



POSTPONED MAY EXAMINATION SESSION

MONDAY 6th JULY 2020 – AFTERNOON

LINER TRADES

Time allowed – three hours

Answer any **FIVE** questions – all questions carry equal marks

Please read the questions carefully before answering

1. Answer **BOTH** parts of the questions

Choose any **TWO** of the following cargoes and identify at least two major trade routes on which they are shipped including the main loading and discharging ports:

- i. Citrus Fruit
- ii. Secondhand Motor Vehicles
- iii. Tobacco
- iv. Scrap Metal
- v. Wine

Explain the types of container needed and any special requirements and/or precautions taken for the protection of your two selected cargoes and containers.

2. Answer **BOTH** parts of the question.

In several trades both large container liner services and those of multi-purpose services (containers and bulk) operate in direct competition with each other.

- a) Outline a specific trade of your choice where such services compete against each other and the specific strengths and weaknesses of these two services. Use the world map provided to support your answer.
- b) Outline the likely development of multi-purpose services over the next five years.

3. Explain the purpose of a Letter of Indemnity and explain why such an indemnity is commercially acceptable and valid, compared to indemnity being offered for clean instead of claused bills or pre/post-dated bills.

PLEASE TURN OVER

4. Answer **ALL** parts of the question
- a) Draw a profile and cross-section of **ONE** of the following types of vessels
 - b) Label the significant parts of your chosen vessel.
 - c) Give details of **TWO** trade routes where the chosen vessel would operate and the main types of cargo carried. Use the world map provided to support your answer.
 - i. 2000-3000 Teu Containership
 - ii. Roll on Roll Off Pure Car Carrier
 - iii. 6500 TEU Containership
5. Define and comment on any **FOUR** of the following abbreviations and their role within the liner industry:
- i. NVOCC
 - ii. P&I
 - iii. LCL
 - iv. ISM Code
 - v. BIMCO
 - vi. UNCTAD
 - vii. ICD
6. Long delays can still occur at many modern container terminals and impact liner services for several reasons. Discuss the various reasons why port delays can occur and suggest ways in which liner services can combat such delays.
7. The use of low sulphur fuel has now been in place for several months. Explain events leading up to implementation and some of the issues that liner carriers faced. What is the current situation with its use considering current events in supply and demand and likely developments in the next two years.
8. Define the principles of yield management and, using a trade lane of your choice, detail the individual elements of revenue and cost, and how these are calculated for yield. Use examples to support your answer.