



PORT AGENCY

INTRODUCTORY REMARKS

Overall the standard of the answers was high. Students displayed a good broad knowledge across the ship's agency course synopsis. The laytime statement was well-handled this year, and students improved on another question which also previously had caused difficulties: - the difference in P&I insurance requirements. Multi-part questions and maritime geography still caused some difficulties for students.

I. Compile a detailed time sheet and calculate demurrage or despatch due from the information within the Statement of Facts.

MV Keilan

Arrived Leith Roads	0600 Hours Monday 4th February
NOR Tendered	0900 Hours Monday 4th February
Loading Commenced	0700 Hours Tuesday 5th February
Loading Completed	2100 Hours Friday 8th February
Vessel Sailed	0900 Hours Sunday 10th February

Cargo Loaded 20,000 M/Tonnes Grain

C/P States:

Laytime to commence at 1300 Hours if notice is given before noon, at 0700 Hours next working day if given after noon: notice to be given in ordinary working hours.

Cargo to be loaded at the rate of 5000 metric tonnes per weather working day of 24 consecutive hours.

Time from 1700 Hours Friday or the day preceding a holiday to 0800 Hours Monday or next working day not to count unless used, but half of actual time used to count, unless vessel already on demurrage.

Demurrage rate USD 5000 per day and pro rata/despatch at half demurrage rate on laytime saved.

Other salient note: There were no local or national public holidays during the dates aforementioned.

On Tuesday 5th February loading was halted due to rain from:

0800 - 0900
1100 - 1200
1300 - 1530
1630 - 1730

On Wednesday 6th February loading was halted due to rain from:

0900-1130
1330-1600
1630-1700

On Thursday 7th February loading was halted due to rain from :

1030-1200

On Friday 8th February loading was halted due to rain from:

0900-1200

The vessel was unable to sail until Sunday 10th February 0900 hours due to lack of tugboats.

This was generally very well handled. There were some excellent comments on the laytime statement. Generally the question itself was fairly straightforward as long as the students focused on the numerous rain delays. This aspect was very well handled by the students. Most calculations were correct or within a few hours of the correct answer; which indicated that a student had made a minor error; or a small arithmetical error in calculation. There were very few poor attempts at this question. Perhaps this is indicative of the fact that the question has become a consistent one over the years and students have prepared well in advance for it.



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2. Draw in detail one of the ship types below, give detailed dimensions and tonnages of the vessel.

- (a) Aframax tanker
- (b) Panamax bulk carrier
- (c) Laker
- (d) Deep Sea Ro-Ro vessel

On the world map provided show specific load and discharge ports appropriate to voyages which such a vessel would undertake.

Aframax Tanker

Diagrams were generally well handled, though students may have let themselves down with limited comments on the load and discharge ports, and comments were too general. For example students stated ports such as 'Arabian Gulf to Northern Europe', when what the examiner was really looking for was 'Ras Tanura to Rotterdam'.

Panamax Bulk Carrier

The diagrams were mostly reasonable, but students generally failed to mention the dimensions of the Panama canal.

Laker

Again opportunities to mention the dimension of the St Lawrence Seaway were overlooked, and students struggled to introduce valid load ports.

Deep Sea Ro-Ro Vessel

This was well handled as students seemed to be comfortable with the internal ramps system and stern or quarter deck discharge ramps. Also students were able to advise Japanese load and European discharge ports.

Generally this question created some issues for the students, most were comfortable with ship design, and handled this aspect of the question well. Students generally lost marks as they did not provide a full range of the vessel's tonnages and dimensions.

Maritime geography was less well handled, and in particular mapwork. There were examples of Liverpool being placed on the coast of Northern France, and Rio De Janeiro being positioned on the Pacific coast on the Peru/Ecuador border.

3. Analyse the different insurance requirements that a shipowner and ship's agent would require.

Previously students had struggled with the concept of this question. This year however the question was answered very well. Most students gave a clear definition of the differing requirements of the port agent and the ships agent.

4. Discuss, with the use of examples, situations in which ships' agents can provide added value services to their principals.

The majority of students displayed a firm understanding of the need for the modern day port agent to provide added-value services to the client. The answers tended to be focused on stevedoring, warehousing, freight forwarding, customs, IT and Hub agency services. Some good alternatives were also discussed such as track and trace, packing of products in the warehousing, barcoding stock and so on.

Some students struggled to differentiate ship's husbandry services which would be expected as a "standard" agency service from "added value". For example, many students referred to cash to master as an "added-value" service. This is incorrect as it falls under a basic agency service that a ship owner would expect from the port agent, and should not be viewed as added value.

5. Explain with use of examples four of the following terms:

- (a) Pre-arrival information
- (b) Boarding and Husbandry duties
- (c) Disbursements
- (d) As Agents only
- (e) Classification surveyor

This question was a good opportunity for students, who were coming into the exam from an operational port agency background. All aspects of the question including pre-arrival, boarding and husbandry duties, disbursements, as agents only, classification surveyor were very familiar to the port agent, and the vast majority of students could describe their roles in depth. Occasionally there may be a little overlap between some of the categories.



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6. You are the charterer's nominated agent for a steel vessel loading cargo in your port. The vessel has been detained by Port State Control, because they have found several defects. On behalf of the owners you have appointed a class surveyor who, in accordance with local engineers, has advised that repairs to the vessel will cost USD 50,000. Despite requesting and making subsequent calls to the owners you are still awaiting USD 150,000 to cover disbursements. The vessel is due to complete loading tomorrow and the charterer has advised you that they require the vessel to sail from the berth immediately on completion, as they have other vessels at anchor awaiting the berth. Discuss your actions.

The students coped well with the ship's agency operational question. And it was pleasing to note that the vast majority of students took a firm financial position and ensured that they would look after their company's financial position first. Some students failed to understand that there were three separate aspects to the question namely:

- a) Charterer's nominated agent and the needs of the charterer aligned against the owner
- b) Funding issue
- c) Port state control

Most students focused on the funding issue, which was the most important and answered it well. However fewer students managed to tackle all three aspects of the multi part question.

Some students who suggested allowing the vessel to sail scored poorly. Some students offered some good compromise solutions such as shifting berth or sending the vessel to a secure anchorage to free up the berth for the charterer; this type of lateral problem solving was good to see from prospective port agents, as it is a service industry and this type of problem solving aptitude is always greatly appreciated by clients of ships agencies.

7. You have been contacted by operators of a deep sea ro-ro vessel. They have requested that you provide them with a formal proposal offering ships agency and added value services in a port of your choice.

Draft a proposal specific to the requirements of the ro-ro trade.

Students handled this question reasonably well. Most gave good presentations of the general capabilities of their companies. However few students aligned the presentation to the needs of a ro-ro operator; which meant students were able to supply basic information on their companies services, but were not able to fully understand the requirements of the cargo principal. This is a crucial aspect of ships agency, as in the vast majority of occasions it is the cargo principal or charterer who will actually appoint the ships agent. Therefore it is a vital aspect of the business that the student can understand the requirements of the charterer.

8. Using examples, explain the term 'breach of warranty of authority' with and without negligence. Discuss the implications for the ship's agent.

Breach of warranty. Students handled this really well, and were able to discuss examples of both breach of warranty with and without negligence.