Overall Comments

The general quality of the candidates answers were of a good to high quality.

One of the issues which candidates encountered in the exam, was where multi part questions were asked. Candidates tended to struggle with this concept.

Question One

This was a new and slightly unusual question, which by and large the candidates handled well.

Most could point out that this was an error without negligence and that the prudent Port Agent would be holding suitable P and I club cover.

What was less well handled was that few candidates thought to extend the answer to discuss what potential damage could be caused to customer relationships unless this was remedied.

The trends which were noted where candidates did not pass this question were that the question was a multi part question and they tended to answer bit parts of the question rather than the overall question.

The successful answers tended to deal with the initial problem and then work around the more peripheral areas, and for example discuss the issues that this would have on the commercial relationship between the Agent and the Charterer, should the Agent not honour the initial quote.

Question Two

A question that was very well handled by candidates. Most could discuss pre funding and the various techniques employed by accounts departments to control the risk of bad debt. Perhaps a sign of the times we live in!

Where candidates did well with this answer, was enhance on the basic pre funding issue and discuss other tactics employed by the ships Agent - this would include debt control techniques, use of the P and I club to assist in dealing with erroneous Owners.

Candidates who struggled with this answer tended to supply brief answers lacking depth, and focusing on only one technique of debt control.
**Question Three**

Another popular question. Candidates generally handled this question well, highlighting numerous added value opportunities.

The more successful answers offered a full range of Added value services such as: forwarding, customs, warehousing, transport, crew accommodation, crew manning, offshore launches etc.

However some candidates did struggle with this question and suggested basic ships husbandry duties which the Agent would undertake in his/her general day to day duties as added value services, when in fact they are basic services and not added value.

**Question Four**

This multi part question was moderately handled by the candidates.

Most gave reasonable responses to the operational situation in terms of controlling finances.

However less impressive was the way candidates handled the issue of port state control and passengers. In some cases they completely overlooked these important aspects of the question.

Again candidates struggled with multi part questions. The marking scheme offered rewards for those who handled all three different aspects of the question

1- Operations and control of debt
2- Port State Control
3- Passengers

Very few candidates successfully covered all three points in the question.

**Question Five**

This question was only moderately answered by the candidates.

A number of candidates produced answers which were not aligned at all to the tanker trades, and due to this a number of them failed as they supplied general answers only, which were not specifically focused on the needs of a tanker Owner.

Some candidates for example went into details discussing stevedoring and warehousing services in their particular port of choice. This was not required and showed a distinct lack of knowledge in the requirements of the prospective client.

Many candidates focused on tanker trades in one port and missed the important point that the question asked for services to be provided throughout the region.

This demonstrates a real need for candidates to read the questions more carefully.

The candidates who met with success in this question provided an answer specifically aligned to the tanker operator, discussing terminals in the various ports in their region. They discussed the specific technical issues relating to the tanker trades.

This question also called for a formal type response, and generally this aspect of the question was handled well, with most candidates taking the care to supply a formal layout of the proposal properly addressed to the client.
**Question Six**

This year the laytime question was handled very well by candidates. A high percentage achieved full marks for the question.

Some candidates struggled with the shifting clause which was inserted in the question and this led to an incorrect calculation. The marking scheme however does cater for this and candidates who advised the correct laycom, the correct subtraction of rain time, were rewarded even though the end calculation may have been incorrect.

However, a high number of candidates achieved full marks for this question.

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**Question Seven**

Most candidates achieved a high pass mark as they were aware of the properties of the bill of lading, and also the techniques which could be applied to extricate the Owner and the Charterer from the impasse.

The more successful candidates provided a detailed account of the three properties of the bills of lading, then went on to offer one or more potential options to solve the issue at hand.

Where candidates struggled with this question was where they only answered one part of the question.

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**Question Eight**

Once again a question which required two separate pieces of information.

**Diagram/Tonnage**

Generally this aspect was handled well, although inexplicably some candidates completely ignored the requirement to draw a diagram of the ship type of their choice. However, the vast majority did, and provided reasonable and in some cases good quality diagrams. The issue of ships dimensions and tonnages was less well handled though.

**Ships Routes**

This was poorly handled. Some candidates chose to ignore trade routes completely. Others gave “general” trade routes i.e “The tanker loaded in Arabian Gulf and discharged in Europe” - this would not have achieved many marks. The candidates who met with success in the question gave a detailed answer as follows:- “The tanker loaded at the Saudi Arabian Port of Ras Tanura a cargo of Heavy Crude oil 275,000 tonnes and discharged at the Europort terminal in Rotterdam”. Candidates should be able to discuss actual loading and discharging ports in this question.