



# EXAMINER'S REPORT

## MAY 2022

### Port Agency

#### **Overall Comments**

The questions were selected from within the port agency syllabus. And covered a number of topics including laytime, law of agency, marketing, general average, abbreviations, cargoes and major trade routes, disbursements and bills of lading.

#### **Question one- General Average**

This was generally a very well answered question with a large number of students fully commensurate with the specific language and phraseology required to display a full understanding of general average. Those students were then able to discuss the financial transactions required under General average, those who followed this path, achieved high marks for this question.

#### **Question Two: - Disbursements**

The question asked for the students to create four disbursements / port related accounts. Most students could readily understand the concept of the questions. However, a number of students chose not to create the actual disbursements which was disappointing and displayed a lack effort. The students who took the time to display the disbursements tended to achieve high marks for this question.

#### **Question Three- Abbreviations**

This was a well answered question. Most students were able to answer the four abbreviations. WIFPON, WIBON, BWAD,AAAA.

Some students struggled with the concept of BWAD and AAAA.

Students achieved higher marks where they were able to offer relevant examples to enhance the answer.

**Question Four- Marketing**

This question was modestly answered. Many of the students overlooked the requirement to answer in a formal style.

Students also struggled to properly promote the company to the prospective client. There were a number of techniques which could be used such as History, compliance, ISO, QHSE and testimonials which all could have been added to strengthen the proposal to the prospective client. The students were able to identify a number of relevant added value services.

**Question Five- Laytime**

The laytime question was generally well answered, with an increasing number of students achieving full marks in comparison with other years. Students who managed to produce a structured laytime statement were generally able to achieve a pass mark for the question even if they failed to achieve full marks.

**Question Six – Operational question**

This was a well answered question where students were asked to give an understanding of the role of the original bill of lading and how it is used in practice, this aspect was generally well handled. The majority of students were also able to offer options to address the operational aspect of the question.

**Question Seven- Port Costs / Bankruptcy**

This question was modestly answered. Many students chose to overlook the fact that the principal was bankrupt. Also many students overlooked the fact that the agent would require to negotiate with the port to find some form of amicable commercial position. Also the agency defence of "as agent only" was generally ignored and should have been introduced into the answer.

**Question Eight**

The question on trading routes was modestly handled, students struggled in certain cases to name the correct type of vessels carrying grain in particular. Of greater concern was the very poor standard of maritime geography which frequently placed ports in the wrong country, in certain cases continents were incorrectly named, this was very disappointing to see.