to be lodged by Owners.

(c) ISPS facilitation fee for non-compliant vessels – R2165.00
(These fees to be earned by the vessels Port Agent).

(d). It is recommended that Ship's Agents raise a Bill of Lading fee against cargo interests in respect of Bills of Lading prepared in accordance with current practice on behalf of shippers.

(e). It is recommended that Ship's Agents raise a penalty fee against cargo interests when export documentation is submitted after vessel has sailed.

5. APPLICABLE SURCHARGES.

(a). Fees for vessels attended at False Bay:

A surcharge of 100% is recommended over and above rates quoted in this tariff.

(b). Fees for vessels attended at Saldanha Bay:

A surcharge of 33.1/3% is recommended over and above rates quoted in this tariff except those raised in terms of schedules 1(a), (b), (c) and (d).

(c). Fees for vessels attended at Richards Bay:

A surcharge of 25% is recommended over and above rates quoted in this tariff except those raised in terms of schedules 1(a), (b), (c) and (d).

(d). Fees for vessels attended at Namibian Ports:

A surcharge of 33.1/3% is recommended over and above rates quoted in this tariff.

(e). Fees for vessels attended at Mossel Bay:

A surcharge of 50% is recommended over and above rates quoted in this tariff except those raised in terms of schedules 1(a), (b), (c) and (d).