



# EXAMINER'S REPORT MAY 2021

## PORT AGENCY

### General comments Guidelines:

The overall standard for the Port agency examination in May 2021 was of a high quality. Students answered the questions on trading abbreviations, laytime, marketing, cash flow, disbursements, operations, trading certificates and cargoes and trade routes. Concerns remain regarding the quality of maritime geography displayed particularly in the awareness of major loading and discharging ports and being able to highlight them on the world map provided.

### General Overall Comments:

The questions were selected from within the port agency syllabus and were generally well handled. Most students were able to provide competent answers to the operational aspects of their question. Students struggled with maritime geography and although there were numerous competent attempts at the laytime statement, there were only a nominal number of students who gained full marks for this question.

### Question 1:

#### Abbreviations

The question on port agency abbreviations was very well handled with the students appearing to be very comfortable with this subject. Students would have enhanced their answers by offering relevant examples where possible.

However that aside this proved to be a very popular question with the students.

### Question 2:

#### Operational question

The positive aspect of this question was that most students understood the requirement to maintain a strong financial control on the developing position, and focused on methods on assisting with

securing the outstanding funds, normally this included the involvement of the agent and owners P and I club.

A number of students who ignored certain multi part aspects of the question, such as defining the role of the charterers nominated agent and also addressing the issue with the ship's crew ( many students ignored this aspect completely). However the focus by the students on the most important aspects of the question enabled most students to achieve a pass mark.

### Question 3:

#### **Marketing Ro Pax ferry contract**

The question on the RO Pax ferry was reasonably well answered, but once again students struggled with multi part question. Some student overlooked the request for a formal answer, whilst others overlooked the needs of passengers.

However some students were able to provide a formal answer with a strong historical review of this company and strong core and added value services aligned to the ro-pax market.

### Question 4:

#### **Operations**

The question on cash flow tended to create two quite different types of answer.

One was a high scoring answer in which the student was able to discuss advance funds, elongated credit periods, reduced debtors payments, and a strong focus on producing prompt disbursements which were all component parts of improving a company's cash flow.

The other type of answer was unfortunately of very poor quality where the student showed very little knowledge.

### Question 5:

#### **Major certificates**

This was generally a banker question for students, and the majority of students scored heavily, being able to offer a number of examples with commentary attached.

However some students failed to understand the concept of the question and discussed commercial documents such as bills of lading, manifests and statement of facts. It was difficult to offer any marks in these circumstances.

**Question 6:****Laytime**

The laytime question was well handled by students. The vast majority of students were able to offer a solid laytime structure which enabled the examiner to easily award marks where rain, laycom, half time or time was to be deducted were noted, but there were only a limited number of students who achieved full marks.

**Question 7:****Disbursements**

The question on apportioning various costs associated with a port call to the appropriate disbursements was very well handled by the students.

Students displayed a high level of knowledge in this question.

**Question 8:****Cargoes and Trades**

Students displayed a high level of knowledge on the commodities being traded; however there was some very modest map work from the students with a very modest level of knowledge displayed specifically in terms of port load and discharge port locations.