



TUESDAY 22ND NOVEMBER 2016 – MORNING

LINER TRADES

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Please read the questions carefully before answering

1. Define the principles of yield management. Using a trade lane of your choice, detail the individual elements of revenue and cost, and how these are calculated for yield. Use examples to support your answer.

2. What is a Round the World (RTW) operation in liner shipping? Describe a specific trade route to support your answer and analyse the advantages and disadvantages of serving a market in this way.

3. Describe the main characteristics of **FOUR** of the following container types, identifying at least **TWO** main commodities for which each type may be used and the characteristics of those cargoes.
 - i. Flat Rack
 - ii. Tanktainer
 - iii. Bulk Container
 - iv. Open Top
 - v. Reefer
 - vi. High Cube

4. Use an end to end trade of your choice to explain the container imbalance between the dominant leg/non-dominant leg and the challenges this presents. Describe how carriers can minimise the effects of the imbalance.

PLEASE TURN OVER

5. Answer **BOTH** parts of the question.
- a) Draw a labelled profile and labelled cross section of **ONE** of the following vessels
 - i. Handysize 1700 teu container vessel
 - ii. Ro-Ro vessel
 - iii. 8000-9000 teu container ship
 - b) Describe **TWO** main trade routes for this vessel, including the main types of cargo carried on each route. Use the world map provided to support your answer.
6. Describe the main events that have affected the structure of the global container market over the last twelve months. What further changes would you expect to see over the next three - five years?
7. A refrigerated container packed with grapefruit was shipped on a direct service on a port to port basis at plus 7 degrees Celsius for the duration of the voyage. The container was off power during the voyage for two days before the crew were able to repair the unit. On arrival at the port of discharge some of the fruit was found to be damaged.
- Describe what action the consignee would need to take and what evidence and documents would they need to provide to their insurers and carrier for their claim. What defences and liabilities does the carrier have and what investigations should they undertake?
8. Define and explain any **FOUR** Incoterms 2010.