



**MAY 2025 EXAMINATION SESSION**  
**WEDNESDAY 21<sup>st</sup> MAY – MORNING**

## **LINER TRADES**

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Please read the questions carefully before answering

1. Despite the efficiency of many modern container terminals, lengthy delays can still occur and impact liner services for several reasons. Highlight the various reasons why port delays can occur and suggest ways how liner services can deal with such delays.
2. Define the principles of yield management and, using a trade of your choice, detail the individual elements of revenue and cost, and how these are calculated for yield. Use examples to support your answer.
3. Global container trade volume grew strongly in 2024 with also high TEU mile use creating tight supply/demand. Detail events that caused this and why this impacted positively on carrier profitability. Separately discuss likely events over the next 18 months which will impact against supply/demand and what carriers will need to do to address this.
4. Answer **BOTH** parts of the question.

Container equipment provision is handled either by owned or leased equipment.

- a) Explain the advantages and disadvantages of **BOTH** for the carrier and the types of leasing agreement that are available.
- b) Describe the key features of the following equipment and cargo carried:
  - i. Tank Containers
  - ii. Open Top Containers
  - iii. High Cube Containers
  - iv. Flat Rack Containers
5. Transshipment and relay hubs are an extremely important and growing aspect of container shipping, especially given the growth in over 20,000 teu vessels. Describe the key reasons why they are important and identify **THREE** transshipment hub ports and how they fit into global trading patterns.

**PLEASE TURN OVER.**

6. Choose **TWO** of the following cargoes and identify at least **TWO** major trade routes on which they are shipped, including the main loading and discharging ports. Also comment on the types of equipment required for your selected cargo and why.

- i. Fish Meal
- ii. Built up Motor Vehicles
- iii. Sugar
- iv. Scrap Metal
- v. Bananas

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

Whilst many liner operators have global offices, the need for Liner Agencies still remains important in many countries.

- a) Explain the reasons why a liner company would employ an agent.
- b) Describe which contract is used and give a breakdown of the key tasks that a liner agent would be expected to perform.

8. Define and comment on any **FOUR** of the following abbreviations and their role within the liner industry.

- i. BIMCO
- ii. FIATA
- iii. FMC
- iv. UNCTAD
- v. ICC
- vi. ITF