



**THURSDAY 29<sup>TH</sup> NOVEMBER - AFTERNOON**

# **PORT AND TERMINAL MANAGEMENT**

Time allowed – three hours

Answer any FIVE questions – all questions carry equal marks

Please read the questions carefully before answering

1. Using a port(s) of your choice, discuss two examples of port competition.
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.
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.
4. Discuss the advantages and disadvantages of differing port ownership models. Use examples of your choice to support your answer.
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.
6. Discuss the opportunities created for ports due to the expansion in the global on and offshore wind farm developments.
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 passenger and baggage 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.
8. You are the berth manager at a container terminal. Discuss some of the specific management ratios you would use to assess performance.