



NOVEMBER 2023 EXAMINATION SESSION
WEDNESDAY 29th NOVEMBER 2023 – MORNING

LINER TRADES

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Please read the questions carefully before answering

1. E-Commerce, Digitisation, and container carrier's websites have become a very important platform for carriers and their customers in recent years. Also, the increasing use by carriers of sophisticated systems to manage their business. Describe from both carrier and cargo owner's perspectives why all these platforms are so important and explain how they are used to result in positive benefits.
2. Whilst containerised trade cargo volume is showing little growth in 2023 and with changes in trade the supply/demand structure has remained under pressure. This is expected to continue until at least the end of 2024. Explain why this has happened and suggest examples of actions carriers will need to take to correct this.
3. Answer **ALL** parts of the question.

Describe as fully as possible the characteristics including dimensions, tonnages, of **ONE** of the following vessels:

- 2000/3000 TEU Containership
 - Handy size 1200 TEU short sea feeder.
- a) Draw a profile and cross section of the vessel.
 - b) Label the significant parts of the vessel.
 - c) Give details of **ONE** trade the vessel operates in, where it will load, carry and discharge its cargo.

Use the world map provided to support your answer.

PLEASE TURN OVER

4. When a carrier enters a new trade lane there are many factors to consider when setting the pricing policy that will apply to this market.
Discuss the important factors from both a revenue and cost view that are considered when framing a liner carrier's pricing policy for a new trade.
5. Choose any **TWO** of the following cargoes. Identify at least **TWO** major trades to which they are shipped detailing the main ports of loading and discharge.
Explain the types of container equipment used and any special requirements or precautions that need to be taken to protect the cargo.
 - i. Blueberries
 - ii. Grains
 - iii. Coffee
 - iv. Fishmeal
 - v. Citrus
6. Answer **BOTH** parts of the question.
 - a) Explain the purpose of a letter of indemnity in respect of missing bills of lading and suggest suitable wording in the form of a letter.
 - b) Explain why such an indemnity is commercially acceptable and valid compared to indemnity being offered for clean instead of claused bills or pre/post-dated bills etc.
7. Answer **BOTH** parts of the question.

In several trades both large container liner services and those of con-bulker services [Containers and Bulk] operate in direct competition with each other.

 - a) Outline a specific trade of your choice where such services compete against each other and the specific strengths and weaknesses of these two services. Use the world map provided to support your answer.
 - b) Outline the likely development of a con-bulker service over the coming years in the context of the sheer weight of competition.
8. Many trades have a high level of container imbalance because of dominant leg vs. non-dominant leg of the services being quite different in make-up. Use an end-to-end trade of your choice to describe this imbalance and the sort of challenges this presents. Suggest ways in which carriers might act to minimise the effects of imbalance.