JUPITER PRIME

Consulting • Training • Advisory

جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

# Voyage Estimating and Post-Fixture Chartering Operations Training Course

11 – 15 April 2027
Abu Dhabi

**jupiterprime.uk**

info@jupiterprime.uk

Registered in the United Kingdom and Saudi Arabia

# Voyage Estimating and Post-Fixture Chartering Operations Training Course

**Ref:** 1052_39675 **Date:** 11 – 15 April 2027 **Location:** Abu Dhabi **Fees:** 6500 GBP

Voyage Estimating and Post-Fixture Chartering is a 1-week training course for chartering, shipping and commercial operations staff who prepare a Fixture Estimate and Voyage Execution File for each vessel they handle. Volatile bunker costs, tighter emissions rules and thinner freight margins mean a weak estimate or a missed voyage instruction now erodes earnings quickly. Jupiter Prime Training offers this course for staff who carry a fixture to its final account.

## Why Voyage Estimating and Post-Fixture Chartering Matters Now

Three groups shape chartering work today: cargo interests demanding tighter delivery windows, shipowners balancing fuel efficiency against speed, and finance teams scrutinising every hire statement and freight invoice. An operator who estimates accurately fixes ships that earn their target return; one who estimates loosely discovers losses only when bunkers, port costs and idle time are booked. The course draws on the time charter equivalent TCE method for comparing voyages, standard charter party forms published by industry bodies and the voyage cost split under each charter type.

## Who Gains Most from Voyage Estimating and Post-Fixture Chartering

- Chartering staff responsible for calculating freight offers and comparing cargo options
- Vessel operators who issue voyage orders and track performance after fixing
- Shipbrokers who circulate recaps and coordinate owners and charterers
- Commercial analysts who reconcile hire, freight and voyage costs
- Cargo traders who charter tonnage for their own shipments

The strongest gains come when a chartering desk and its operations colleagues attend together and align one estimate template with one post-fixture routine.

## Voyage Estimating and Post-Fixture Chartering Capabilities

Participants move from quoting a freight rate to proving what a fixture earns after every cost is counted.

- Calculate voyage results and TCE from distance, speed, consumption and port costs — fixing decisions
- Compare voyage, time and bareboat charter structures — owners and charterers choosing exposure
- Specify recap terms and key charter party clauses — brokers drafting the fixture
- Design voyage orders and performance monitoring routines — masters and operators
- Build hire statements, off-hire deductions and freight invoices — finance reconciliation
- Assess time lost in port and its cost against the estimate — post-voyage review

## Key Voyage Estimating and Post-Fixture Chartering Terms

- Voyage estimate — a calculation of expected freight, costs and days for a proposed fixture, used to decide whether to fix.
- Time charter equivalent TCE — net voyage earnings divided by voyage days, allowing voyage and time charter results to be compared.
- Recap — the written summary of agreed main terms circulated by the broker once a fixture is concluded.
- Bareboat charter — a lease of the vessel alone, with the charterer providing crew, operation and most running costs.
- Off-hire — a period when a time chartered vessel cannot perform as required, so hire stops under the contract.
- Hire statement — the running account of hire, bunkers, deductions and payments between owner and time charterer.

## Voyage Estimating and Post-Fixture Chartering Day by Day

### Day 1: Charter Structures and Commercial Parties

- Voyage, Time and Bareboat Charter Models — Who Carries Which Costs
- Owner, Charterer, Broker and Agent Roles — Lines of Communication
- Freight Market Drivers and Tonnage Supply — Timing a Fixture Decision
- Standard Charter Party Forms — Selecting a Base Contract for Trade
- Fixture Negotiation Sequence From Firm Offer to Recap — Clean Fixing

### Day 2: Building the Voyage Estimate

- Distance Tables, Speed and Consumption Profiles — Sea Days and Bunker Need
- Port Disbursement and Canal Cost Estimates — Realistic Expense Forecasts
- Freight Calculation on Lump Sum and Per Tonne Bases — Revenue Forecasts
- TCE Calculation and Cargo Comparison — Choosing the Higher Earning Option
- Sensitivity Testing on Bunker Price and Speed — Margin Protection

### Day 3: Charter Party Clauses That Shape Earnings

- Cargo, Loading Range and Cancelling Clauses — Vessel Nomination Choices
- Laytime and Demurrage Provisions in the Recap — Cost of Port Time
- Bunker, Speed and Performance Warranties — Time Charter Exposure
- Off-Hire and Redelivery Clauses — Hire Interruption and Final Account
- Emissions and Fuel Rules Clauses — Allocating New Compliance Costs

### Day 4: Post-Fixture Execution and Accounts

- Voyage Orders and Master Instructions — Aligning the Ship With the Fixture
- Agent Appointment and Port Call Coordination — Smooth Turnaround
- Noon Reports and Performance Monitoring — Detecting Speed or Fuel Gaps
- Hire Statement and Freight Invoice Preparation — Accurate Collections
- Voyage Result Reconciliation Against Estimate — Learning for Next Fixtures

## Day 5: Practising the Fixture Estimate and Voyage Execution File

- Dry Bulk Grain Voyage Estimate — Applying TCE and Sensitivity Tests
- Product Tanker Time Charter Comparison — Weighing Charter Structures
- Recap Drafting Exercise — Selecting Clauses for the Agreed Trade
- Post-Fixture Timeline Simulation — Orders, Reports and Hire Accounts
- Fixture Estimate and Voyage Execution File Completion — Desk Handover

## Applying Voyage Estimating and Post-Fixture Chartering After the Course

- Rebuild the desk's voyage estimate template with TCE and bunker sensitivity and test it on the next three cargo enquiries.
- Introduce a post-fixture checklist linking voyage orders, noon reports and the final hire or freight account.

## Voyage Estimating and Post-Fixture Chartering Questions FAQ

### What is voyage estimating and post-fixture chartering and why does it matter now?

Voyage estimating and post-fixture chartering is the work of calculating what a fixture will earn and then running the voyage to that estimate. It matters now because fuel costs, emissions rules and narrow freight margins punish loose calculations.

### Which roles gain most from voyage estimating and post-fixture chartering skills?

Chartering staff, vessel operators, shipbrokers, commercial analysts and cargo traders gain most.

### How does voyage estimating and post-fixture chartering differ from a claims-focused chartering course?

Voyage estimating and post-fixture chartering centres on earnings calculation, charter structures and voyage execution. A claims-focused course concentrates on disputes, time-bar handling and detailed claim defence after things go wrong.

### What do you bring back from voyage estimating and post-fixture chartering training?

You bring back a Fixture Estimate and Voyage Execution File: a tested estimate template, recap clause choices and a post-fixture routine ready for your next vessel.

## Voyage Estimating and Post-Fixture Chartering: The Way Forward

The Fixture Estimate and Voyage Execution File first informs whether to fix the next cargo offered. Chartering staff use its estimate, operators use its voyage order and reporting routine, and finance uses its account structure. After the first completed voyage, revisit the consumption and port cost assumptions.