

# AGENCY FEES

Decree 22 February 2011

## ART.1

### VESSELS NOT EFFECTING COMMERCIAL OPERATIONS

- a) For vessels not effecting commercial operations, calling to receive orders, for provisions, for dry docking and/or bunkering purposes, for requirements concerning the crew, or for similar cases, the following tariffs shall be charged, with an allowance of plus/minus 5%:

up to			4.000 GRT	Euro	759,00
from	4.001	a	9.000	"	984,00
"	9.001	"	12.000	"	1.205,00
"	12.001	"	18.000	"	1.290,00
"	18.001	"	26.000	"	1.388,00
"	26.001	"	35.000	"	1.559,00
"	35.001	"	45.000	"	1.773,00
"	45.001	"	55.000	"	2.044,00
"	55.001	"	65.000	"	2.316,00
"	65.001	"	75.000	"	2.581,00
"	75.001	"	85.000	"	2.929,00

over 85.000 an increase of Euro 0,05 for each GRT up to a maximum of Euro 3.871,00 for each call.

For vessels remaining in port for more than 5 days (including the day of arrival and the day of departure) the Ship Agent is entitled, in addition to the above fees, to an extra fee of 10% on the tariff for each additional day with a maximum amount of Euro 141,00 per day.

- b) For vessels, for which the Ship Agent is not bound to the rules and provisions referred to articles 3, 4 and 5 of Law 135/77, the following tariffs shall be charged, with an allowance of plus/minus 5%:

up to			4.000 GRT	Euro	379,00
from	4.001	a	9.000	"	492,00
"	9.001	"	12.000	"	594,00
"	12.001	"	18.000	"	637,00
"	18.001	"	26.000	"	686,00
"	26.001	"	35.000	"	770,00
"	35.001	"	45.000	"	878,00
"	45.001	"	55.000	"	1.009,00
"	55.001	"	65.000	"	1.144,00
"	65.001	"	75.000	"	1.274,00
"	75.001	"	85.000	"	1.446,00

over 85.000 GRT an increase of Euro 0,03 for each GRT up to a maximum of Euro 1.916,00 for each

For vessels remaining in port for more than 5 days (including the day of arrival and the day of departure) the Ship Agent is entitled, in addition to the above fees, to an extra fee of 10% on the tariff for each additional day with a maximum amount of Euro 70,00 per day.

**ART. 2**

**VESSELS LOADING OR UNLOADING BULK CARGOES**

- a) For vessels loading or unloading cargoes in bulk (whether dry, liquid and also liquid gas products), the following tariffs shall be charged, with an allowance of plus/minus 5%:

up to			2000 tonn.mt.cargo handled.	Euro	
from	2001	a	3000	"	984,00
"	3001	"	3500	"	1.287,00
"	3501	"	4000	"	1.635,00
"	4001	"	6000	"	1.773,00
"	6001	"	8000	"	2.130,00
"	8001	"	10000	"	2.489,00
"	10001	"	12000	"	2.762,00
"	12001	"	14000	"	3.022,00
"	14001	"	16000	"	3.289,00
"	16001	"	18000	"	3.554,00
"	18001	"	20000	"	3.828,00
"	20001	"	24000	"	4.089,00
"	24001	"	28000	"	4.442,00
"	28001	"	35000	"	4.794,00
"	35001	"	45000	"	5.331,00
"	45001	"	55000	"	6.041,00
					6.572,00

Over 55.000 m/tons of cargo, an increase of Euro 177,00 is charged for each additional 7.500 metric tons, or fraction thereof, up to a maximum of Euro 9.306,00.

- b) For vessels, for which the Ship Agent is not bound to the rules and provisions referred to articles 3, 4 and 5 of Law n° 135/77, the following tariffs shall be charged, with an allowance of plus / minus 5%:

up to			2000 tonn.mt.cargo handled.	Euro	
from	2001	a	3000	"	509,00
"	3001	"	3500	"	642,00
"	3501	"	4000	"	807,00
"	4001	"	6000	"	878,00
"	6001	"	8000	"	1.052,00
"	8001	"	10000	"	1.230,00
"	10001	"	12000	"	1.364,00
"	12001	"	14000	"	1.491,00
"	14001	"	16000	"	1.624,00
"	16001	"	18000	"	1.754,00
"	18001	"	20000	"	1.891,00
"	20001	"	24000	"	2.019,00
"	24001	"	28000	"	2.194,00
"	28001	"	35000	"	2.368,00
"	35001	"	45000	"	2.632,00
"	45001	"	55000	"	2.893,00
					3.245,00

Over 55.000 of cargo, an increase of Euro 87,00 is charged for each additional 10.000 metric tons, or fraction thereof, up to a maximum of Euro 4.594,00.

If vessels belonging to the same Company or to the same Group call at the same port 8 times or more within a two months period, a 15% discount of the fees set forth in point b) shall be applied, in any case the minimum fee is settled in Euro 509,00.

### ART. 3

#### TRAMP VESSELS LOADING OR UNLOADING PACKED CARGOES OR LIVESTOCK

##### A) VESSELS LOADING OR UNLOADING PACKED CARGOES

For vessels loading or unloading packed cargoes (good in bags, bales, cases, parcels, bundles, etc.) or any other goods (timber, whether in boards or in logs, steel sheets, copper, etc.), when the number of the parcels, or pieces, etc. is stated on the bill of lading,

- the tariff set forth in art. 2 shall be applied for each unit (ton or cubic metre or linear metre), increased by:
- 100% if the units are indicated in tons or cubic metres
- 150% if the units are indicated in linear metres.
- In case of loading and unloading of motor-vehicles when the number is stated on the bill of lading, the tariff set forth in art. 2 shall be applied increased by:
- 100% for motor-cars when the units are indicated in linear metres
- 150% for motor-vehicles when the units are indicated in tons or cubic metres.

Maximum fee for each call is fixed in Euro 15.118,00 for art. 2a) and Euro 8.053,00 for art. 2b).

##### B) VESSELS LOADING OR UNLOADING LIVESTOCK

The tariff see forth in art. 1 shall be applied, plus an additional fee of:

- Euro 2,86 minimum and Euro 3,07 maximum for each head, whether bovine or equine
- Euro 0,74 minimum and Euro 0,84 maximum for each ovines subject to a total maximum charge to the vessel of Euro 5.013,00.

##### C) VESSELS LOADING OR UNLOADING CONTAINERS

1. For full-container vessels loading and/or unloading containers by LO-LO means, if the Ship Agent performs only the functions indicated in the following art. 4b) CONTAINER SERVICES, points e), f) and g) the following tariffs shall be charged, with an allowance of plus/minus 5%:

Handled containers			
up to	100		Euro 800,00
over	100	to 250	Euro 1.000,00
over	250	to 500	Euro 1.200,00
over	500	to 1.000	Euro 1.400,00
over	1.000	to 1.500	Euro 1.600,00
over	1.500		Euro 1.900,00

2. For full container vessels loading and/or unloading containers by LO-LO means, if the Ship Agent performs only the functions indicated in the following art. 4b) CONTAINER SERVICES, points e), f) and g) for which the Ship Agent is not bound to the rules and provisions referred to articles 3, 4 and 5 of Law 135/77, the following tariffs shall be charged, with an allowance of plus/minus 5%:

Handled containers					
up to	100			Euro	400,00
over	100	to	250	Euro	500,00
over	250	to	500	Euro	600,00
over	500	to	1.000	Euro	700,00
over	1.000	to	1.500	Euro	800,00
over	1.500			Euro	950,00

#### ART. 4

#### BOOKING SERVICES

##### A) REGULAR LINER SERVICES

For cargoes booked by the Ship Agents, they shall be compensated as follows:  
 if the Ship Agent performs the following functions, among others:

- a) announcing sailings; canvassing and booking cargoes; quoting freight rates; informing the customer of freights, tariffs and amendments; scheduling and receiving the cargo for shipment; arranging loading, unloading and checking, informing receivers and shippers of vessel's position; delivering inward cargo; calling for outward cargo; attending to transshipment cargo; keeping contact with Forwarding Agents, Consignees, Exporters, Port Authorities and other Organizations;
- b) keeping regular contact with Management of the Line and Conferences with regard to cargo bookings, the position of vessels, tariff amendments or other expenses in port, space allotment, etc.;
- c) arranging that customs clearance be made and organizing all other services concerning the movements of the vessel (entering the port, the stay and departure from the port, tallying, etc.);
- d) assisting the vessel and the crew during their stay in the port;
- e) preparing and issuing freight documents;
- f) checking vouchers, collecting freights and rendering disbursement accounts;
- g) attending to additional services, such as claims, interventions or assistance with Consular Authorities, Conferences, Offices and Ministries;
- h) arranging the Statement of Facts concerning the call of each vessel;
- i) attending to general average;
- j) attending to passengers;

the following commissions shall be applied on the freights stated on the bill of lading, less any subsequent documented rebates and increased according to the application of CAF:

- |   |         |       |         |       |  |
|---|---------|-------|---------|-------|--|
| - | minimum | 5%    | maximum | 7,50% | for outward goods;                           |
| - | minimum | 2,50% | maximum | 3,50% | for inward goods;                            |
| - | minimum | 10%   | maximum | 15%   | on passenger fares booked by the Ship Agent. |

By no means the Ship Agent is to receive a total amount below than what stated by art. 1.

Should there be an Agency Agreement between the Principal and the Ship Agent, the compensation for the booking of cargoes shall be agreed between the parties, and in any case said compensation cannot be less than the percentages above indicated reduced by 20%.

If the Ship Agent performs only part of the above mentioned services, in conformity with international usage, he will agree directly with his Principal the amount of his commission which shall not be less than 2,50% for outward cargoes, and 1% for inward cargoes, and 7,50% on passenger fares.

For all other items which are not included in above commissions or not subject to any other form of compensation, the Ship Agent is entitled to a commission of 1,50% except for those cases in which better conditions are already in force.

The Ship Agent is also entitled to a commission of 5% on demurrages collected and credited to Principal for the carriage of containers, except for those cases in which better conditions are already in force.

### **B) CONTAINER SERVICES (container vessels, Ro-Ro, barges, etc)**

For cargoes booked by the Ships Agents, they shall be compensated as follows:

if the Agent performs the following functions, among others:

- a) canvassing, obtaining and booking cargoes, informing customers on vessel's position; negotiating and quoting rates for railway or motor-lorry transport; coordinating operations and accounts with the land carrier, for positioning and repositioning; quotation of freights for combined transport;
- b) issuing cargo documents; invoicing and collecting container's storage and/or detention charges which have become due at the port terminal and/or at receiver's warehouse; attending to all necessary documentation concerning the cargo and the stowage plan; issuing bill of lading of the second carrier for cargoes transhipped by sea; checking invoices received, allocating them to the respective fiscal codes; preparing disbursement accounts, subdivided into vessel expenses and inland charges;
- c) reporting regularly to the Shipowners regarding container booking; organizing and supervising the delivery and acceptance on inward containers at the receiver's depository; coordinating and supervising the unstuffing operations for the unconsolidated goods; requesting delivery from the receivers of the container taken by them to be unstuffed in their depositories, the checking different categories and/or types of containers to be used for the shipment, according to goods and destination, organizing the sending and return of outward-bound containers from the exporters' depositories; co-ordinating and supervising the stuffing operation of goods to be consolidated; organizing and supervising container transshipment; organizing the sending of empty containers to the other ports of call of the vessel, supervising the operations of taking delivery and/or returning of leased containers;
- d) translating into English the invoices setting forth the services rendered and allocating the charges to the respective containers/vessel/voyage;
- e) assisting the vessel and the crew during the stay in port;
- f) attending that customs clearance be made and arranging all other services concerning the vessel's movements (entering the port, staying, leaving, pilotage, towage, stowage, stevedoring and tallying, etc.);
- g) attending to additional services as, for example, claims, intervention or assistance with Consular Authorities, Conferences, Public Offices, and Ministries;

the following commissions shall be applied on the freights stated on the bill of lading, less any subsequent documented rebates and increased according to the application of CAF:

- |           |               |   |
|-----------|---------------|---|
| - minimum | 5% maximum    | 7,50% for outward goods;                          |
| - minimum | 2,50% maximum | 3,50% for inward goods;                           |
| - minimum | 10% maximum   | 15% on passenger fares brooked by the Ship Agent. |

By no means the Ship Agent is to receive a total amount below than what stated by art. 1.

Should there be an Agency Agreement between the Principal and the Ship Agent, the compensation for the booking of cargoes shall be agreed between the parties, and in any case said compensation cannot be less than the percentages above indicated reduced by 20%.

If the Ship Agent performs only part of the above mentioned services, in conformity with international usage, he will agree directly with his Principal the amount of his commission which shall not be less than 2,50% for outward cargoes, and 1% for inward cargoes, and 7,50% for passengers fares.

For all other items which are not included in above commissions or not subject to any other form of compensation, the Ship Agent is entitled to a commission of 1,50% except for those cases in which better conditions are already in force.

The Ship Agent is also entitled to a commission of 5% on demurrages collected and credited to Principal for carriage of containers, except for those cases in which better conditions are already in force.

Should the Ship Agent be required by Principal to organize the full operations for the containers' inland transport, the compensation shall be agreed between the parties with particular reference both to the geographical area serviced and to the volume of traffic covered.

For the service of assistance and coordination to container traffic in a stockage area, the Ship Agent, upon the Principal's specific request, shall be entitled to charge the following fees, in addition to the above mentioned commissions and except for those cases in which better conditions are already in force:

- Euro 23,48 for each full container unloaded or loaded
- Euro 20,14 for each empty container unloaded or loaded

Over 10.000 containers in the year:

- Euro 14,84 for each full container unloaded or loaded
- Euro 10,60 for each empty container unloaded or loaded

For those vessels, for which the Ship Agent is not bound to the rules and provisions referred to articles 3, 4 and 5 of Law 135/77, the following tariffs are applied:

- Euro 10,60 for each full container unloaded or loaded
- Euro 8,48 for each empty container unloaded or loaded

Over 10.000 containers in the year:

- Euro 6,36 for each full container unloaded or loaded
- Euro 4,24 for each empty container unloaded or loaded

## ART. 5

**FERRY VESSELS - MOTOR-BOATS AND HYDROFOILS ECC. - CRUISE VESSELS - YACHT**

**A) FERRY VESSELS (RO-RO) EITHER IN LINER OR OCCASIONALLY SERVICE**

- 1) For ferry vessels Ro-Ro Cargo Vehicles carriers' and hybrid types, designed and built for the transport of vehicles that perform loading/unloading on its own wheels and/or cargo placed on pallets or containers loaded and unloaded by means of wheeled vehicles with origin/destination to/from a Community Continental port as well as from Sicily and Sardinia, shall be applied the following lumpsum fee for each call:

			GRT		Euro Min	Euro Max
over	700	up to	5.000		480,00	639,00
over	5.000	up to	10.000		639,00	799,00
over	10.000				960,00	1.122,00

- 2) For ferry vessels Ro-Ro Cargo Vehicles carriers' and hybrid types, designed and built for the transport of vehicles that perform loading/unloading on its own wheels and/or cargo placed on pallets or containers loaded and unloaded by means of wheeled vehicles with origin/destination to/from a port not included among those referred to in paragraph 1, shall be applied the following lumpsum fee for each call:

			GRT		Euro Min	Euro Max
over	700	up to	5.000		509,00	677,00
over	5.000	up to	10.000		677,00	847,00
over	10.000				1.018,00	1.189,00

- 3) If the Ship Agent attends to the sale of passenger tickets he shall be entitled to a commission of a minimum of 7,50% and a maximum of 15% on the tickets he sells. On freights for foreign port, booked directly by the Ship Agent, he shall be entitled to the fees stated by art. 4.
- 4) For vessels owned by Companies running regular services, with several weekly calls at the same port, a discount of 20% may be applied to the lumpsum fee for each call (see point 1).

**B) FERRY VESSELS CARRYING GOODS AND PASSENGERS BETWEEN ITALIAN PORTS**

- 1) To ferry vessels carrying goods and passengers between Italian ports shall be applied Lumpsum fee for each call:

			GRT		Euro Min	Euro Max
over	700	up to	5.000		255,00	339,00
over	5.000	up to	10.000		339,00	423,00
over	10.000				509,00	593,00

- 2) If the Ship Agent attends to the sale of passengers tickets he shall be entitled to a commission of a minimum of 7,50% and a maximum of 15% on the tickets he sells.
- 3) If the service takes place between Italian ports and the minor Italian islands, with several weekly calls, the compensation may be lumpsum in a monthly fee not less than Euro 1.706,00 and not more than Euro 5.116,00 for all the lines and for all calls effected by the vessels of the owner.

**C) MOTOR-BOATS, HYDROFOILS, VESSELS IN INTERNATIONAL PASSENGERS TRADE, HAVING A GROSS TONNAGE OF UNDER 700 TONS, NOT INCLUDED IN THE PREVIOUS TARIFFS**

Per dette navi si applicano le seguenti tariffe:

- up to 200 t.s.l.	fm Euro 152,00	to Euro 213,00 per call
- up to 700 t.s.l.	fm Euro 382,00	to Euro 513,00 per call

#### D) CARGO VESSELS, LOADING AND / OR UNLOADING GOODS AND PASSENGERS

The fees set forth for cargo vessels shall be applied, plus an additional fee of Euro 22,26 for each passenger disembarked or embarked and for each accompanying passenger car.

#### E) CRUISE VESSELS

The following fee for each call is applied::

- up to		10.000 tsl	Euro	1.527,00
- over	10.000 up to	30.000 tsl	Euro	2.205,00
- over		30.000 tsl	Euro	2.716,00

with an allowance of plus / minimum 5%.

The Ship Agent is entitled to an additional fee, according to the number of passengers and motor-vehicles embarked and / or disembarked, as per the following table:

passengers / cars					Embark	Disembark	
fm	1	to	100	each	Euro	11,60	5,30
fm	101	to	300	each	Euro	8,48	4,24
over		to	300	each	Euro	6,36	3,18

Passengers in transit Euro 1,06 each.

#### F) YACHT

The following tariffs for kind of ship are applied:

GRT			Min	Max
up to	200	Euro	220,00	276,00
up to	700	Euro	386,00	606,00
up to	1.200	Euro	827,00	1.047,00
oltre	1.200	Euro	1.488,00	1.819,00

For yachts that remains in the same port over 3 days, leaving out the day of arrive, to Ship Agent is paid an extra fee equal to 10% of tariff for every day plus.

If the Ship Agents attends to the coordination and organization of the assistance (Concierge Service) for guest of the yacht, he is entitled to an additional fee with a minimum of Euro 100,00 and a maximum of Euro 500,00 per day.

### ART. 6

#### LAI D UP VESSEL

A fee of Euro 0,10 per GRT, per month, with a minimum of Euro 536,00 and a maximum of Euro 2.236,00 is applied.



**ART. 7**

**OCEAN TUGS**

The following lumpsum fees are applied:

- Euro 331,00 minimum and Euro 410,00 maximum for each tug, regardless of power, arriving and sailing without tow.
- Euro 493,00 minimum and Euro 567,00 maximum if the tug arrives and sails with tow.
- Euro 413,00 minimum and Euro 487,00 maximum if the tug arrives without tow and sails with tow or vice-versa.

**ART. 8**

**V.A.T. AND STAMPS**

V.A.T., if due, and stamps are for Principal's account.

**ART. 9**

**VESSEL ANCHOR OR BERTH AND WORK IN AREAS WHICH CAN BE REACHED ONLY BY  
MOTORBOAT OR BOAT**

The fees set forth in articles 1 - 2 - 3 shall be increased by 10% when the vessels anchor or berth and work in areas which can be reached only by motorboat or boat at a distance of more than half a mile.

**ART. 10**

**VESSELS EFFECTING COMMERCIAL OPERATIONS AND REPAIRS AND / OR DRY DOCKING**

For vessels effecting commercial operations and dry-docking and/or undergoing repairs at a shipyard and/or firms or through themselves organization, shall be charged, in addition to the fees set forth in art. 1, the other fees provided for in this scale.

If the vessels should stay between above operations over 48 hours (to be considered as fixed furlough) and the Ship Agent is requested of his services, the Ship Agent is entitled to an extra fee of Euro 146,00 per day.

**ART. 11**

**LOADING / UNLOADING OF PARTIAL CARGO**

If a tramp vessel loads or unloads a partial cargo, the compensations due to the Ship Agent will be calculated on the basis of the cargo effectively handled, but he shall never be lower than:

- a) the fee stated at art. 1 increased by 50% if it is a bulk cargo;
- b) the fee stated at art. 1 increased by 100% if the goods are packed or in case of other goods when the number of pieces is stated in the bill of lading.

## ART. 12

### LOADING / UNLOADING OF BULK CARGO AND PACKED GOODS

When tramp vessels load or unload cargoes partly in bulk and partly packed or in pieces the fees set forth in art. 2 shall be applied for the bulk cargo and fees set forth in art. 3 shall be applied for the goods packed or in pieces.

## ART. 13

### LOADING / UNLOADING OF GOODS EX ART. N° 3

When the loading or unloading referred to in art. 3 concerns goods of a single quality whose packages the same mark and/or numbers, or the goods bear no marks and/or numbers, the fee shall be reduced by 30%.

## ART. 14

### A) LOADING / UNLOADING OIL PRODUCTS AND / OR THEIR DERIVATES

In case of shipping companies, whose vessels are included in art. 2b), of industrial groups or shipping companies affiliated to them that with their own, managed or time chartered vessels regularly load or unload oil products and/or their derivatives, produced or destined to industrial plants to harbour depots or inland terminals, the Ship Agent applies for vessels handled, since the 1st call and for all calls, the following reductions on fees indicated in art. 2a) on in article 2b):

up to	24 calls	no reduction
for	25 calls	16% reduction (from 1st and for all calls)
fm 26	to 40 calls	24% reduction (from 1st and for all calls)
fm 41	to 50 calls	38% reduction (from 1st and for all calls)
over	50 calls	53% reduction (from 1st and for all calls)

For calculating the reduction to be applied, refer to the calls during the previous six months period. The reduced tariff for each call should not be in any case less than the minimum of tariff, as per article to which it refers.

### B) LOADING / UNLOADING OF RAW MATERIALS TO USE AS A BASE OF THE IRON INDUSTRY, MANUFACTURED OR PARTIALLY MANUFACTURED PRODUCTS COMING FROM, OR DESTINED TO, IRON INDUSTRY PLANTS

In detti casi le riduzioni si articolano come segue:

up to	53 calls	no reduction
fm 54	to 115 calls	32% reduction (from 1st and for all calls)
over	115 calls	57% reduction (from 1st and for all calls)

If exceed, always during the course of the calendar year, respectively the number of 53 and 115 calls, limited to owned vessel, T/Chartered and voyage chartered vessels, provided that the latter are in accordance to art. 2b), the Ship Agent applies for vessels handled, since the 1st and for all calls, a reduction of respectively 32% and 57% on the tariff indicated in art. 2b), both for bulk cargoes and cargoes in packages.

In order to determine the reduction to be applied, refer to the number of calls effected during the previous year. The reduced tariff for each call should not be in any case less than the minimum of tariff, as per article to which it refers.

### **C) LOADING / UNLOADING OF CEREALS COMING FROM, OR DESTINATED TO, GRAIN SILOS**

To owned or time/chartered vessels by Companies and/or Shipowners interested in the transport of cereals, the Ship Agent applies for vessels handled the following progressive reductions on tariffs per art. 2b):

up to	6 calls	no reduction
fm 7	to 12 calls	33% reduction
fm 13	to 24 calls	43% reduction
fm 25	to 36 calls	53% reduction
over	36 calls	63% reduction

The reduction applied to calls belonging to a group is not applicable to calls belonging to the previous group. In order to determine the reduction to be applied, refer to calendar year in course.

The reduced tariff for each call should not be in any case less than the minimum of tariff, as per article to which it refers.

#### **ART. 15**

### **ASSISTING TO DISEMBARKATION OR EMBARKATION OF MEMBERS OF THE CREW NOT ENGAGED BY THE AGENT**

For assisting in to disembarkation or embarkation and/or to complete sign on/sign off formalities of a crew member not engaged by the Ship Agent, including the formalities of staying and repatriation, etc., the Ship Agent is entitled, in addition to the other fees provided for by this tariff, the following fees:

a) seamans for which nationality are not expected proceeding for Schengen's visa:

- for the first person	Euro	75,26
- for each additional person upto 20	Euro	38,16
- for each person over 20	Euro	19,08

b) for seamans for which nationality are expected proceeding for Schengen's visa:

for the first person	Euro	87,98
for each additional person upto 20	Euro	44,52
for each person over 20	Euro	22,26

For crew members who are listed on particular engagement lists and whose enlistment and call are attended by the Shipowner directly, the above fees shall be reduced by 50%.

#### **ART. 16**

### **ENLISTMENT OF SHIP PERSONNEL**

Should the Ship Agent be requested by the Master or by the Shipowner to look for and to enlist ships personnel, he shall be entitled for the following fees:

- Euro 205,00 minimum and Euro 213,00 maximum for each seaman enlisted, if the seaman has a different nationality from that of the vessel flag;
- Euro 103,00 minimum and Euro 107,00 maximum for each seaman enlisted, if the seaman has the same nationality from that of the vessel flag or the seaman has the Italian or communal nationality on ships of Italian or communal flag.

Should the Ship Agent be requested to proceed to a full management of ships personnel (certification, enlistment, management, administration, particular engagement lists, etc.) the fee will be mutually agreed.

#### **ART. 17**

##### **REGULARY ENLISTMENT OF SHIP PERSONNEL HAVING A DIFFERENT NATIONALITY FROM THAT OF THE VESSELS**

If the Ship Agent at the request of the Shipowner regularly provided for the enlistment of ships personnel having a different nationality from that of the vessel's flag, he is entitled to the following compensation:

- for cargo vessels:  
not less than Euro 1.796,00 per month, nor more than Euro 5.127,00 per month;
- for passengers vessels and cruise vessels with more than 40 seamen enlisted by the Ship Agent directly:  
not less than Euro 4.103,00 nor more than Euro 25.365,00 per month.

#### **ART. 18**

##### **ASSISTANCE TO STOWAGE OR UNSTOWAGE**

For services in assisting with the stowage or unstowage, the Principal shall be charged with the expenses incurred for the specialized personnel who carried in these services.

Should continuous supervision expressly requested to the Ship Agent by the Principal, the Ship Agent shall be entitled to an additional compensation of not less than Euro 1,16 nor more than Euro 1,90 per metric tons, or the said service shall be compensated by an additional fee equal to not less than 7% nor more than 10% of the amount of the expenses for stowage and/or unstowage and the additional costs incident thereto.

In the case of bulk cargoes, the compensation due to the Ship Agent shall be not less than Euro 0,38 not more than Euro 0,58 per metric ton.

In the cases of cargoes in containers or trailers, no compensation shall be paid to the Ship Agent, except for what provided at article 4.

#### **ART. 19**

##### **SEA PROTEST - PARTICULAR OR GENERAL AVERAGE**

The fees set forth in the preceding articles do not include the under mentioned services that, if requested to the Ship Agent, will be charged as follows:

- sea protest: Euro 382,00 with an allowance of plus / minimum 5%;
- particular or general average: Euro 253,00 minimum and Euro 2.033,00 maximum.

**ART. 20**

**PROTECTING AGENT**

If the Ship Agent is requested to act as "Protecting Agent" of a vessel assigned by contract to another Ship Agent, he is entitled to a compensation equal to 50% of the fees indicated in this decree.

By no means the Ship Agent is to receive a total amount below than what stated by art. 1 unless the Ship Agent is requested to act as per art. 1.

**ART. 21**

**COLLECTION OF FREIGHTS**

For collection of freights and charges for cargoes loaded or unloaded for tramp vessels as well as for collection of demurrage money and freights for chartered vessels, the Ship Agent, who receives a specific request for this service from his Principal, shall be entitled to a 0,50% commission on the amounts collected.

**ART. 22**

**ASSISTANCE IN THE DELIVERY OR RE-DELIVERY OF VESSELS**

For assisting in the delivery or re-delivery of vessels (in the case of a purchase and/or sale, start or termination of a hiring bareboat or consecutive voyages, etc.) the Ship Agent shall be entitled, in addition to the other fees fixed by this decree, to a fee from a minimum of Euro 620,00 to a maximum of Euro 3.406,00.

**ART. 23**

**DEALING WITH MINISTRIES, OFFICIAL BODIES, CONFERENCES, ETC.**

A Ship Agent who is entrusted with the task of dealing with Ministries, Official Bodies, Conferences, etc. matters concerning the defence of the interests of Shipowners and Carriers, Protecting and Indemnity Clubs, etc., shall be entitled to reimbursement of the expenses incurred by him.

**ART. 24**

**INSURANCE EXPENSES, CONVEYANCE EXPENSES, POSTAL, TELEX AND CUSTOMS HOUSE BROKERS**

Insurance expenses for carrying cash on board and Conveyance expenses (cars, motor-boats, etc.) daily expenses for trips out of the town, postal, telephone, telex, as well as similar expenses, which the Ship Agent incurs in the interest of the Principal, are not included in the fees set forth by this decree and shall be charged separately, provided they are documented.

The charges incurred by the Ship Agent for the intervention of Custom House Broker and the related formalities shall be debited separately.

## ART. 25

### OVERTIME SERVICES

For those vessels arriving / mooring / sailing after 14.00 HRS on Saturday, Sunday and Holidays the Ship Agent is entitled to a fee of Euro 311,00.

For those vessels, for which the Ship Agent is not bound to the rules and provisions referred to articles 3, 4 and 5 of Law 135/77, the Ship Agent is entitled to a fee of 10% of the applied tariffs with a maximum of Euro 155,00.

For those vessels arriving / mooring / sailing in night time the tariff to be mutually agreed between Owners and Ship Agent.

## ART. 26

### CRUDE OIL WASHING, MEMORANDUM OF PARIS AND INTERNATIONAL SHIP AND PORT SECURITY CODE, WORK ON BOARD BY USING FLAMES, TEMPORARY INTRODUCTION OF WEAPONS A NEW CUSTOM CODE

- For carrying out formalities for Crude Oil washing (C.O.W.) the Ship Agent is entitled to a fee of Euro 401,00.  
For carrying out formalities for vessels that following inspection by Port Authority are not in compliance with safety regulations the Ship Agent is entitled to a fee of Euro 414,00.  
For vessels, for which the ship agent is not bound to the rules and provisions referred to article 3, 4 and 5 of Law 135/77, tariffs are fixed in Euro 200,00 and 207,00.
- For Carrying out formalities and assignments for visits of maritime Authorities for Memorandum of Paris, the Ship Agent is entitled to a fee of Euro 295,00.  
For vessels, for which the ship agent is not bound to the rules and provisions referred to article 3, 4 and 5 of Law 135/77, tariffs are fixed in Euro 147,00.
- Should the Ship Agent be requested by the Owners or by the Master to take all necessary steps so that the security plan of the port in connection with the International Ship and Port Security Code (ISPS Code) is coming into effect, he is entitled to a lumpsum fee of Euro 295,00.  
For vessels, for which the ship agent is not bound to the rules and provisions referred to article 3, 4 and 5 of Law 135/77, tariffs are fixed in Euro 147,00.  
The fees for the ships having repeated calls within 72 hours will be mutually agreed by the parties.
- • When the Ship Agent is requested by the Owners or by the Master to carry out the formalities to obtain the permission to perform works on board by using flames, he is entitled to a fee of Euro 401,00.  
For vessels, for which the ship agent is not bound to the rules and provisions referred to article 3, 4 and 5 of Law 135/77, tariffs are fixed in Euro 200,00.
- For carrying out the formalities to obtain the permission for the temporary introduction of weapons within the national borders the Ship Agent is entitled to a fee of Euro 295,00.  
For vessels, for which the ship agent is not bound to the rules and provisions referred to article 3, 4 and 5 of Law 135/77, tariffs are fixed in Euro 147,00.
- When the Ship Agent is requested by the Owners or by the Master to carry out formalities for obtaining the information necessary for the early submission, electronically, of the EXS/ENS (export and/or import of goods) in order to Community rules in matter of safety as per new Custom Code (Reg. 648/2005), The Ship Agent is entitled to a fee to be agreed between the parties.

## **ART. 27**

### **CARRYING OUT FORMALITIES FOR GOODS EX D.M. 22/7/1991**

Should the Ship Agent be requested to carry out, on Owners behalf, the formalities with Authorities to obtain the nulla osta for loading / unloading solid bulk cargoes ex D.M. 22/7/1991 and to carry out formalities for Hazmat (hazardous materials) is entitled to a lumpsum fee of Euro 295,00.

For those vessels for which the Ship Agents is not bound to the rules and provisions referred to articles 3, 4, and 5, of Law 135/77 the tariff is fixed in Euro 147,00.

In case of cargo in transit, the above mention lumpsum fee shall be reduced by 50%.

## **ART 28**

### **CARRYING OUT FORMALITIES FOR LOADING OR UNLOADING CARGO CLASSIFIED AS WASTE**

To carry out formalities to obtain the regulatory authorization required for loading or unloading cargo classified as waste the Ship Agent is entitled to a fee Euro 200,00 for the first 10 operations of inserting cargo data in the national system of traceability of waste (Sistri) and additional Euro 100,00 for each subsequent batch of 30 or fraction with a maximum of Euro 1.500,00.

## **ART 29**

### **ADDITIONAL SERVICES**

- For carrying out formalities and assignments done by the Ship Agent with the purpose to get from the competent Authority the authorization to the bunkering, he is entitled to a fee of Euro 212,00.  
For vessels, for which the ship agent is not bound to the rules and provisions referred to article 3, 4 and 5 of Law 135/77, tariffs are fixed in Euro 106,00.
- For carrying out the formalities to obtain the permission for having the ship not able to move to perform maintenance works to engine apparatus, the Ship Agent is entitled to a fee of Euro 212,00.  
For vessels, for which the ship agent is not bound to the rules and provisions referred to article 3, 4 and 5 of Law 135/77, tariffs are fixed in Euro 106,00.
- For carrying out the formalities to obtain the permission for the access in port a/o for the access on board of the ships of technicians, visitors a/o crew's relatives, the Ship Agent is entitled to the following fee:
  - for the first person Euro 88,00
  - for each additional person, on condition that are all included in a only formality, Euro 45,00 till maximum Euro 199,00 for each formalities carried out.For vessels, for which the ship agent is not bound to the rules and provisions referred to article 3, 4 and 5 of Law 135/77, the tariffs shall be reduced 50%.
- For carrying out the formalities to obtain the authorizations to delivery in the next port of call the liquid a/o solid waste generated by the ship (formality either occasional, or periodic, or of exemption), the Ship Agent is entitled to a fee of Euro 159,00.  
For vessels, for which the ship agent is not bound to the rules and provisions referred to article 3, 4 and 5 of Law 135/77, tariffs are fixed in Euro 79,00.

- To carry out formalities for the delivery of cash to Master for amount that exceed the legal limit by which it becomes compulsory the declaration and registration at the Customs offices and/or requires traceability in accordance with anti-money laundering rules, the ship agent is entitled to a fee of Euro 250,00 on top of any delivery costs and any bank charged that will be reimbursed at cost.

The fees for additional services, of which to the precedent paragraph of the present article , are entitled only if are required by the Owners or Master and are not due if have been already remunerated by the Owners, even together with other similar services, by a lumpsum compensation.

### **ART 30**

#### **SOCIAL INSURANCE FUND FOR SHIP AGENTS**

The four per cent of the tariffs set forth by the present Decree, excluding these indicated on freight percentage and or passenger ticket, must be paid to the "Fondo Agenti Marittimi ed Aerei" in favour of the owners of individual firms and Directors of these Companies whose main activity is shipping-agency and the institors of said firms or Companies provided that they are not already covered by other insurance institute set forth by law or by national working agreements.

The directors and the institors of said companies whose main activity is shipping agencies must pay to the "fondo Agenti Marittimi ed Aerei" the fifteen percent of amounts received for their position.

The two point eighty per cent of the tariffs set forth by the present Decree, excluding these indicated on freight percentage and on passenger ticket, must be paied to the "Fondo Agenti Marittimi ed Aerei" in order to draw up an insurance policy for the civil liability following the practice of the Ship Agent activity, according to the criteria and with the formalities established by the meeting of the same Fondo or for others aims established by the same meeting connected and functional for the management of the Fondo.

The fees set forth by the present decree are effective as from 15th February 2011 and will remain in force until 31st December 2012.

The decree March 19th 2009 is repealed.