



TUESDAY 26<sup>th</sup> NOVEMBER 2019 – AFTERNOON

## LINER TRADES

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Please read the questions carefully before answering

1. Recent times have seen further consolidation of carriers in the deep sea and short sea container trades. There has also been a move from some carriers into the full logistics sector.

Discuss these events and the latest structures that have arisen. Explain whether you would expect this trend to continue and the likely structure over the next five years.

2. Choose **TWO** of the container trade routes listed below and identify the most important ports of call and main commodities carried in both directions. Discuss how services are structured and whether they are 'end to end', 'hub and spoke' or 'pendulum' style services and vessel capacities used. Explain why that structure is favoured for the route. Use the world map provided to support your answer.
  - i. Europe to US East Coast (Transatlantic)
  - ii. Asia to East Africa
  - iii. Asia to South Africa

3. When a carrier enters a new trade lane there are many factors to consider when setting the pricing policy it will apply to this market. Discuss the important determining factors, from both a revenue and cost perspective, that is considered when drafting a liner carriers pricing policy for a new trade.

4. Define and explain any **FOUR** Incoterms 2010 terms and where the selected terms would be best applied for specific cargo.

**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 (geared or gearless)
    - ii. 9000 teu containership
    - iii. 4000-5000 teu Panamax containership
  - b) Describe **TWO** main trade routes for this vessel, including main types of cargo carried on each route. Use the world map provided to support your answer.
6. Refrigerated cargo represents a growing large volume of containerised freight globally. Select **TWO** cargo types and their requirements on a trade of your choice. Use examples to support your answer.
7. Compare and contrast **ALL** the following types of bills of lading and how each are used differently, depending on the needs of the seller and buyer.
- a) Straight bill of lading
  - b) 'To Order' bills of lading
  - c) Sea Waybills
  - d) Bearer Bills of lading
8. The FONASBA standard liner and general agency agreement provides a good summary of the relationship between the carrier and their agents with duties each have to each other. Define the main terms of the agreement and comment on each of these from the agent's and principal's point of view.