

INSTITUTE OF CHARTERED SHIPBROKERS

APRIL 2009 EXAMINATIONS

THURSDAY 30 APRIL – MORNING

PORT AND TERMINAL MANAGEMENT

Time allowed – Three hours

Answer any FIVE questions – All questions carry equal marks

1. Ports utilise Performance Measurement Analysis to review their efficiency. Discuss how Port managers use this tool and supply relevant examples.
2. What do you understand by the concept of ports developing additional revenue streams from complimentary yet non-core added-value services. Discuss this idea and supply relevant examples.
3. You have been appointed Operational Manager for a newly created container terminal. Your Financial Director has requested you to submit a Capital Expenditure request for the shore side equipment you would require in order to commence operations, and additionally explain the operational usage of such equipment.
4. You are the Financial Director for a Port Authority. Your board have asked you for a report on possible funding available for a project to create a deep-water cruise liner terminal. Advise the various financial and economic appraisals that can be used to assess any proposed investment.
5. Submit an overview of the Health and Safety policy you would expect a major Port authority to have in place. Discuss the relevant legislation in your locality that influences such policies.

6. Discuss and explain **FOUR** of the following abbreviations
 - a) VTS
 - b) ITF
 - c) HASAWA
 - d) MARPOL
 - e) ISPS

7. Discuss the terminal layout and the various types of cargo handling equipment that you would expect to find at a specialised Ro-Ro terminal.

8. What are the important elements to be considered when a Port has been requested to provide a quotation to a potential customer from the Forest Product Industry

THE INSTITUTE OF CHARTERED SHIPBROKERS

PORT & TERMINAL MANAGEMENT (PTM)

2009

EXAMINER'S REPORT

OVERALL COMMENTS

This Port and Terminal examination continues to evolve. In 2009 candidates tended to be very restricted to the syllabus with little personal examples coming into the answers, for example in question eight when a candidate is required to discuss a specific cargo commodity, in this case, forest products, which is fairly general to most ports, but not specifically mentioned in the syllabus the candidates struggled.

Additionally candidates tended to shy away from the financial and health and safety questions which is a pity when one considers how much importance is placed upon these issues certainly in Europe.

QUESTION 1- PORT MEASUREMENT TOOLS

Generally candidates handled this question competently. Most candidates could offer the major measurement performance tools and also give some commentary as to their practical uses.

QUESTION 2 -ADDED VALUE SERVICES

A reasonably well answered question, with the better answers focusing on warehousing, transport and customs facilities which the port could integrate into its portfolio of services to better fit the needs of customers supply chain management. Also some candidates attempted this question who clearly had little or no knowledge on the subject.

QUESTION 3 - FINANCING CONTAINER TERMINAL

Candidates tended to fall into two categories with this answer, either displaying strong operational background in container operations, and therefore being very capable in discussing the specific equipment required, and other candidates who had a very basic knowledge of the subject. Therefore this created some polarity in the marks.

QUESTION 4 - FINANCIAL APPRAISAL – NEW CRUISE LINER

Candidates managed to display the major financial and economic investment methods used, and also discussed some recent examples. Generally well handled, by the small percentage of candidates who attempted the question.

QUESTION 5 - HEALTH AND SAFETY LEGISLATION

A mixed response on this question, with the better answers pinpointing recent legislation governing HS issues in port. Unfortunately the number of candidates attempting this question was relatively small.

QUESTION 6 - ABBREVIATIONS

This proved to be a popular question with many candidates, and also was generally very well answered, with most candidates displaying a good all round knowledge of the various abbreviations.

QUESTION 7 - TERMINAL LAYOUT – RO RO

Another operational type question that candidates appeared to be quite comfortable with, some good discussion on both the actual terminal layout and equipment used.

QUESTION 8 - PRICING – FOREST PRODUCTS

A weaker response to this question with very few candidates displaying the specific terminal knowledge that is required for the forest product industry.