

# September 2023 Series R2 (Road Haulage) Case Study Question/Answer Booklet

*The envelope, which contained this paper, will have been cut open in front of you.*

### Examination Details:

|                             |                                                           |
|-----------------------------|-----------------------------------------------------------|
| <b>Paper Title:</b>         | <b>September 2023 Series R2 (Road Haulage) Case Study</b> |
| <b>Paper No:</b>            | <b>CPCR1923</b>                                           |
| <b>Date of Examination:</b> | <b>8<sup>th</sup> September 2023 13:00 – 15:15</b>        |

**Instructions to the candidate - to be read before the examination. Time allowed: 2 hours 15 minutes**

**You must have:**

- The case study.
- This question/answer booklet.

**You may use:**

- A calculator.
- A dictionary.
- Any permitted written materials.

| <b>FOR EXAMINERS' USE ONLY</b> |  |
|--------------------------------|--|
| <b>Q1</b>                      |  |
| <b>Q2</b>                      |  |
| <b>Q3</b>                      |  |
| <b>Q4</b>                      |  |
| <b>Q5</b>                      |  |
| <b>Q6</b>                      |  |
| <b>Total =</b>                 |  |

**Instructions:**

- Complete your name below in capital letters and include your date of birth and signature.
- Use black ink.
- Use the case study to answer all the questions.
- Write your answer to each question in the space provided. If you need extra space, use the lined page(s) at the end of this booklet. The question numbers must be clearly shown.
- Additional paper may be used if required but you must clearly show your name, date of birth and question number(s).
- Answer all the questions.
- Do all calculations and rough work on the following pages. Cross out any work you do not wish to have marked.

**Information:**

- The total mark for this paper is 60.
- The marks for each question are shown in brackets ().
- This document has 11 pages.
- Assessment material has been prepared in line with legislation current at the time of production. Any subsequent changes to legislation have not been taken into account, however, responses that refer to amended legislation will be credited.
- Covid-19: Candidates will not be questioned on any temporary rules introduced due to Covid-19. Answers that reflect such measures will not be credited.

**To be signed by the candidate:**

|                          |  |                               |  |
|--------------------------|--|-------------------------------|--|
| Candidate name:          |  | Centre name:                  |  |
| Candidate date of birth: |  | Candidate registration number |  |
| Candidate signature:     |  |                               |  |









**September 2023 Series R2 (Road Haulage) Case Study**

**Question 4**

WH's directors have decided to accept the contract offer from Walvingham Chemicals plc, to transport regulated dangerous goods in the UK. To comply with its policy of not carrying such loads in its own vehicles, WH will subcontract the work to other hauliers. You have been asked to identify suitable hauliers with the minimum risk to WH's reputation.

(a) Outline **FIVE** legal requirements that subcontractor's vehicles which complete this work must satisfy.

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**(5 marks)**

(b) Outline **FIVE** legal requirements that drivers of subcontractors vehicles which complete this work must satisfy.

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**(5 marks)**

**Questions continue on next page**



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**Question 6**

Alana Smith joins WH as its first marketing director on 1<sup>st</sup> October 2023. She has asked you about the marketing data that might be available to her.

You have identified the following four sources of data for Alana.

For each of these four data sources, state whether it provides primary or secondary marketing data.

(a) Results from a customer questionnaire about future demand, to be completed in October 2023.

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**(1 mark)**

(b) WH's customer database.

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**(1 mark)**

(c) WH's accounting system.

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**(1 mark)**

(d) WH's sales team reports on the volume discount offered to customers in the last quarter of 2022.

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**(1 mark)**







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