



**THURSDAY 26<sup>TH</sup> APRIL 2012 – MORNING**

## **SHIPPING BUSINESS**

**Time allowed – three hours**

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

**Please read the questions carefully before answering**

1. Incoterms are a series of sales terms published by the International Chamber of Commerce for use in international commercial transactions. They are reviewed approximately every ten years with the latest edition (Incoterms 2010) becoming effective from 1<sup>st</sup> January 2011.

Compare the 2011 edition against the 2000 edition and explain the main changes which have been applied.

2. Using the world map provided to illustrate your answer, identify the main ports associated with handling grain cargoes and the main routes associated with this trade. Analyse the factors which could influence global trading patterns for this trade.

3. The tanker market can justifiably be described as specialised and is clearly different from the dry bulk cargo market.

Analyse the main differences between these two markets and comment on the subdivisions which exist within the tanker market itself.

4. Discuss the role and function of any **two** of the following organisations:

- a) Intertanko
- b) Intercargo
- c) International Chamber of Commerce
- d) ITF

5. Taking a seaborne trade of your own choice, analyse the range of facilities that ports will require to handle such business and comment on factors which may both encourage and potentially restrict its future development and growth.

6. Describe the full range of services which a Liner Agency company may be required to provide to its principal, and comment on the terms of a contract which might cover their commercial relationship.

**PLEASE TURN OVER**

7. Assess the importance of ethics in the shipbroking profession and examine the ways in which ethical behaviour can be encouraged, promoted and enforced.
8. Discuss, in detail, the main functions of a Bill of Lading and explain the reasons for a Bill of Lading being made out '**to order**' instead of to a named consignee.