



ICS Examiners Report

Subject: Port Agency

Overall Comments

The questions were selected from within the port agency syllabus. Questions were set on laytime, operational issues, relevant abbreviations, ships certificates, general average, cargoes and trades and legal aspects of port agency.

Question one - Ships Operations

Generally, this question was well handled, and most students were very comfortable in discussing the three properties of the bills of lading and their usage in International trade. This was encouraging

Most students were also able to offer some viable alternatives operationally that included the usage of mates receipts and also replacing damaged cargo.

The majority of students who attempted this question tended to receive high marks.

Question Two: Marketing -Potential Grain Client

This is in effect a two-part question with an adjunct that the student is expected to offer a formal proposal.

The majority of students were able to offer a formal proposal which was encouraging.

Most students tended to skim and undersell the company information. A range of detail could have been used here such as History, Professional standing, specific experience, office network, ISO, client testimonials, Health and safety, Details of senior staff, Competitive fees, details on communications.

The students did well in most cases to mention relevant added value services.

Question Three - Abbreviations

The question on abbreviations was generally well handled with the majority of students able to comfortably discuss FONASBA, BIMCO, FIOST and DWAT, some students struggled with the ITF abbreviation

However generally students who attempted this question achieved high marks

Question Four Ships Certificates