



# INSTITUTE OF CHARTERED SHIPBROKERS

APRIL 2011 EXAMINATIONS

MONDAY 18 APRIL – MORNING

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## LINER TRADES

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Time allowed – Three hours

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

1. Briefly describe in words the various types of vessels used within 'Liner Trades' including their roles, type of cargo carried and cargo handling methods. Draw **ONE** of these vessels and clearly identify on the drawing ship's measurements associated with such a vessel which **MUST** also include references to the different tonnage & cargo measurements.
2. Incoterms are a series of terms regularly incorporated into sales contracts worldwide and are used by small & large businesses alike. Clearly identify all 13 terms (both abbreviation & full title) under **Incoterms 2000** and discuss briefly each term which is best suited for containerised cargo and why.
3. A new member of staff joins a major Liner Shipping Company which operates both owned & chartered container vessels on various routes around the world. Prepare an organization chart showing the various departments & divisions with a short explanation against each heading, so that the new member of staff can easily understand the structure of such a company.
4. In the last decade the role of computers and IT systems/technology have become vital in Liner Trades, especially in the container industry. Explain in detail how the use of computers have helped in handling the tremendous growth seen in recent years and what benefits have there been to Carriers, Shippers, Consignees and Government Bodies.
5. Container vessel Owners have to ensure that revenue raised is greater than the operating costs incurred. Explain in detail what these vessel operating costs are and the revenue sources which should cover these costs.
6. The 'FONASBA Standard Liner and General Agency' Agreement provides a useful summary of the relationship between the Line and Agents and the duties each have to the other. Define the main areas of the agreement and comment on each of these from the Agents' and Principals' point of view.
7. You are working for a Shipper or Forwarding Agent. What external and internal condition checks should you make to the unit before loading cargo (such as foodstuffs, Bulk cargo, Hazardous cargo etc) into either the Dry Van or Open Top Container that you propose to use? Why are these checks important and what checks should your receiver make prior to unstuffing?

**please turn over**

8. As Agent for XYZ Container Line, the smooth handling of vessels and cargoes and the swift dispatch of the same is of vital importance. Describe the functions and responsibilities of the port and terminal organisation in ensuring that smooth handling and dispatch is achieved.