

Examiner's Report

April 2016

Port Agency

General comment

Generally well handled by the students, the laytime question in particular was well handled this year. Student displayed good knowledge to the operational questions. The students also displayed good knowledge of the classification surveyor and the marketing question. All students displayed a good knowledge of the differences between time and voyage chartering. Students could achieve higher marks by demonstrating good knowledge of maritime geography.

Question 1

Discuss the added value services that the ship's agent can supply during the call of a cruise liner.

In order to achieve a pass students were expected to demonstrate their understanding of the difference between added value services and services that are expected or anticipated. Further marks would have been gained by mentioning and elaborating upon baggage handling, shore tours for passengers, catering, hotel and transport services and additional husbandry services to the vessel, passengers and terminal.

Question 2

You are the owner's appointed agent for a vessel discharging a cargo of coal in your port. You understand that the owners may be having financial difficulties. You have requested pre funding for port costs of USD 80,000. This has not as yet been received.

The vessel is due to complete discharge later today, and the owners have requested that you arrange to sail the vessel on the next available tide. Additionally you have been contacted by a member of the ITF stating that they have boarded the vessel and have an issue with an alleged lack of salary payments being made to the crew, and due to this the crew members are not prepared to sail the vessel.

Discuss your actions.

Generally this was reasonably well answered and the majority of students could offer at the very least strict financial control which was an important aspect, most students received reasonably high marks in this question. As a multi-part question students were expected to answer all parts of the question. Marks could have been gained by clarifying the owner's appointed agent and competently handling the financial aspect of the question by suggesting an option to maintain control and secure funding prior to departure. The better answers saw the a sensitive approach being offered to the plight of the crew and introduced concepts such as the mission to seafarers, that aligned with a strong financial approach scored well in this question

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Question 3

Discuss the role of the classification surveyor.

Students handled this question reasonably well, most students could give a reasonable overview of the role of the classification surveyor and this was enough to gain a pass mark. Further marks could have been gained by conveying the role of the surveyor in the pre build, build and sea trials period of the vessels lifespan and relating the role of the classification surveyor to the port agent.

Question 4

Describe hub agency services. Use examples to support your answer.

The students that scored well could offer a rounded discussion on the concept and strengths of the hub agency services and often named some of the major agencies who offered this service including the benefits to the client such as communications, key account management, one bank account etc. In order to obtain a pass students were expected to understand the definition of **hub agency services** and would not have gained any marks by describing hub and spoke services common to the short-sea container markets.

Question 5

A major importer of timber has contacted you requesting that you create a formal proposal offering a full package of port services and added value services in a port of your choice.

Students who scored well produced good strong answers to this question by applying a formal approach and tidy format, discussing the general ships agency services and then offering aligned added value services such as warehousing, storage, transportation and customs.

Question 6

Describe load and discharge ports, suitable vessel types, dimensions and tonnages as well as voyage routes for BOTH of the following deep sea cargo movements. Use the world map provided to support your answer.

- a) crude oil
- b) grain

In order to gain marks students were expected to identify key ports for both cargoes and correctly locate these on the map provided, in addition to naming the suitable vessel types and characteristics and voyage routes.

Question 7

Discuss the main differences between a time charter party and a voyage charter party as far as the agent is concerned.

Most students who attempted this question scored highly. Nearly all the students could offer a differentiation between owners and t/c costs. The highest scoring students would offer differing charter parties from each contract.

Question 8

Compile a detailed time sheet and calculate demurrage or despatch due from the information within the statement of facts.

MV David Sinclair

Arrived Buenos Aires Roads 02.00 Hours Monday 3rd March

NOR tendered 09.00 Hours Monday 3rd March

Loading commenced 07.00 Hours Tuesday 4th March

Loading completed 23.00 Hours Monday 10th March

Vessel sailed Buenos Aires 09.00 Hours Wednesday 12th March

Cargo loaded 20,000 M/Tonnes grain

C/P states:

'Laytime to commence at 13.00 Hours if notice is given before noon, at 07.00 Hours next working day if given after noon: Notice to be given in ordinary working hours'.

'Cargo to be loaded at the rate of 5,000 metric tonnes per weather working day of 24 consecutive hours'.

Time from 17.00 Friday or the day preceding a holiday to 08.00 Hours Monday or next working day not to count unless used, but half of actual time used to count, unless vessel already on demurrage.

The vessel loaded from 15.00 Hours Friday 7th March until completion of discharge at 23.00 Hours Monday 10th March without further interruption or stoppage.

Demurrage rate USD 5,000 per day and pro rata/despatch at half demurrage rate on laytime saved.

On Tuesday 4th March rain stopped loading between 10.00-14.00 Hours.

On Thursday 6th March the vessel was unable to load cargo between 10.00-16.00 due to the vessel being unable to open hatch 2 due to a technical problem.

On Friday 7th March due to rain, the vessel stopped loading between 10.00-15.00 Hours.

The vessel was unable to sail until 09.00 Hours on Wednesday 12th March due to bad weather.

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No local, national or international holidays occurred during this period of time.

Most students achieved reasonable results with a small number scoring full marks. Marks were awarded by correctly calculating the commencement and stoppage periods and the calculation of half time during the weekend period.