



# EXAMINER'S REPORT NOVEMBER 2018

## PORT & TERMINAL MANAGEMENT

### General comments.

The questions were chosen from a wide range of subjects within the syllabus. Port equipment, financial controls, port competition, port ownership marketing, a topical question on the growth of renewable energy and health and safety policies were all covered.

### 1. Using a port(s) of your choice, discuss two examples of port competition.

Students were required to discuss the various major types of port competition, including horizontal or interport competition, vertical and cross competition, segmented or intra port competition and aggregate form of competition, using examples to illustrate their answer.

### 2. Discuss the global biomass business and the demand this has created for shipping and port services. Using a port of your choice discuss the opportunities that this business has created.

Students were able to highlight the major cargo handling equipment used at both load and discharge ports.

Students should be able to identify and discuss types of ships used in this trade – Handy and Panamax

Additionally shore side and hinterland added value services were also discussed.

### 3. You are the marketing manager for a port which operates a dedicated steel terminal. A potential client has requested that you provide a proposal for handling the call and discharge of a weekly shipment of 5,000 tonne of steel beams. The client requires costs for discharge, storage and delivery to a local end receiver. Write a formal proposal offering core and added value opportunities.

Students were able to comprehend the requirement of the client and offer a good range of core services such as stevedoring and undercover storage services.

Answers should also include the transport to and from the ship.

Students who could enhance their answer by offering a range of added value services such as stock, control, customs clearance and delivery were able to achieve high marks by attempting this question.

**4. Discuss the advantages and disadvantages of differing port ownership models. Use examples of your choice to support your answer.**

Students were comfortable with the concept of port ownership models and most could supply relevant examples of public, private and partnership ownership models and landlord model, and were able to adequately discuss the salient aspects of each model.

**5. You are the health and safety officer employed at a new offshore crude oil loading terminal. Discuss the main statutory and localised health and safety measures that you would implement in your position.**

The health and safety question was generally well handled by students although there was a limitation in discussing the statue of ISGOTT which is the main legislation governing the health and safety at oil tanker terminals.

There was some good commentary on the day to day health and safety initiatives which you would expect to find at a major oil terminal

**6. Discuss the opportunities created for ports due to the expansion in the global on and offshore wind farm development**

Students tended to give general type answers rather than focusing on the specific opportunities that such windfarms offer, particularly offshore where largest tower and blades are required and the subsea structures of the wind towers foundations and monopiles are also required as well as subsea cabling.

Students should also discuss the ethical investment opportunities and potential funding for green energy projects. The negative publicity concerning the environmental impact and concern on the long term of viability of windfarms should also be discussed.

**7. You are the port manager for a port which has a dedicated cruise liner berth, with the capacity to handle one vessel at a time. Your company has suffered a major IT issue which has stopped all passengers and baggages check in for the vessel presently occupying the berth. Your most frequent client has a cruise vessel due to arrive at the port early tomorrow morning to embark passengers. Discuss your actions with regards to both vessels.**

This question is not an IT problem rather than one which requires an operational contingency plan.

The better answers offered an alternative for the terminal to create a manual check in facility with additional staff and resources being required for cruise passengers and the option to effect the departure at anchor using tenders.

Immigration and customs implications should also be considered.

---

**8. You are the berth manager at a container terminal. Discuss some of the specific management ratios you would use to assess performance.**

The majority of students were able to offer the salient ratios which would be used by port management to assess performance at a container terminal.

Those should include indicators to monitor vessel turnaround, berth waiting time and storage utilisation