

**Level 3 Certificate of Professional
Competence for Transport Managers
(Road Haulage) Unit R2 Case Study**

05689

**Friday 2 December 2016
1.00 PM – 3.15 PM**

Time Allowed: 2 hours 15 minutes

Case Study

This document consists of 8 pages. Any blank pages are indicated.

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Background

The Traffic Commissioner for the Eastern Traffic Area took away Harlan Wainwright's good reputation in December 2013 after Harlan had committed some of the most serious offences regarding the operation of a 7,500kg GVW goods vehicle. Harlan recently approached the Traffic Commissioner to see if he could regain his good reputation. The Traffic Commissioner has told Harlan that he will now look favourably at an application for an operator licence because of Harlan's good conduct since his convictions.

Since 2013, Harlan has gained his C+E driving entitlement, completed 35 hours of Driver CPC Periodic Training and has re-taken and passed the Certificate of Professional Competence in Road Haulage.

Assessment Transport Limited (ATL)

Harlan is to purchase all the shares in ATL which is currently owned by its sole director, Aric Wainman. The purchase is scheduled for 1 January 2017 and Aric will retire from the company when the sale is complete. ATL held a Standard National operator licence, but this licence was recently surrendered. The company still owns three tractor units and three twin-axle flatbed trailers.

Harlan has appointed you as his adviser and future transport manager of ATL. He thinks this will further improve his ability to be accepted as a director of a company that holds an operator licence.

Harlan has sent you the following three emails:

Hi,

You will be aware that I was declared unfit to manage transport activities and my old CPC was revoked after I was convicted of committing some of "the seven deadly sins". Rest assured, I will not be doing anything like that again. I wasn't aware that these convictions would automatically call my good reputation into question.

We can operate from ATL's old premises but I want to change the company name, as soon as possible. I'm told the name Wainwright International Transport Limited (WITL) is available. I will be the only director of the company. We will need to apply for a new operator licence.

Some of my old contacts have given me some quality sales leads. We have the opportunity to quote for deliveries of trailer parts to Germany and I will give you the full details later.

Regards

Harlan.

Hi again

My old contacts have now sent me a lot of information and I have summarised it below.

We will take a full load of trailer parts (loaded by the supplier) from Northampton to an independent storage facility in Stuttgart (Germany). Our customer, a semi-trailer manufacturer, will move these parts to their factory as they need them. We will then go to Ulm (Germany) to collect two new semi-trailers from the manufacturer's factory. The trailer manufacturer will be paying us for all this work.

We have two choices of route:

1. Northampton to Dover, then via Calais (France) to Stuttgart, or
 2. Northampton to Harwich, then via Hoek van Holland (Netherlands) to Stuttgart.
1. Please plan to use the route to Stuttgart that will allow for single-manning, delivering on day.
 2. You must assume that the driver cannot extend driving time beyond 9 hours a day.

After unloading at Stuttgart (which takes one hour) we will run empty to Ulm. I will try and sort a load out for us to carry on that journey. We then run from Ulm to Northampton with the trailers on, loaded by the manufacturer. Whichever route is used, the return road journey will use the same route as the outward journey.

The customer currently pays their haulier for five days per return trip plus mileage and will do the same for us.

The information for the two routes is as follows:-

Route option 1		Route option 2	
Vehicle is preloaded		Vehicle is preloaded	
Northampton - Dover	280km	Northampton - Harwich	210km
Dover – Calais	sea crossing	Harwich – Hoek van Holland	sea crossing
Calais – Stuttgart	735km	Hoek van Holland – Stuttgart	595km
Stuttgart – Ulm	70km	Stuttgart – Ulm	70km
Ferry departs	23.45hrs	Ferry departs	23.45hrs
Crossing time	2 hours	Crossing time	5 hours
Embarkation/Disembarkation	15 minutes each	Embarkation/Disembarkation	15 minutes each
Vehicle Average speed	70kph	Vehicle average speed	70kph

Regards

Harlan.

Hi, me again

I want you to prepare a briefing pack for Germany. I insist on the following rules being included:

- The driver must be at work at 14.30hrs for yard duties and will start work on the operation at 17.00hrs.
- Allow 20 minutes for vehicle walkround checks, followed by 10 minutes for paperwork, before leaving Northampton. Schedule these two activities separately from each other.
- On the Dover-Calais route, the crossing time can be recorded as POA or break. On the Harwich-Hoek van Holland route, a cabin will be booked and the crossing time must be recorded as a rest period.
- Embarkation must take place as late as possible.
- The driver must carry out a further 15 minute vehicle walkround check after completing a daily rest en route.
- Breaks and rest periods must be taken as late as possible, and for the shortest possible time except when taken on board ferries.

Thanks

Harlan

Costing and Vehicle Information

Fig.1 below illustrates how the vehicle returning from Ulm to Northampton will be loaded with the two new semi-trailers. The diagram is taken from the Department for Transport Code of Practice: Safety of Loads on Vehicles. This is not a picture of the vehicle that Harlan proposes to use.

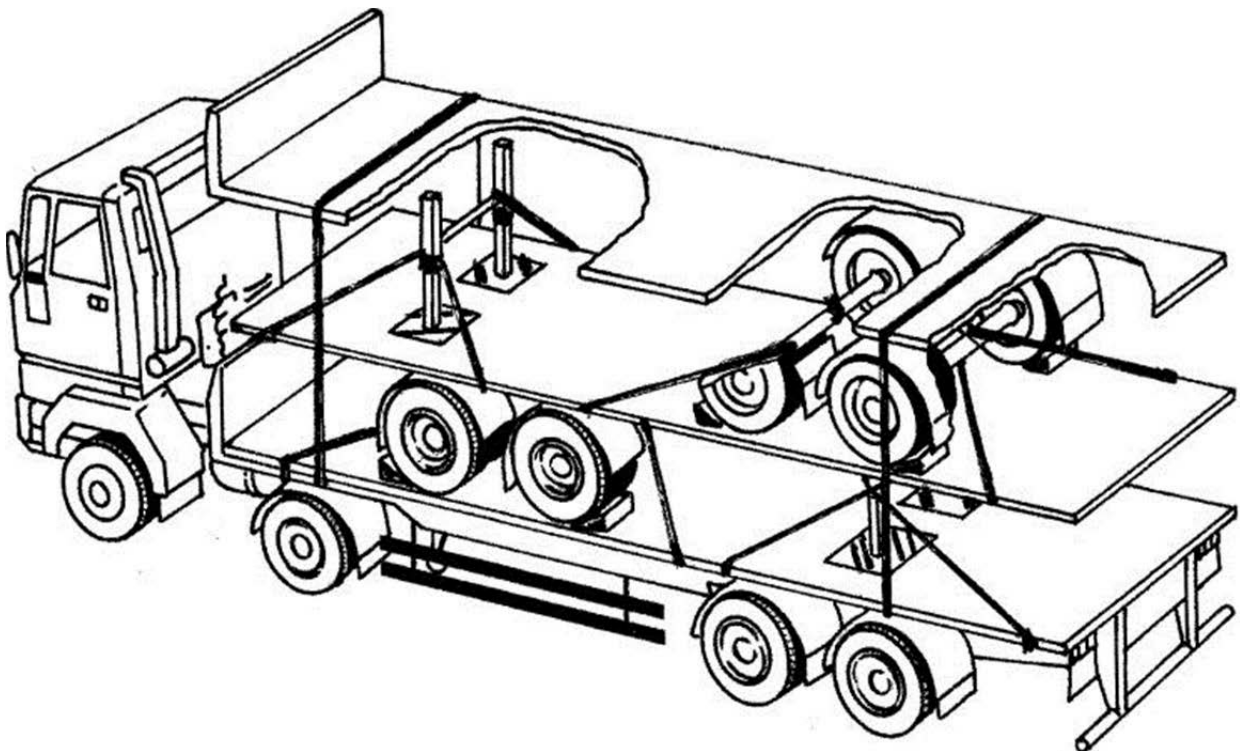


Fig.1

Fig.2 shows costing information, provided by Harlan, for the vehicle to be used between Northampton and Ulm.

Driver wages, per day	£100
Driver bonus, per kilometre driven	10 pence per km
International costs (ferries, tolls etc.):	
Route 1	£379.75
Route 2	£591.50
Vehicle combination purchase price, including tyres	£97,750
Residual value after five years	£25,000
VED/insurance, per annum	£5,484
Cost per tyre	£240
Average tyre life	60,000km
No. of tyres per vehicle combination	10
Fuel costs	£1.20 per litre
Fuel consumption	2.5km per litre
Maintenance costs	40 pence per km
Projected annual kilometres	281,400km

Fig.2

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