



TUESDAY 27TH NOVEMBER - AFTERNOON

SHIPPING BUSINESS

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Please read the questions carefully before answering

1. Discuss the various functions of the administrative departments, inclusive of the Company Secretary and their functions within a public listed company organisation.
2. Some companies produce annual accounts of the company's financial position. Describe these financial statements and explain their functions?
3. Answer **BOTH** parts of the question
 - a) Give three examples of maritime fraud.
 - b) Explain what steps companies take to protect themselves against maritime fraud.
4. A seller is considering entering the market with a cargo of bulk coal loading in Gdansk, Poland and offering this product to a new customer in Zhanjiang, China. Describe the finance options available to the sellers and buyers with four likely Incoterms options that could be used.
5. Explain how a documentary letter of credit works, the supporting documentation required and discuss why it is a safe way to conduct business transactions.
6. The Baltic Exchange and BIMCO (the Baltic and International Maritime Council), may sound similar, but their functions are unique. Discuss the origins, nature and structure of each, what their members expect and what they expect of their members?

PLEASE TURN OVER

7. Answer **BOTH** parts of the question

- a) Identify the main functions of a bill of lading in the loading, sale and delivery of a cargo of steel coils.

- b) What are the usual problems associated with the movement of this product and how is the bill of lading used to support this commercial trade of these goods.

8. Discuss the advantages and disadvantages to both the owner and the charterers in appointing of the Charterer's nominated agent. How the nomination should be stated in the party charter and legally who does the agent represent?