



INSTITUTE OF  
CHARTERED  
SHIPBROKERS

**MAY 2023 EXAMINATION SESSION**  
**MONDAY 22<sup>nd</sup> MAY 2023 – MORNING**

## **LINER TRADES**

Time allowed – three hours

Answer any **FIVE** questions – all questions carry equal marks

Please read the questions carefully before answering

1. Containerised trade cargo volume has significantly reduced in the last 6 months and with this also changes to the supply/demand structure of trades which will continue until at least the end of 2023. Explain why this has happened and suggest examples of actions carriers will need to take to correct this.
  
2. Answer **ALL** parts of the question.
  - a) Describe as fully as possible the characteristics including dimensions, tonnages of **ONE** the following types of vessel:
    - i. 4000/5000 TEU Containership [Baby Panamax]
    - ii. Roro/Pure Car Carrier vessel
  
  - b) Draw a profile and cross section of the vessel
  
  - c) Label the significant parts of the vessel.
  
  - d) Give details of **ONE** trade the vessel operates in, where it will load, carry and discharge its cargo.

Use the world map provided to support your answer.

3. Using the world map provided show a 'Round the World' (RTW) trade route of your choice and analyse the advantages and disadvantages of serving a market in this way.

**PLEASE TURN OVER**

4. Bills of lading are an important part of international trade. 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.
  - i. Straight bills of lading
  - ii. 'To Order' bills of lading
  - iii. Sea Waybills
  - iv. Bearer bills of lading
  
5. Choose any **TWO** of the following cargoes. Identify at least **TWO** major trades on which they are shipped detailing the main ports of loading and discharge. Explain the types of container equipment used and any special requirements or precautions that need to be taken to protect the cargo.
  - a) Avocados
  - b) Chemicals
  - c) Coffee
  - d) Wine
  - e) Scrap metal
  
6. Explain **FOUR** of the following and their importance to the carrier.
  - i. General Average
  - ii. Himalaya Clause
  - iii. Freight and Lien
  - iv. Return of Containers
  - v. Dangerous Goods
  - vi. Both to blame collision clause.
  
7. Define the principles of yield management and, using a container trade lane of your choice, detail the individual elements of revenue and cost, and how these are calculated for yield. Use examples to support your answer.
  
8. Explain the key differences between a VSA [Vessel Sharing Agreement] and an SCA [Slot Charter Agreement]. Using examples highlight the advantages and disadvantages of a VSA and SCA .