



THURSDAY 16<sup>th</sup> NOVEMBER – MORNING

# LOGISTICS AND MULTIMODAL TRANSPORT

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Please read the questions carefully before answering

1. You are a customer of a container line, which has asked you to use its ecommerce systems, so that all the information flows between you and the container line will be exchanged electronically.

What are the advantages and disadvantages for you in what they propose? Use examples to support your answer.

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

- a) Describe the various roles which sea ports and their container terminals play in multimodal transport.
- b) How can a port/terminal make itself more attractive to shipping lines, and to shippers/consignees?

3. Explain, with examples, the role of distribution centres in the supply chain, and the advantages and disadvantages of holding stock in them.

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

- a) Explain the role of a contract of sale when trading goods internationally and the main terms likely to be included in the contract.
- b) What is the purpose of including one of the INCOTERMS in the contract? Include **THREE** examples of INCOTERMS 2010 and their effect on the contract terms in your explanation.

**PLEASE TURN OVER**

5. Explain the concept of slow steaming when operating container services. Discuss the advantages and disadvantages to the line, and to the customer, of using this approach. Include examples from a trade of your choice to support your answer.

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

An importer in Europe buys consumer goods from China.

- a) What choices of mode and route are available to the importer? What factors are important when deciding which mode and route to use?
- b) If this importer decides to send its goods by sea, how should it decide which alliance, and which shipping line to carry the goods?

7. The order book for new container ships is at its lowest level for around 20 years. Discuss the factors which have caused this, and what the implications over the next five years may be for the lines and for their customers

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

When quoting a price for door to door transport, many multi-modal operators provide an itemised breakdown into a number of individual elements making up the total price.

- a) For a door to door movement of a 20ft FCL of general cargo using a deep sea container service between **TWO** countries of your choice, what elements would you expect to see included in the total price (actual dollar amounts are not expected)?
- b) What are the advantages and disadvantages of itemised pricing, instead of a single 'all in' price, for the operator, and for the customer?