



ICS Examiners Report

PORT AGENCY

Students struggled with the laytime question and there were only a few correct answers. Also many students struggled to understand why a Port agency requires P and I coverage, and yet again the quality of maritime geography was modest.

Question 1.

The majority of students were able to apply a strict financial control of costs and ensure that the financial position of the agent was not further diminished.

Students struggled with the general concept of a multi part question, where the relationships with the port and the ship-repair company are also important.

As much as the agent can state a legal position of "As agent only" it is crucial the agent understand the practical aspect of maintaining ongoing relationships with the Port and service vendors.

Question 2.

The question on NOR was generally well handled by students. The vast majority of students were able to fully understand the importance of the NOR in maritime trade.

Where students struggled was the concept of a potential conflict of interest where an agent was nominated by the charterer.

Question 3.

This was a slightly new form of question on social media aligned to the detail which a ships agent would apply to a shipowner to help sell their service effectively.

Most students were able to give a full answer on the various forms of media which the agent may use to inform prospective clients of their services.

Question 4.

This was a question that was very well handled by students. The majority were able to give a good level of detail on FIO, ARAG, CHOPT, NAABSA and FHEX. However, the students could have enhanced the answer by giving more working examples in their answers.

Question 5.

The laytime question was challenging for students, despite the question itself being relatively straightforward.

Only a small percentage of students achieved the correct mark, although the majority were able to offer high quality laytime statements where although the end mark was incorrect it made it easy to award marks for aspects of the question which was correctly handled.

Question 6.

This question was only modestly handled by students, as a significant number of students were unable to offer an answer on the port agents' requirements for P and I cover.

The students were able to give a more consistent level of answer on the shipowner's requirements for P and I insurance.

Question 7.

Generally, this question was well handled with students able to give good examples of the company's history and experience, the majority were also to offer relevant added value services such as transport, customs and storage.

Question 8.

Students struggled with the concept of steel cargoes and many incorrectly offered iron ore loading terminals such as Sepetiba Bay and Saldanha bay which are specialised iron ore terminals and not steel handling ports.

LPG tended to be well answered.