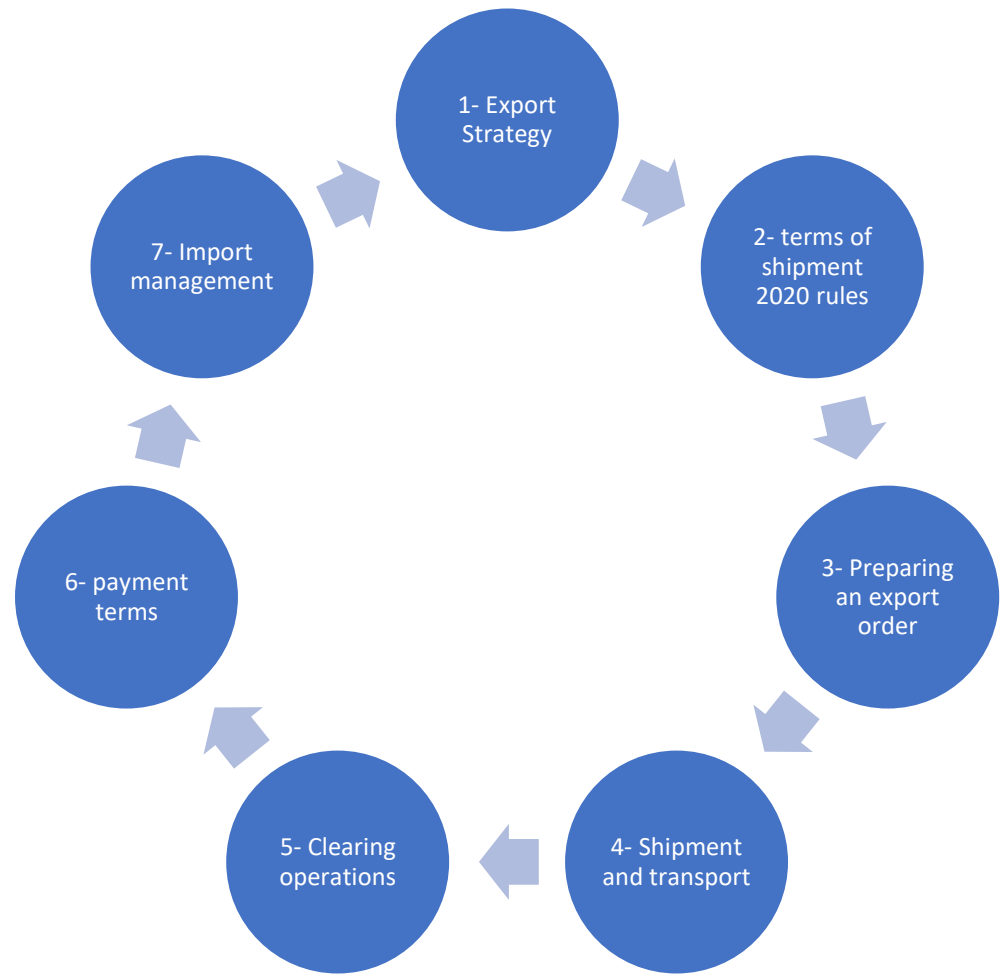




EXPORT IMPORT MANAGEMENT

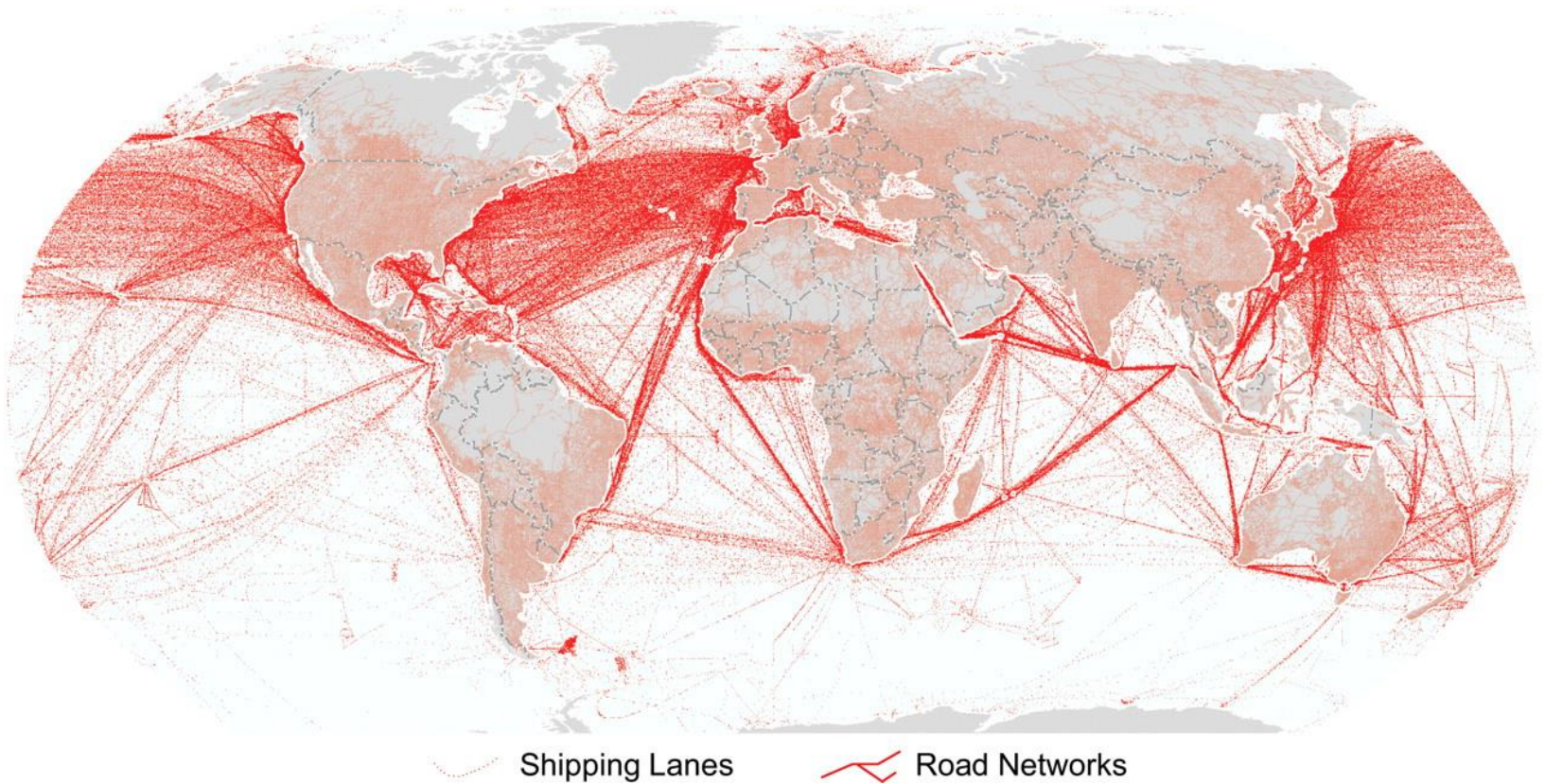
PROGRAMME





1 –Export Import Strategy

Three driving poles to global and sustainable ...

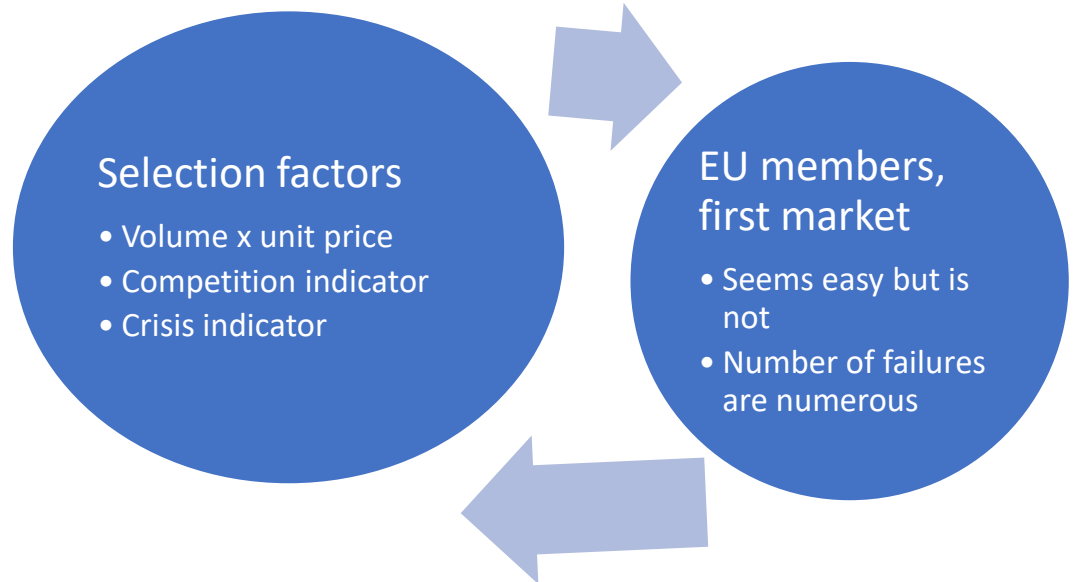


Concentration – 3 poles worldwide and not ... globalization

1-

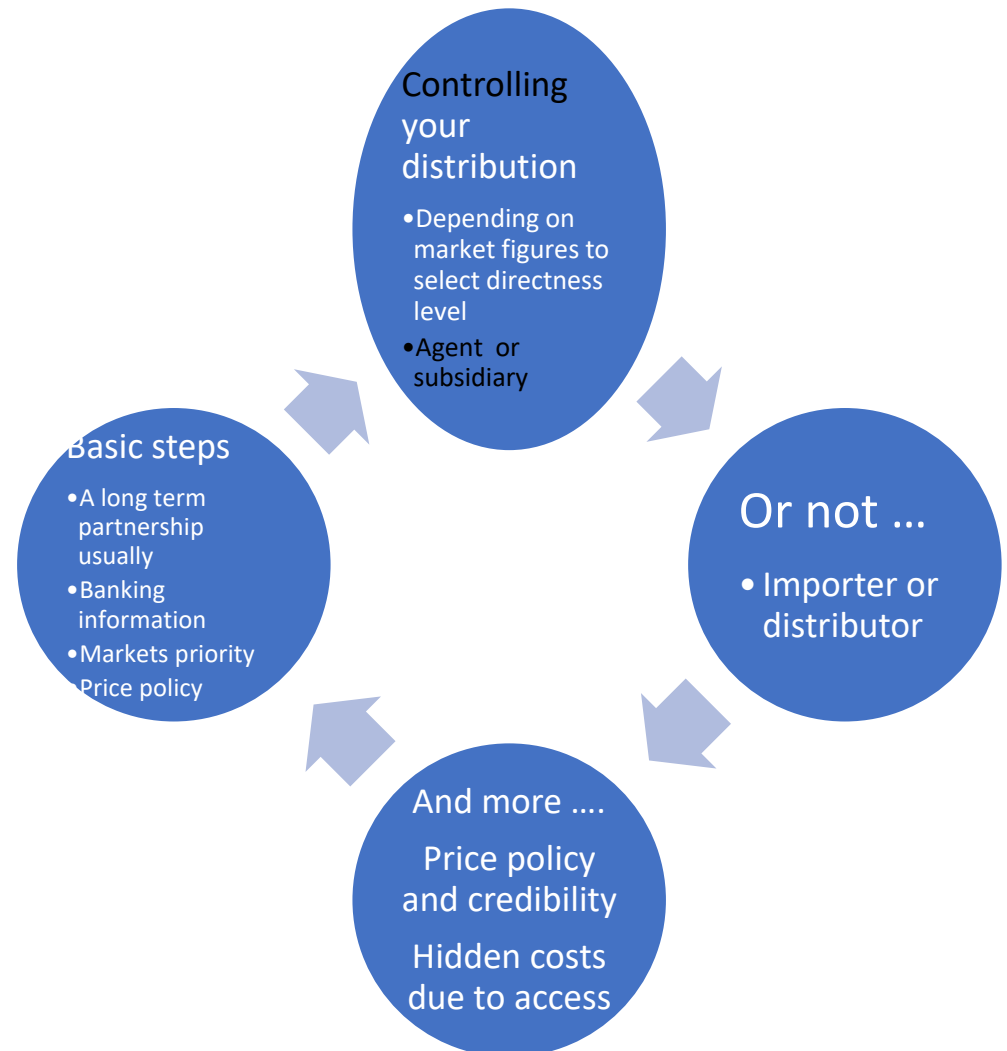
Strategy

Where are main markets today and ...
where tomorrow ????



*Market priorities are depending on
Spreading over cost, benchmark position,
focusing on dedicated markets*

1-



1-

Controlling your distribution

- Depending on market figures to select directness level
- Agent or subsidiary

Or not ...

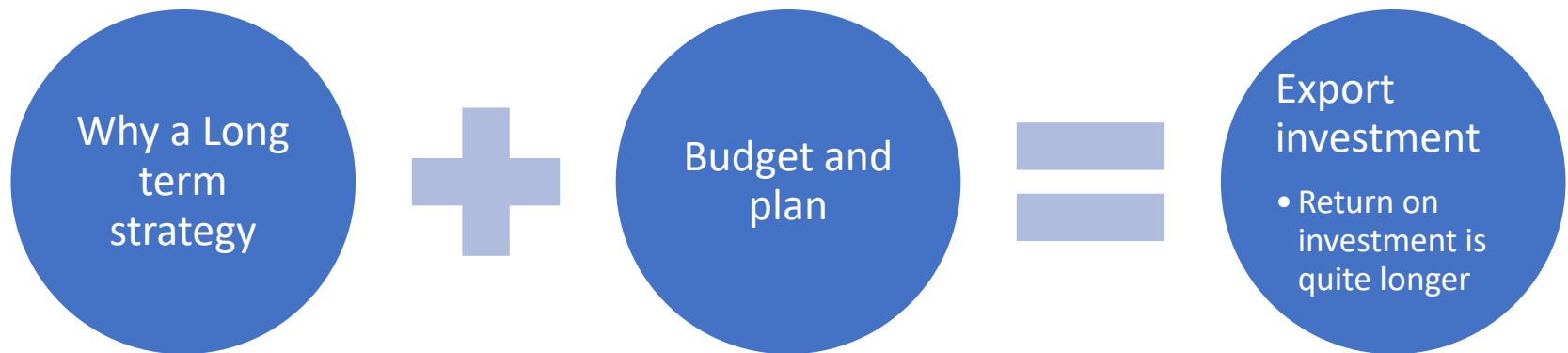
- Importer or distributor

And more

Basic steps

- A long term partnership usually
- Banking information
- Markets priority
- Price policy

1- export is long term investment



Export evaluation

Strategy analysis

Why global development ?

Risk weighing

Opportunities

Specialization

Functional analysis

- Production
- Finance
 - Investment
 - Longer credit terms
- Skills
- Marketing and logistics capacities

Experience

- Existing one
- International customer service
- Competitive analysis : **benchmarking**
 - Strength
 - weakness

The product

Positioning

- Fitting with the market

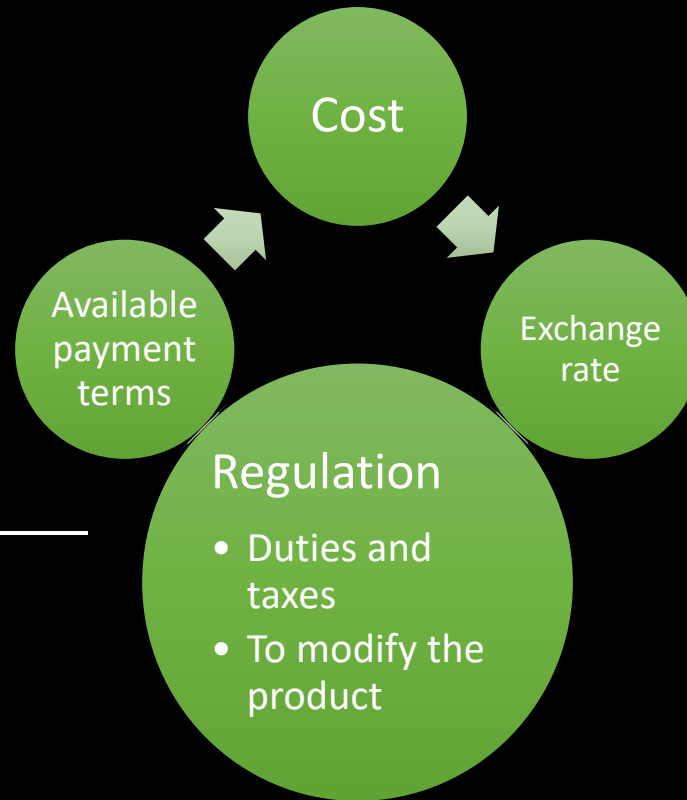
Assets

- New
- Quality
- Price
- Service
- Range extension

Packing and packaging

- Norms
- matching with the market

The price



- Market information



Public or private

consulting



COFACE example

Fairs & exhibitions

Prospection

Insurance credit

Currency coverage



Customs

Information

advice

For help

Financial support

Connecting people

Foreign trade minister

- Embassies

Industry and trade chambers

- In the vicinity
- Information

Consulting companies

Bank network ...

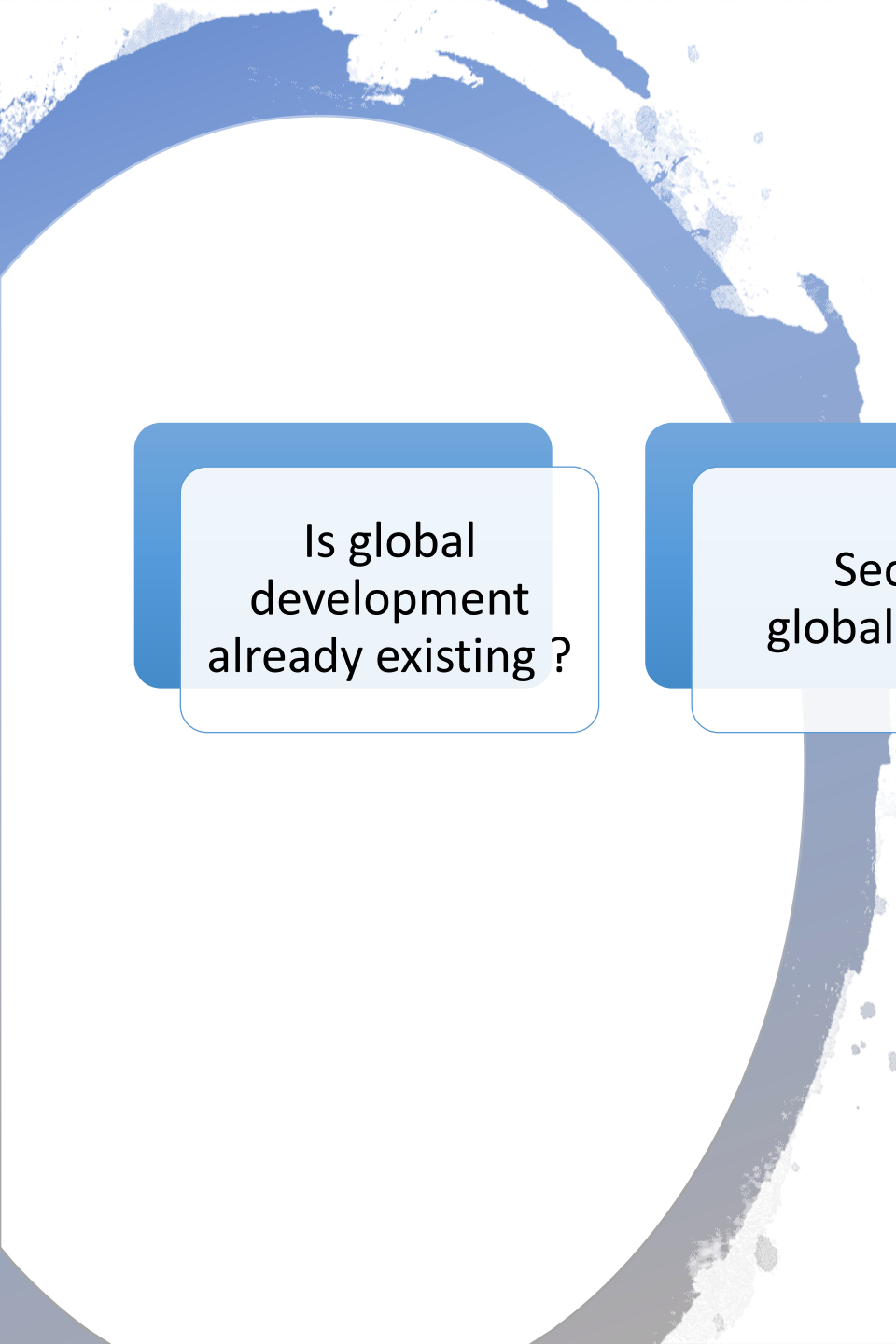
Export maturity

- Which market ?
 - EU or elsewhere
- Market diversity
- Ressources to be allocated
- Which strategy
 - Geocentric
 - Multi poles
 - spreading





Global company



Is global
development
already existing ?

Sector
globalization

Competition
level

Numerous
patterns



Numerous patterns

- Activity
 - **Capital** level industry vs **servicing** company
 - **High volume** needed to match with investment level
 - Chemy, ciment, car industry ...
 - **Research** and development investment
 - Medecine, electronic equipment
 - **High volume** need to consuming products with marketing investment
 - **Tailor made** industry : specialities (French cheese as well as lawyers) ... culture oriented
 - **Culture** bound or.. Not :
 - champagne example : yes
 - Or not : raw materials, commodities, steel, orange juice, or culture free : utilities
- **Company size**
 - Ressources
 - Opportunity and threat in introducing a new area
 - Positive impact to assess : visibility

Numerous patterns

- Management system
 - Depends on **top management**
 - what are the economic goals
 - capacity to adapt to market evolution
 - Profit goal
 - What support from **financial partners...**
 - Obstacles considering company identity in the targeted country
 - Mittal reactivity
 - To be accepted on the market
- Development in ...
 - **Close countries** target including culture
 - **Continental** development
 - Specialized distribution
 - Banking networks...
 - **Multi continental or global**
 - McDonald, Zara ...



According to
industries

- Global industries
 - **Customers internationalisation**
 - Business to Business
 - Computers
 - Publicity
 - Financial services
 - Car industry
 - **Demand location** is changing in B2C
 - Supermarkets chains and B2B infrastructures projects
 - **Technological transfers**
 - **Suppliers closer** in the supply chain
 - with key customers as Transport

According to industries

- . Internal reasons
 - Volume leverage
 - Same way as for research and development
 - medicine example
 - To **reduce labor cost** but ...
 - Threat to come to workers in the country of origin
 - Social keeping and necessity for productivity
 - The **most capitalistic industry** are the most global
 - But SME born global
 - In between : the Glolocal
 - Mittal...
- **External reasons**
 - Possible resistance is ..
 - Politics and regulation
 - strategic
 - monopolies...
 - Culture however decreasing
 - Bottom of the pyramid (purchasing level)
 - non sufficient infrastructures



First landing

When the supplier stops
supplier to source
Exceeding production
Opportunity
International fairs



Benchmark is needed



The management willingness

The « global deregulation »
Decreasing cost required by customers
Increasing visibility



Go native

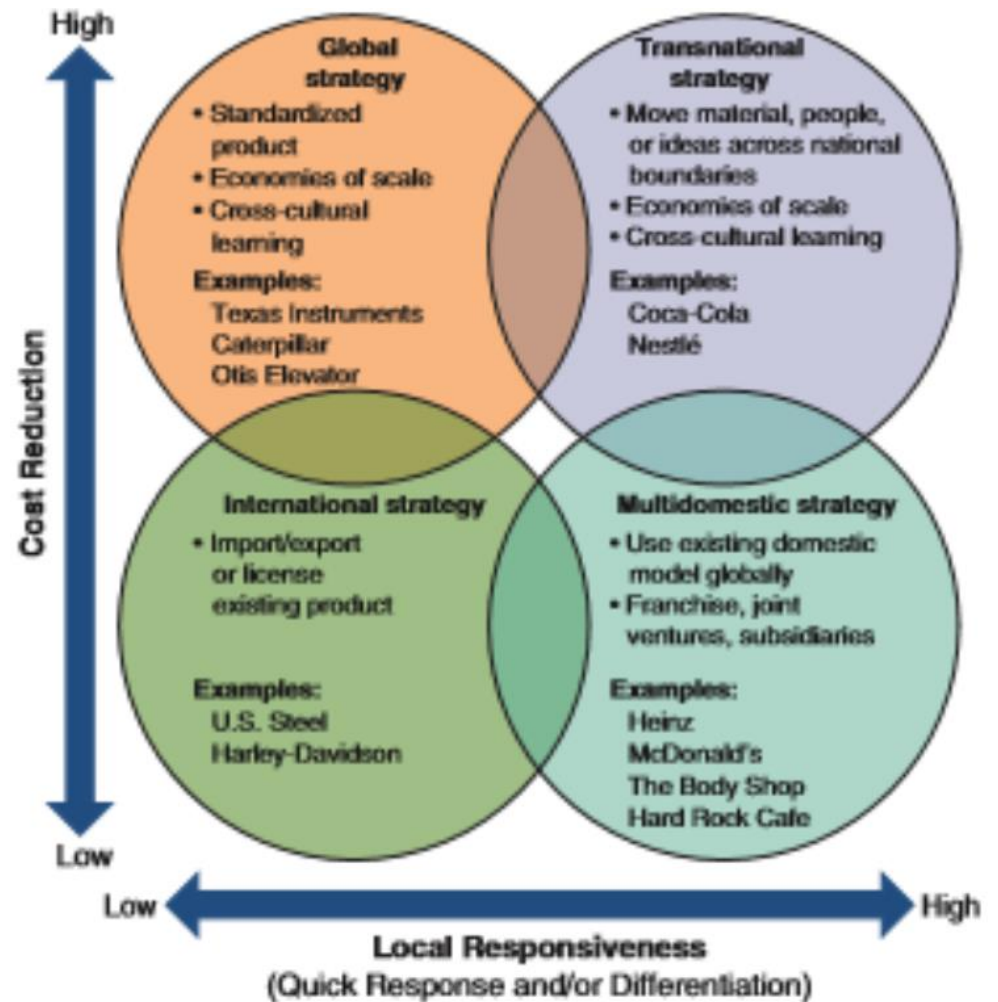
Connection with existing product image and name
Greenfield (own development) or **brownfield** (to acquire) including sole venture or joint-venture

Development steps

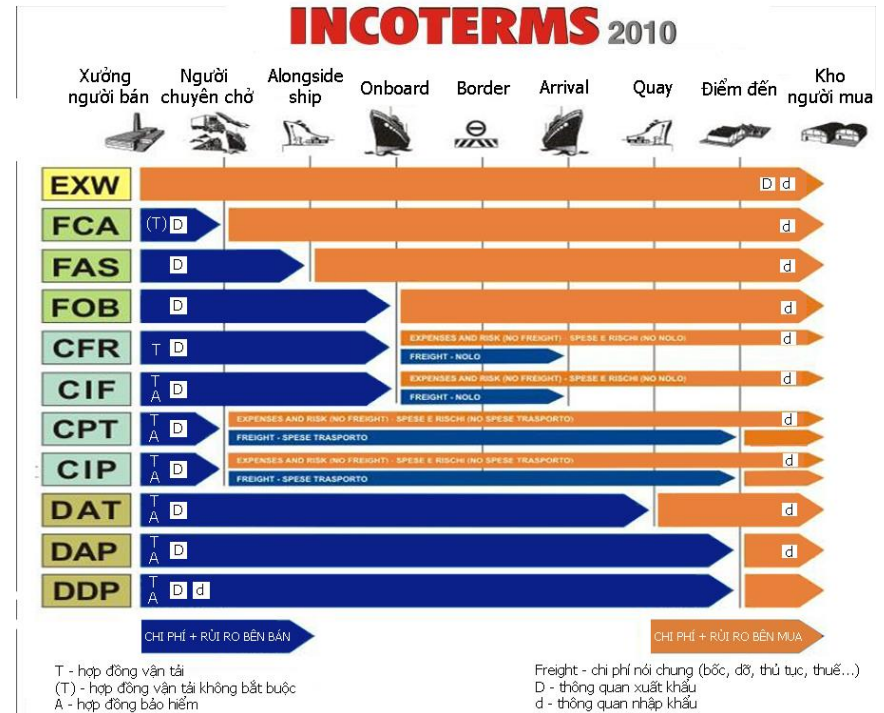
Development steps

- **Multinational development**
 - Need for control
 - To maintain quality and standard level, car industry suppliers
 - To follow customers development (partnership) information service suppliers example
- **Local choice** to reduce cost And / Or .. Increasing quality
- **To diversify global risk** in
 - Sourcing or selling (raw materials)
 - To limit financial cost and tax level ...
- **Other examples**
 - Pharmaceutical industry and finding research resources worldwide
 - Financial services « optimization »: Luxembourg example

Four global strategies



2- Terms of shipment 2020 rules



Our goals

Understand
incoterms approach
& Using them in the
proper way

Optimizing sales
and purchases

Avoiding disputes

To update your own
incoterms version

Introduction to incoterms

DDP - Delivered Duty Paid (at the named place)



Seller/ Exporter named place.	Export documents, formalities, and fees.	Pre-Carriage to named place. Air, rail, road, or multimodal.	Loaded on board, named place/port.	Transport by air, rail, road, or multimodal.	Discharging at named place, port of destination.	On-carriage to named place. Air, rail, road, or multimodal.	Import documents, formalities, and duties.	Buyer/Importer named place, ready for unloading.
CARRIAGE								→
*RISK								→
COST								→

FREIGHT HUB

- Is to identify the geographical point when obligations of the seller are fulfilled
- And by the way start to be the matter of the buyer
- **To 2020 version : stronger meaning then ever**

More precisely

“the chosen
incoterm” + named
port, place or point
incoterms 2020

The most accurate
one

With incoterm
starting with C
(place of shipment
has to be included)

Answering transport disputes

- **Better connections** to other international rules
 - Transportation
 - Insurance
 - ICC letter of credit rules
 - Customs regulation
- ... Sales contract

Main
transport to
the buyer or
to the seller

- And more
 - Obligations to the seller and to the buyer
 - About transportation risk and cost transfer

**“Where these contracts match,
things go well**

**Where they not, problems rapidly
arise”**

Incoterms families

- **Starting with E and F**
 - Closest to the seller
- **Starting with C**
 - Main leg to the seller
 - Main risk to the buyer
- **Starting with D**
 - Closest to the buyer

Water location or multimodal ones



4 ONES ARE DEDICATED
TO SEAWAY AND
INLAND WATERWAY



OTHER INCOTERMS ARE
MULTIMODAL ONES



MISUSING AN INCOTERM IS
A POSSIBLE UNSOLVED
DISPUTE WITH THE
CUSTOMER OR SOLVED
WITH EXTRA COST AS A
CONSEQUENCE

Incoterms and company strategy

- 60% of disputes arise from transportation
- Damage, delay in delivery ...
- Without the proper incoterm solution might not exist or might be costly
- **To comply with what is really done**

About profit



Seller

Controlling transport makes possible to
make profit on the whole value

Product and transportation as well



Buyer

Controlling transportation might be the
best way to save money

About service



**Controlling transport make possible
to secure time of delivery**



Risk transfer

*Ultimate risk is to the buyer as is non
delivery*

Let's play
strategy ...

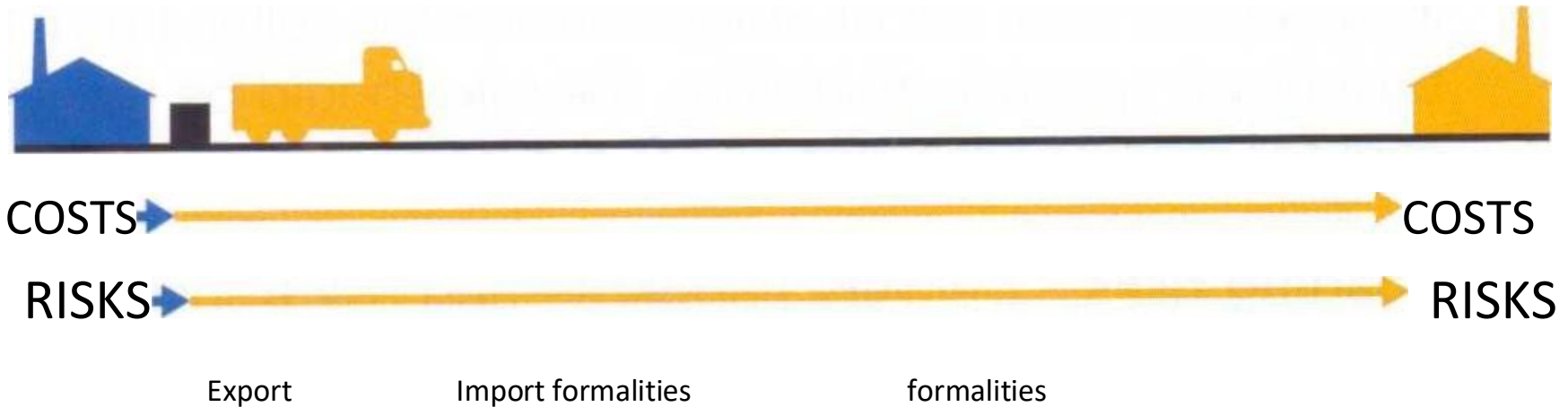
- Champagne company selling to China
- Handing tools company selling to Saudi Arabia
- Decathlon importing from China
- Nestle Europe buying coffee from Brasil
- War plane sold from France to India
- Fresh flowers from Ecuador to The Netherlands



Available incoterms according to advantage
and inconvenience using them

EXW Ex-Works (insert name place)

EXW (insert named place of delivery) Incoterms 2020



EXW Ex-Works (insert name place)

The goods are at the disposal of the buyer at the factory or warehouse

No need to load, and no need to clear the goods

No export clearance to be organized by the seller but by the foreign buyer

More suitable for domestic trades

This may cause problems for the seller and the buyer respectively with loading and export clearance

FCA Free Carrier (named place)

FCA (insert named place of delivery) Incoterms® 2020



FCA Free Carrier (named place)



**The seller premises
or another point
(unloaded)**



**Including export
clearance to the
seller**



**Ocean bill of lading
with an on board
notation in FCA
sales is possible if
the parties have so
agreed in the
contract**



**What's
for ?**

Main control for the
buyer
Container

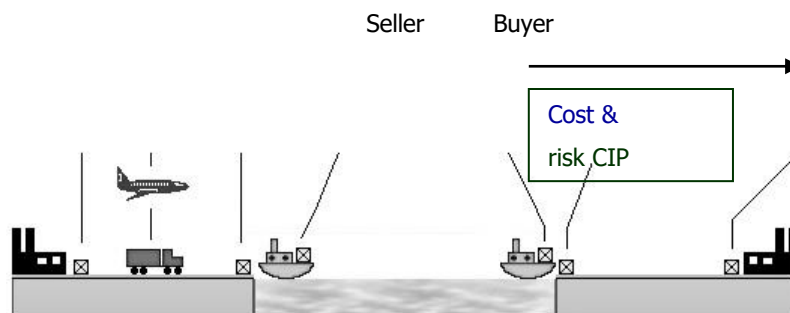
CPT Carriage Paid To (name place of destination)



CPT Carriage Paid To (name place of destination)

- Main transport contracted by the seller
- The risk transfer to the buyer happens when the goods are handing over to the carrier
- To identify place of delivery to the first carrier and destination point managed by the seller
- Unloading have to be agreed if needed
- **What's for ?**
 - We take care of transport
 - Our customer takes care of risk

- CIP Carriage Insurance Paid To
 - Landing or multimodal point
 - Institute clause A insurance
 - Two critical locations
 - place of shipment
 - Of destination



Goods handed over
To the carrier of
the buyer
Not unloaded

CIP Carriage and Insurance Paid To (name place of destination)



The seller must contract the insurance, not applicable to countries requiring local purchase of insurance



Institute Cargo clause A
Including particular average



Both places have to be identified as well

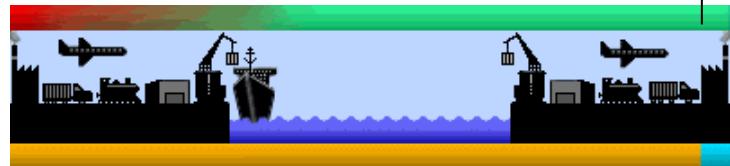


Unloading have to be agreed if needed

- DAP Delivered at Place Destination
 - Whatever the mean of transport
 - Unloading to the buyer

Cost and Risk

Delivery at destination not unloaded



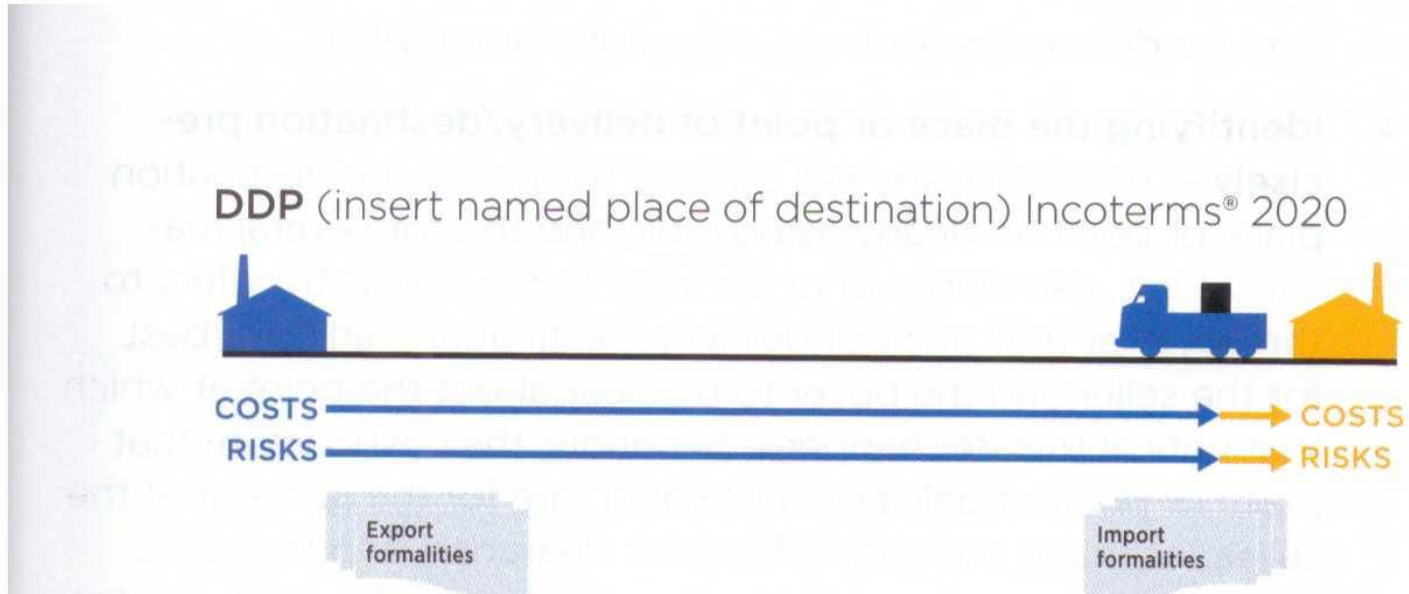
DAP Delivered at Place (named place of destination)

- When the goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading
- To the point of destination
- **What's for ?**
 - Non risky country
 - Avoiding customs at destination

DPU Delivered at Place Unloaded (named place of destination)

- The only incoterm to require from the seller the unloading at destination
 - But not import clearance

DDP Delivered Duty Paid (named place of destination)



DDP Delivered Duty Paid (named place of destination)

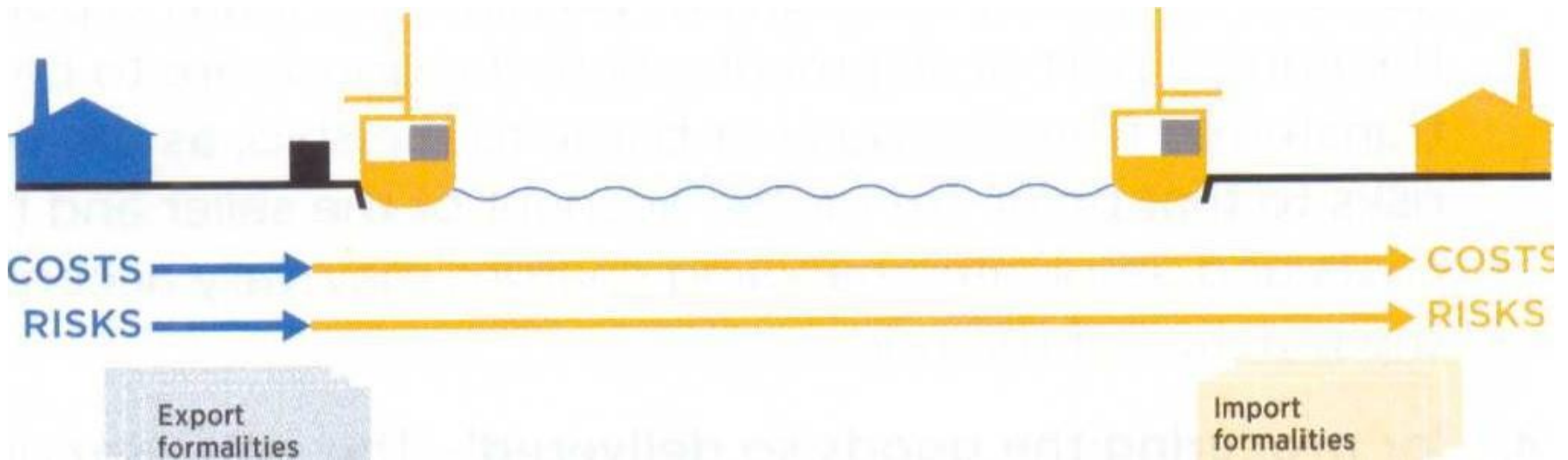
- Cleared for import
 - ready for unloading
- Caution to the sellers : when the company is not existing in the country of destination
- Especially when an import license has to be obtained, this is a choice to avoid
- The seller owes some obligations to the buyer which can only be performed within the buyer's country
- **What's for ?**
 - Does a subsidiary exists at destination ?

Sea and inland waterway

- FAS
- FOB
- CFR
- CIF

FAS Free Alongside Ship (named port of shipment)

FAS (insert named port of shipment) Incoterms@ 2020

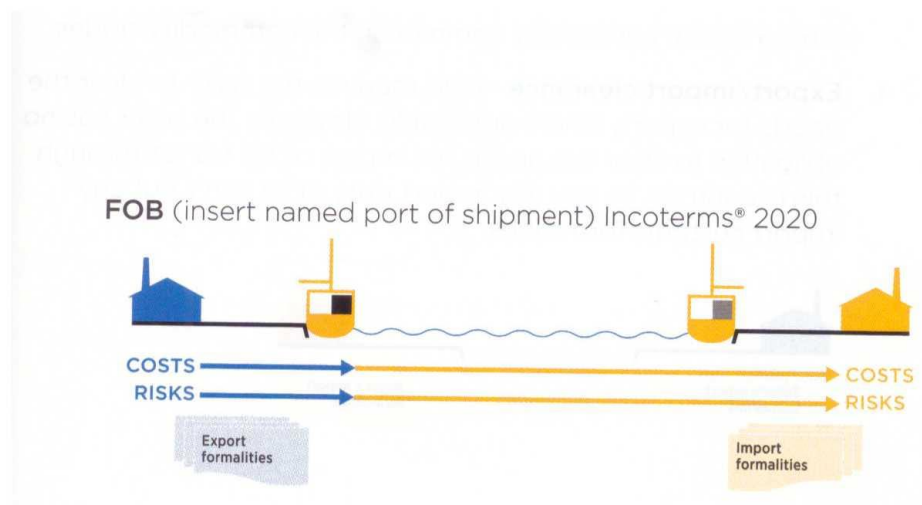


FAS Free Alongside Ship (named port of shipment)

- When the goods are placed alongside the ship, the quay, the barge
- Nominated by the buyer
- Handling charges might vary according to the practice of the port
- **What's for ?**
 - Bulk

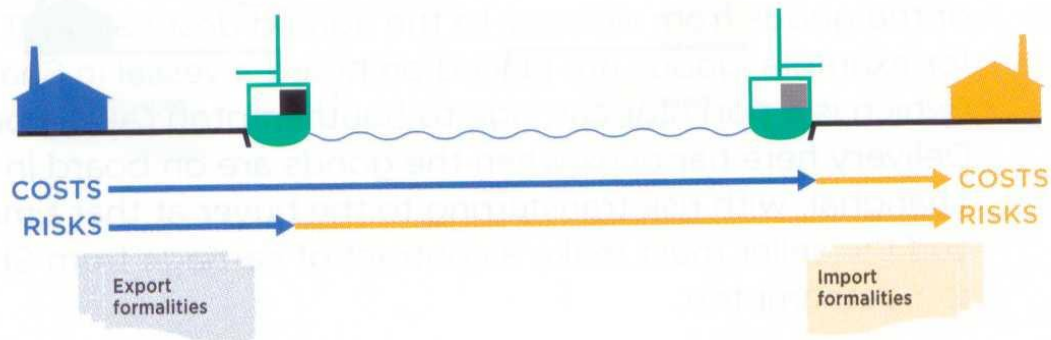
**FOB Free on Board
(named port of
shipment)**

- On board the vessel nominated by the buyer
- Risk splitting
- **What's for**
 - Bulk preferably
 - The oldest incoterm ...



CFR Cost and Freight (named port of destination)

CFR (insert named port of destination) Incoterms® 2020

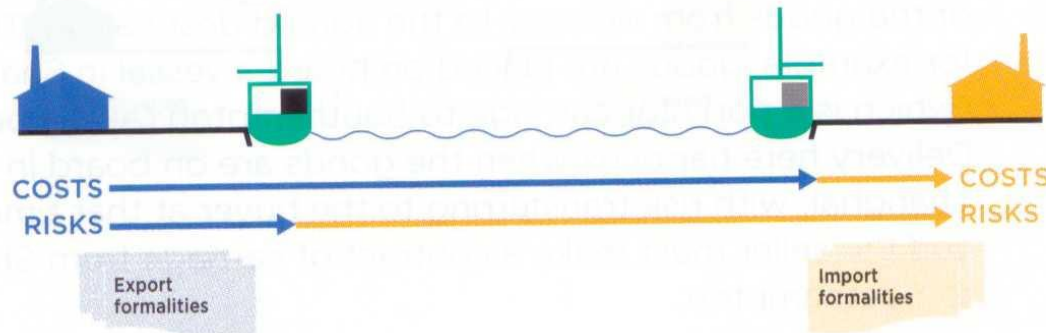


CFR Cost and Freight (named port of destination)

- Risk is transferred when goods are on board the ship
- To pay transport cost
 - To pay it cheaper ?
- Two ports are important : port of departure and port of destination

CIF Cost Insurance and Freight (named port of destination)

CFR (insert named port of destination) Incoterms® 2020



CIFF Cost Insurance and Freight (named port of destination)

- Difference with CFR is in risk
- The seller is required to obtain limited insurance cover complying with Institute Cargo clauses C
- Or higher level (A) to be agreed
- Unloaded or not
- **What's for**
 - Bulk
 - However really used with general cargo
 - Able to buy cheaper transport than your customer

Main changes

- **In names**
- DAT is deleted
- Creating a new incoterm, DPU
- **The way to use them**
- EXW and DDP officially not recommended to international sales

Main impacts of incoterm choice

	INCOTERMS® 2020 RULES CHART OF RESPONSIBILITIES AND TRANSFER OF RISK										
	Any Transit Mode		Sea-Inland Waterway Transport				Any Transport Mode				
	EXW	FCA	FAS	FOB	CFR	CFI	CPT	CP	DAP	DDU	DDP
	Ex Works	Free Carrier	Free Alongside Ship	Free On Board	Cost & Freight	Cost Insurance & Freight	Carriage Paid To	Carriage Insurance Paid To	Delivered at Place	Delivered at Place Unloaded	Delivered Duty Paid
Transfer of Risk	At Buyer's Disposal	On Buyer's Transport	Alongside Ship	On Board Vessel	On Board Vessel	On Board Vessel	At Carrier	At Carrier	At Named Place	At Named Place Unloaded	At Named Place
Charges/Fees											
Packaging	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Delivery to Port/ Place	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Duty, Taxes & Security Clearance	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading on Carriage	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Carriage Charges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Insurance						Seller		Seller			
Destination Terminal Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Import Duty, Taxes & Security Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
	SHIPPING SOLUTIONS® Export Documentation and Compliance Software 1.888.890.7447 www.shippingsolutions.com info@shippingsolutions.com <small>The chart is designed to provide a basic level of understanding of the terms. All 11 Rules published by the International Chamber of Commerce (ICC). For complete detailed explanation, visit the ICC website.</small>						<small>©2019 INCOTERMS® 2020. ALL RIGHTS RESERVED. INCOTERMS® 2020 IS A REGISTERED TRADEMARK OF THE INTERNATIONAL CHAMBER OF COMMERCE (ICC). INCOTERMS® 2020 IS A REGISTERED TRADEMARK OF THE INTERNATIONAL CHAMBER OF COMMERCE (ICC). FOR COMPLETE DETAILED EXPLANATION, VISIT THE ICC WEBSITE.</small>				

Transport according to mode

- **FCA ...**
- If agreed the seller must contract for carriage on usual terms at the buyer's risk and cost
- **CPT CIP DAP DPU DDP**
- To procure the contract for the carriage, **if delivery placed is not precisely named**, it will be the seller choice
- To comply with transport security rules

Transport according to mode



FAS FOB



The seller has to supply the buyer at the buyer's expenses, **any transport related to security requirements up to delivery**



If agreed the seller must contract for carriage on the usual terms at the buyer's risk and cost

LET'S PLAY TO INCOTERMS

which one

You import products from Brasil by sea ship. You intend to take in charge logistics process from aircraft landing in Roissy

You export to Agadir (Morocco). Your customer does not intend to take in charge anything before its own premises.

You import machine tools from Korea. You intend to take in charge the goods discharged at Marseille. The seller takes in charge the insurance.

Incoterms 2



Cofralu company has shipped 5 machines. One machine is stolen in Russia. Cofralu claims for payment to be made by his customer, what incoterm can solve the dispute ?



Virtool company is a medium company with 70% of his turn over for export and is leader for handling tool sector in Europe. For an ex works sale a claim appears : people at Virtool is instructed not to load the truck waiting for loading 300 cases of handling tools. The driver is unable to load. Why do they refuse, what is possible solution ?

Incoterms

You import products packed in a container from Korea. You don't ask for insurance cost included in the purchasing price, what's incoterm ?

You import goods DAP Strasbourg coming from Reykjavik. Who will take in charge customs formalities in France?

You import iron roofs from South Africa. You ask your supplier to deliver goods cleared on board in Capetown.

Transport according to mode

- **CFR CIF**

- The seller must contract or procure a contract for the carriage of the goods **at the agreed point of delivery** or if agreed at any point of the port
- To know who is **owner of handling** means at the port of discharge is a criterion to choose the incoterm
- **Unloading expenses** at the agreed port of discharge might be at the charge of the seller when **previously agreed**
- Also applicable to **CPT / CIP**

Insurance coverage B3 Buyer

- **EXW**
- The buyer bears all risk of loss or of damage to the goods from the time they have been delivered
- **If the buyer fails to give notice**, then the buyer bears risk of loss or damage B10

Insurance coverage B3 Buyer

**FCA CPT CIP DAP
DPU DDP**

**If the buyer fails to
nominate a carrier or
another person or to
give notice**

or the carrier or
person nominated by
the buyer fails to take
the goods in charge

Insurance coverage B3 Buyer

- **FAS FOB CFR CIF**
- The buyer bears all risks of loss or damage to the goods
- The buyer **fails to give notice** in accordance with B10 or the vessel nominated by the buyer fails to arrive on time, fails to take the goods or closes for cargo earlier than the time notified in accordance with B10

A 5 the seller insurance



FCA CPT



No obligation but information to provide



CIP



The seller must obtain, as its own cost, cargo insurance complying with the cover provided by clauses A of the Institute Cargo Clauses as appropriate to the means of transport used.



Any additional cover is at the buyer's cost, such as complying with the Institute War Clauses and or Institute Strike clauses



The insurance shall cover, at a minimum, the price provided in the contract + 10% and shall be in the currency of the contract



The seller must provide the buyer with the insurance policy or certificate or any other evidence of insurance cover

A5 Insurance the seller

- **DAP DDP**
- The seller has no obligation to the buyer
- **FAS CFR**
- No obligation but information to the buyer
- **CIF**
- Unless otherwise stated with the cover provided by clauses C
- The insurance shall cover 100% of the contract value and shall be in the currency of the contract

Container shipment by sea / waterway

- Shipment key locations
 - Loading plant / warehouse place
 - Container terminal of the carrier at the port of departure
 - At the quay side of the port of departure
 - Carrier container terminal at the port of discharge
 - Place of delivery

Container shipment by sea / waterway



USEFUL BORDER CY / CY
(CONTAINER YARD)



PORT TERMINAL FCA AND
FOB



CFR AND CIF AT THE PORT
OF DISCHARGE AS AN
ANSWER

Customs regulation



Security controls increase due to world customs and transport and security regulations



Obligations are regarded as including seller and buyer, responsibility and assistance

Import Control System example



Creating an obligation or an assistance process according to the incoterm

A 7 Seller and clearance

- **EXW**
- The seller must assist the buyer at the buyer's risk and cost to obtain information related to export/transit/import clearance
 - Export/transit/import licence
 - Security clearance for export/transit/import
 - Pre-shipment inspection
 - Any other official authorisation
- **FCA CPT CIP DAP DPU FAS FOB CFR CIF**
- The seller must carry out and pay for all export clearance formalities:
- Export licence, till any other official authorisation

B 7 Buyer

- **EXW**
 - The buyer will pay and fulfil export formalities
- **FCA CPT CIP DAP DPU FAS FOB CFR CIF**
 - Assistance with export clearance
 - The buyer must carry out and pay for all formalities required by any country of transit and the country of import
- **DDP**
 - The buyer must assist the seller, at the seller request, risk and cost in obtaining any document and information required by the countries of export/transit/import

Case studies to review possible choice

Goods are packed

Packing

Shipment and export formalities

Pre carriage (sea / air / consolidation by road)

Terminal of departure / loading

Main transport

Minimum insurance, extra coverage

Port charges at destination, unloading

Post carriage

Clearance formalities, duties, taxes

Reviewing possible choices

AS A CONSEQUENCE

PAYMENT AND INCOTERMS WHEN CONNECTION EXISTS WITH TRANSPORT

COMPARING SUPPLIERS

COMPARING DISTRIBUTORS

ASSESSING DUTIES AND TAXES

TO SELECT YOUR OWN INCOTERMS

Incoterms 2020 code 3 letters + place name	Packing	Loading	Export clearance	Pre carriage	Cost to logistic platform/ port charges /from departure	Loading on main transport	Main leg	Unloading of main transport	Logisitic platform cost/ port of arrival	Post-carriage	Insurance	Import clearance duties and taxes
Land place (multimodal transport, airway, road and highway, railway)												
EXW	Seller	Buyer, support	Buyer, support	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FCA	Seller	Seller	Seller	Seller/ Buyer	Seller/ Buyer	Acheteur/ BL on board possible	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CPT	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller/ Buyer	Seller/ Buyer	Buyer	Buyer	Buyer
CIP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller/ Buyer	Seller/ Buyer	Buyer	Seller ICC A or C	Buyer
DAP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer
DPU	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	seller including unloading	Seller	Buyer
DDP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Lieu Maritime et fluvial												
FAS	Seller	Seller	Seller	Seller	Yes alongside the ship	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FOB	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CFR	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller/ Buyer	Buyer	Buyer	Buyer	Buyer
CIF	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller/Buyer	Buyer	Buyer	Seller ICC C or A	Buyer

Small case

You are manager in a famous French brand for children garments.

Your products are sold worldwide.

The company policy is to sell FCA warehouse however your Indian distributor is asking for a DAP Delhi.

What are consequences to consider about this change ?

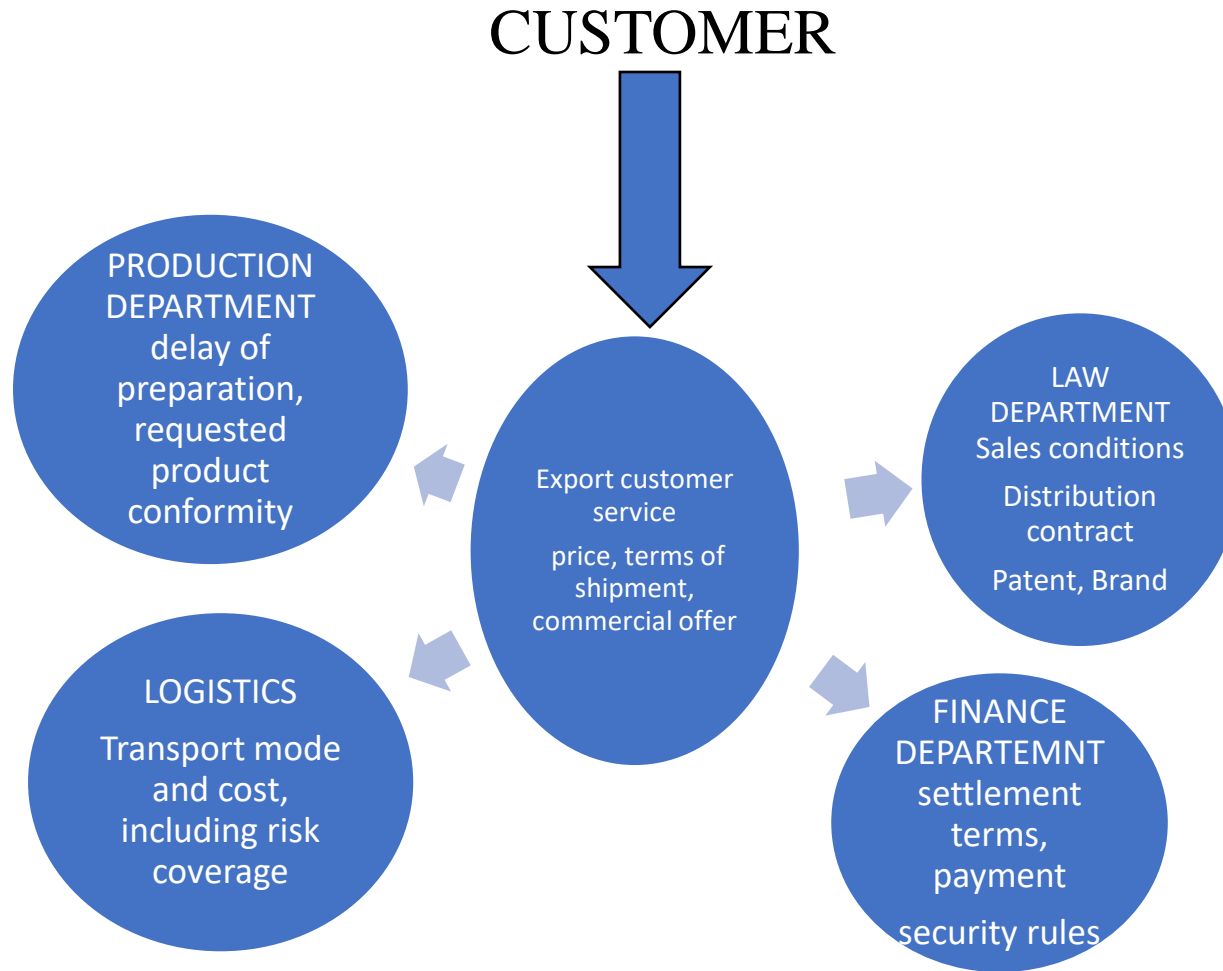
What are for and cons ?

Incoterm decision

- <..\..\..\cas\casINCOTERMSfrgb\Quiz2.pdf>
- <..\..\..\cas\casINCOTERMSfrgb\Quiz3.pdf>

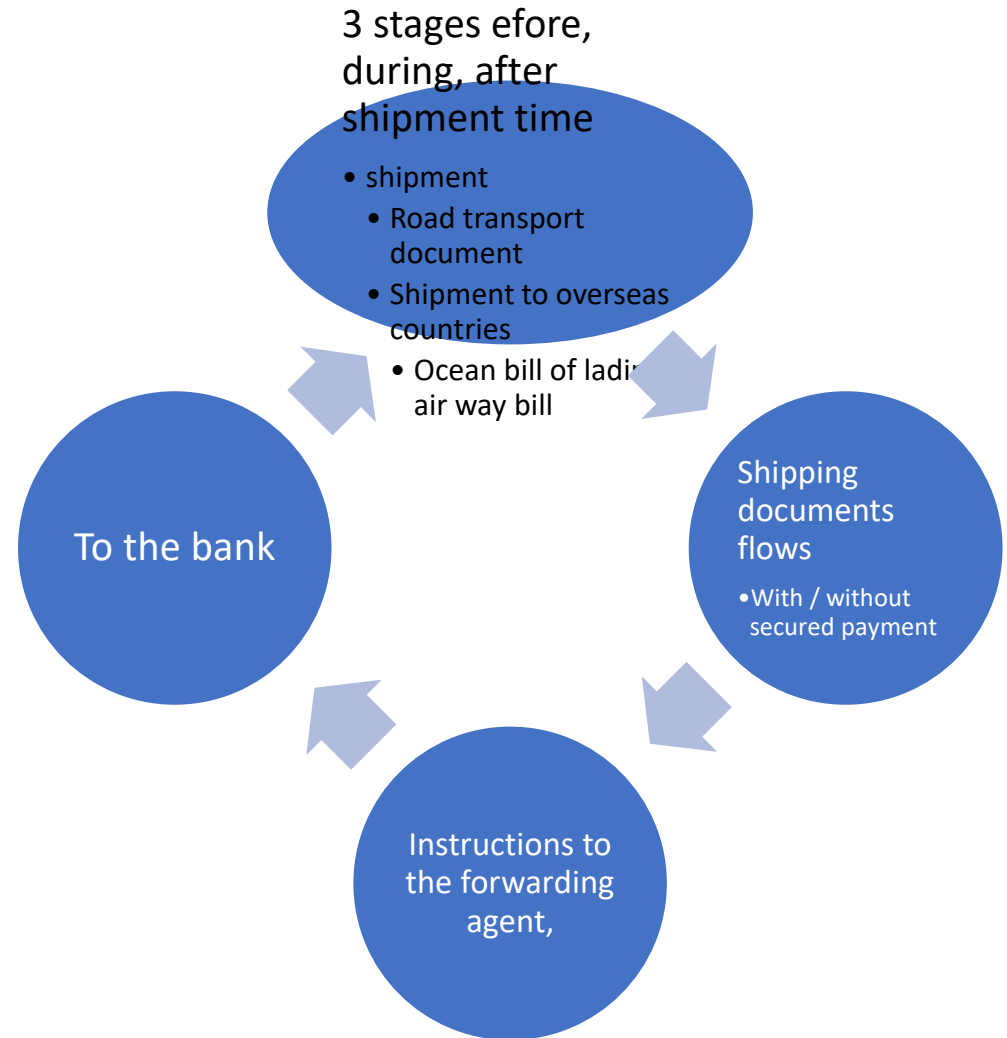
To each incoterm let us know which point is related to the incoterm Fill the table to know price to charge

3- Preparing an export order

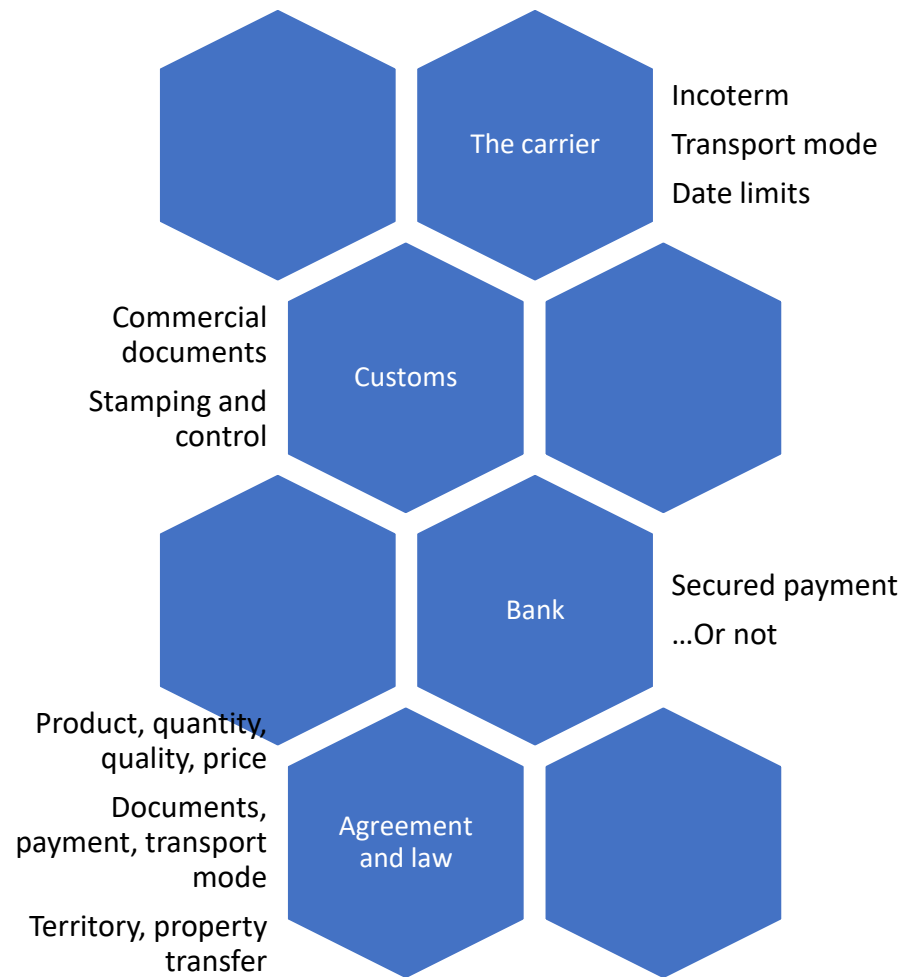




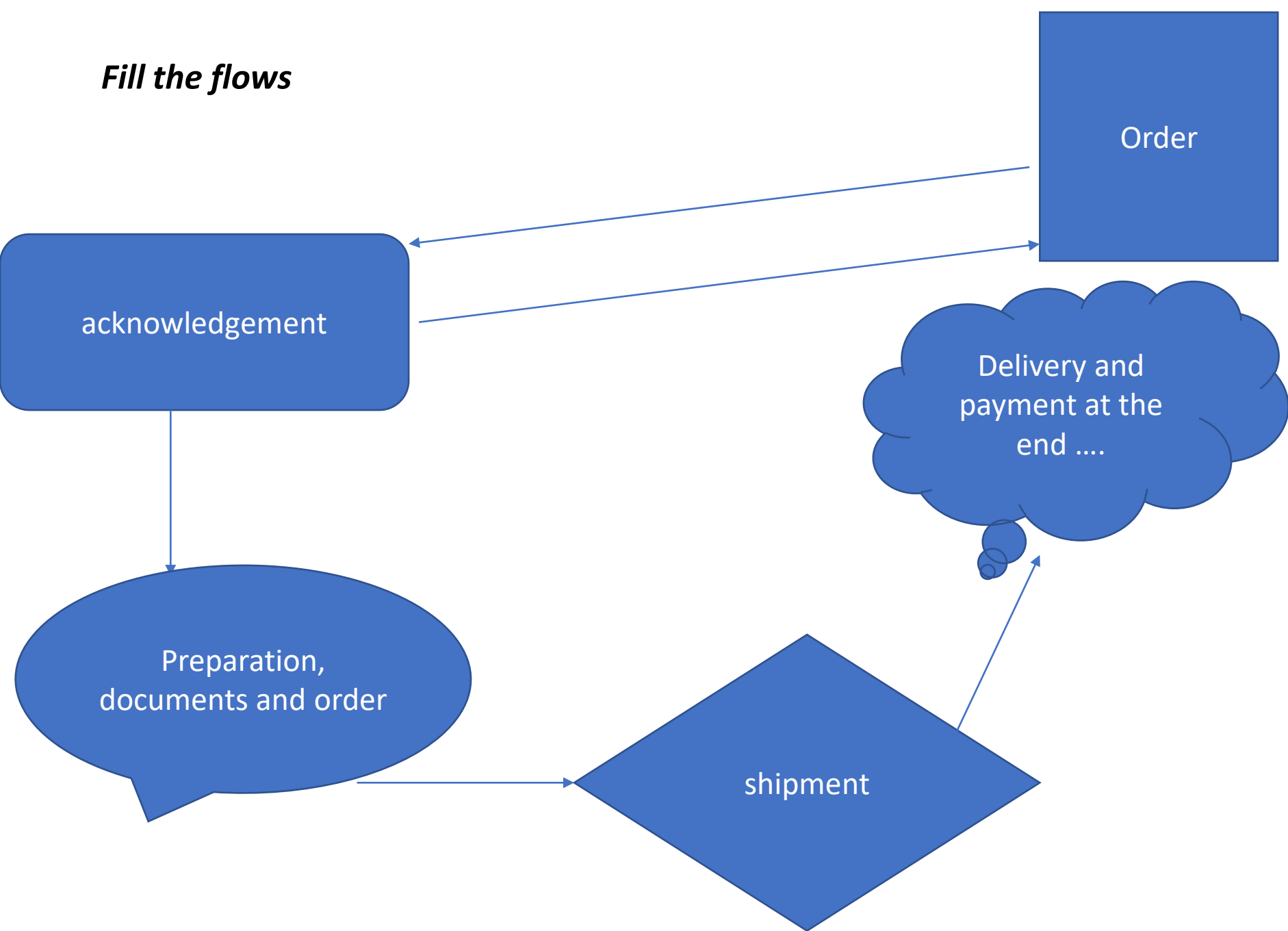
Preparing an export order



PARTNERS OF THE EXPORT COMPANY



Fill the flows



Preparing an order

- Packing, packaging, marking
- Shipping documents preparation
 - Internal documents
 - invoice, packing list
 - External documents
 - Certificate of origin, EUR1 certificate examples
 - Customs document
 - Accompanied administrative document example

**FACTURE PROFORMA / PROFORMA
INVOICE**

EXPORTATEUR/Exporter	NO EORI	N° FACTURE /Invoice No.	DATE FACTURE/Invoice date
SENSOR Industries		2015/001	29th May 2015
Z.A. Terres Rouges		VOS REFERENCES / Your reference	
51200 Epernay		Order 6128 dated 2th May 2015	
France		NOS REFERENCES / Our reference	
		Laurent Birchmeyer	
DESTINATAIRE / Consignee		ACHETEUR / Buyer	
Same as buyer except further instructions		BILLION Group Ltd	
		Calcada Da Barra, No.2F, EDF Cheong Seng	
		Bloco 3, 4 Andar A	
		MACAU	
NOTIFIER A / Notify		BANQUE DU VENDEUR / Seller's Bank	
To be advised		CIC Est - 51200 Epernay France	
		DEVISE FACTURE / Invoice currency	
		Euro	

DATE DE MISE A DISPOSITION / Date of disposal

Semaine 25 / Week 25

CONDITIONS DE LIVRAISON / Incoterms

CIF Hong-Kong

PRE TRANSPORT PAR / Pre Carriage by

Road - Full Container loaded (FCL)

CONDITIONS DE PAIEMENT / Terms of payment

By swift transfer 90 days from shipping date

LIEU DE CHARGEMENT / Place of loading

Epernay

IDENTITE DU MOYEN DE TRANSPORT / Transport id.

Sea

LIEU DE RECEPTION / Place of receipt

Le Havre

LIEU DE DECHARGEMENT/Place of Discharge

Hong-Kong

LIEU DE DESTINATION / Place of destination

Macau

DESIGNATION DES ARTICLES

Description of goods

POIDS BRUT NET/KG

Gross / Net weight

QUANTITE

Quantity

PRIX UNITAIRE

Unit Price

MONTANT

Amount

Champagne

6000 bottles

25,00 €

100 000,00 €

H.S. 220410

Frédéric Gauthier

Total 1000 cases on 12 80x120 cm pallets

11000 kgs

17 cbm

Emballage Packing	Fret Freight	Autres coûts Other costs	Assurance Insurance	TOTAL ARTICLES / Total of goods	1 600,00 €
				TOTAL DES FRAIS/Total Charges	
1 500,00 €		100,00 €		MONTANT TOTAL HT/Total Amount	
				TOTAL A PAYER/ Total to pay	101 600,00 €
CLAUSES PARTICULIERES-VISAS / Special information - visas Cette facture proforma est notre offre valable jusqu'au This proforma invoice has been issued as an offer valid till Please read our general sales conditions page 2				LIEU D'ETABLISSEMENT/Place of Issue Epernay (France) NOM/Name Birchmeyer TEL/Tel 326550500 SIGNATURE/Signatue	

**LISTE DE COLISAGE /
Packing list**

EXPORTATEUR/Exporter	EORI	N°COLISAGE/Packing list N°	DATE COLISAGE/packing list date
SENSOR Industries		2015/001	29-mai-15
51200 Epernay		AUTRES REFERENCES/Other references	
France		Order 6128 dated 2 May 2015	
DESTINATAIRE / Consignee		ACHETEUR / Buyer	
Billion Group Ltd Calcada Da Barra, No 2F, EDF C.S.		Billion Group Ltd Calcada Da Barra, No 2F, EDF C.S.	
Bloco 3, 4 Andar A Macau		Bloco 3, 4 Andar A Macau	
OBSERVATIONS / Observations			N° FACTURES / Invoices No
Tous les emballages en bois sont conformes à la norme NIMP 15 All wooden packaging are in conformity with international NIMP 15 norm			Facture/Invoice no 2015/001

MARQUES D'EXPEDITION/Despatch marks

N° COLIS / Package No.

Billion Group

Macau

order 6128

NOMBRE, NATURE DES COLIS

Poids Brut / Kg

POIDS NET/kg

DIMENSION/VOLUME M3

Number, kind of packages

Brut weight

Net weight

Size/Volume cbm

DESIGNATION DES MARCHANDISES

Description of goods

1x20' container CGMU525633/6

12 pallets

Each pallet said to contain 83 cases

The latest one 87 cases

1000 cases

6000 bottles

11000 kgs

4500 kgs

Lxlxh in meters

17 cbm

TOTAL / Total

11000 kgs

17 cbm

COLIS / Packages

1000 cases

Lieu d'établissement

Place and date of issue

Nom / Name

Tel

Signature

1. Expéditeur (nom, adresse, pays) / Consignor / Expeditor المُرسل / 发货人 / Отправитель		N°	ORIGINAL
2. Destinataire (nom, adresse, pays) / Consignee / Destinatario المُرسل إليه / 收货人 / Получатель			
4. Informations relatives au transport (mention facultative) Transport details / Expedición / ملاحظات / 运输情况 / Вид транспорта и маршрут следования (не обязательно)		COMMUNAUTÉ EUROPÉENNE EUROPEAN COMMUNITY / COMUNIDAD EUROPEA المجموعة الأوروبية 欧洲共同体 ЕВРОПЕЙСКОЕ СООБЩЕСТВО CERTIFICAT D'ORIGINE CERTIFICATE OF ORIGIN / CERTIFICADO DE ORIGEN شهادة المنشأ / 原产地证书 СЕРТИФИКАТ О ПРОИСХОЖДЕНИИ ТОВАРА	
		3. Pays d'origine / Country of origin / País de origen بلد المنشأ / 原产国 / Страна происхождения	
5. Remarques / Remarks / Observaciones ملاحظات / 备注 / Las observaciones		6. N° d'ordre / marques, numéros, nombre et nature des colis ; désignation des marchandises Item number / marks, numbers, number and kind of packages ; description of goods M° de orden / marcas, números, nombre y naturaleza de los bultos ; designación de las mercancías مواعيد الصفات / رقم التغليف / العلامة / رقم البضيرة / عدد وحيدة البضيرة 序号 / 商标 / 号码 / 包装件数量和性质 / 商品种类 Перечислить номер, маркеры/марки, номера, количество мест и вид упаковки, описание товара	
7. Quantité / Quantity / Cantidad الكمية / 数量		8. L'autorité soussignée certifie que les marchandises désignées ci-dessus sont originaires du pays figurant dans le case N°3 THE UNDERSIGNED AUTHORITY CERTIFIES THAT THE GOODS DESCRIBED ABOVE ORIGINATE IN THE COUNTRY SHOWN IN BOX 3 LA AUTORIDAD INFRASCRITA CERTIFICA QUE LAS MERCANCIAS DESIGNADAS SON ORIGINARIAS DEL PAIS INDICADO EN LA CASILLA N°3 شهادة السلطة الموقَّعة أدناه أن البضائع المذكورة أعلاه مصدرها البلد المذكور في الحقل رقم ٣ 营业证应当证实上述商品原产于第3栏内所注明的国家 Подписанный уполномоченный орган удостоверяет, что описываемые товары происходят из страны, указанной в графе N°3	
Lieu et date de délivrance ; désignation, signature et cachet de l'autorité compétente Place and date of issue ; name, signature and stamp of competent authority Lugar y fecha de expedición ; designación, firma y sello de la autoridad competente موقع و تاريخ التوقيع / التوقيع / و توقيع و تاريخ و توقيع و توقيع / 营业证地点和日期 ; 营业证名称、签字和印章 Место и дата выдачи ; наименование, подпись и печать уполномоченного органа			

Le demandeur dont la signature apparaît au verso certifie en outre que :

I - La marchandise est entièrement obtenue en France ou _____ (autre état membre de la communauté européenne) ;
comme étant fabriquée ou produite par : (a) (b)

II - La marchandise a subi, en France ou dans un autre état membre de la Communauté Européenne, la dernière transformation ou opération substantielle, économiquement justifiée, effectuée dans une entreprise équipée à cet effet et ayant abouti à la fabrication d'un produit nouveau ou représentant un stade de fabrication important : (c) (d) (Règlement 2913/92 article 24)

III - La marchandise est originaire d'un pays tiers (préciser le nom du pays) : _____
comme le prouve le document ci-joint : (e)

a) Marchandise originaire de France : nom et adresse du fabricant ou du producteur
b) Marchandise originaire d'un autre état membre de la Communauté Européenne : nom et adresse du fabricant ou du producteur (produire tout document susceptible d'identifier l'origine de la marchandise)
c) Opération effectuée en France : nom et adresse de l'entreprise
d) Opération effectuée dans un autre état membre de la Communauté Européenne : (produire tout document susceptible d'identifier l'origine de la marchandise)
e) Déclaration douanière (D.A.U.), certificat d'origine étranger, autre document (indiquer le nom de document)

RÈGLES A OBSERVER POUR L'ÉTABLISSEMENT DU CERTIFICAT D'ORIGINE ET DE LA DEMANDE Y RELATIVE

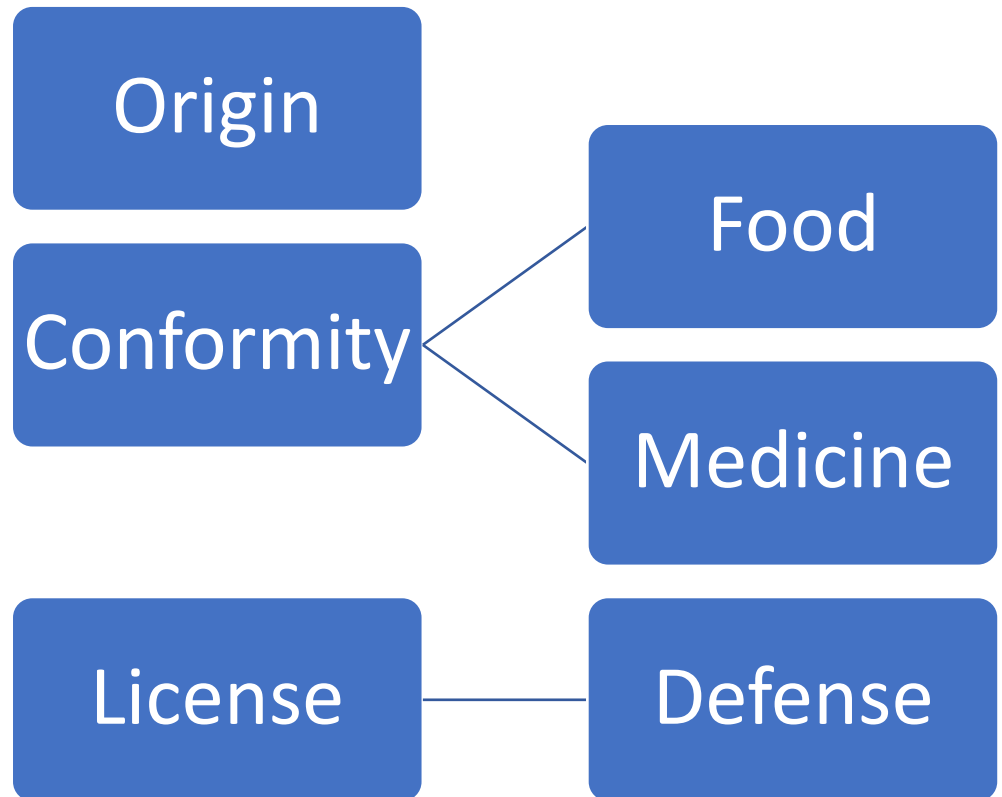
1. Les formulaires de certificat d'origine et de la demande y relative sont remplis à la machine à écrire ou à la main, d'une manière identique, en français, avec éventuellement une traduction dans une autre langue, suivant les usages et les nécessités du commerce. As cas où ils sont remplis à la main, ils le sont à l'encre et en caractères d'imprimerie.

2. Le certificat et la demande ne peuvent comporter ni grattages, ni surcharges. Les modifications qui y sont apportées doivent être effectuées en bifiliant les indications erronées et en ajoutant, le cas échéant, les indications voulues. Toute modification ainsi opérée doit être approuvée par son auteur et visée par les autorités ou organismes habilités.

3. Chaque article repris sur la demande et sur le certificat doit être précédé d'un numéro d'ordre. Immédiatement au-dessous de la dernière inscription doit être tracée une ligne horizontale. Les espaces non utilisés doivent être biffés de façon à rendre impossible toute adjonction ultérieure.

4. Si les nécessités du commerce d'exportation le requièrent, il peut être établi, en plus de l'original du certificat d'origine, une ou plusieurs copies. Les copies authentifiées ont valeur d'original. (Code des Douanes Communaires).

With
Certificates



-Preparing
the export
order
till shipping
date

4 Экземпляр за изпращача
Copy for sender

112000/110400/0002975

1. Изпращач (име, адрес, държава)
Sender (name, address, country) 000 "Эрготек"
614060 Пермь, ул. Уральская, № 119
РОССИЯ

МЕЖДУНАРОДНА ТОВАРИТЕЛНИЦА №
INTERNATIONAL CONSIGNMENT NOTE

CMR
This carriage is subject notwithstanding any clause to the contrary, to the Convention on the Contract for the International Carriage of Goods by Road (CMR).

2. Получател (име, адрес, държава)
Consignee (name, address, country) Фирма "Прон и Ко. Инк."
Русе Свободная зона
Болгария

16. Превозвач (име, адрес, държава)
Carrier (name, address, country)
ДН1048001145
ET, IVAN DAMIANOV*
BG INTERNATIONAL TRANSPORT
SVISTOV, GRADEVO* STR. 14A
TEL: 00350-631-42141

3. Разтоварен пункт (место, държава)
Place of delivery of the goods (place, country)
Русе Свободная зона
Болгария

17. Последователни превозвачи (име, адрес, държава)
Successive carriers (name, address, country)

4. Товарен пункт (место, държава, дата)
Place and date of taking over the goods (place, country, date)
Пермь
Россия 11.04.2000

18. Резерви и бележки на превозвача
Carrier's reservations and observations

5. Приложени документи
Documents attached
Инвойс № 9 от 10.04.2000
СТД

6. Знаци и номера
Marks and Nos 660

7. Брой колети
Number of packages 660

8. Вид на опаковка
Method of packing мешки

9. Вид на стоката
Nature of the goods Парафин неф-
тиной техни-
ческий,
Марки "Т-1"
2712909000

10. Статистически №
Statistical number

11. Теглене бруто кг
Gross weight in kg 20231

12. Обем м³
Volume in m³

Клас Class Цифра Number Буква Letter (ADR*)

Указания на изпращача
Sender's instructions

19. Специални споразумения
Special agreements

ПЕРМСКАЯ ТАМОЖНЯ 19700
ЕТК РОССИЯ
ВЫПУСК РАЗ
Инспектор
11.04.2000

20. Табелата от
Table of
Изпращача/Sender Имя/Name Сумма/Amount Получателя/Consignee

14. Предисъния за плащане на налито/Instructions as to payment for carriage
 Предплатено/Carriage paid
 Дължило/Carriage forward

21. Изготвен в
Established in ПЕРМИ на 11.04.2000

15. Наложителен
Cash on delivery

22. Подпис и печат на изпращача
Signature and stamp of the sender
ЭРГОТЕК
Россия г. Пермь
ул. Уральская, 119
Федерация

23. БТ986З // ВТЕБ1176
Подпис и печат на получател
Signature and stamp of the consignee
ET, IVAN DAMIANOV*
BG INTERNATIONAL TRANSPORT
SVISTOV, GRADEVO* STR. 14A
TEL: 00350-631-42141

24. Стоките получени/Goods received
Место на Place на on

Model BRU 1976

3a. Запълване на отговорност на изпращача/раздачата до 15 вкл. +119-214-22. Свързване с дадените линии на получателя от перевозчика до 15 вкл. +119-214-22. The space filled with heavy lines must be filled by the carrier.

3b. Запълване на отговорност на изпращача/раздачата до 15 вкл. +119-214-22. Свързване с дадените линии на получателя от перевозчика до 15 вкл. +119-214-22. The space filled with heavy lines must be filled by the carrier.

Ако в тази таблица не е посочено друго, в нея ще се използват условията на превозвача, установени в международния конвенционен акт за превоз на стока по шосе (CMR).
If not otherwise stated in this table, the conditions of the carrier, established in the international convention on the carriage of goods by road (CMR), shall apply.

[exportImportQuiz.pdf](#)

4- TRANSPORT MODES

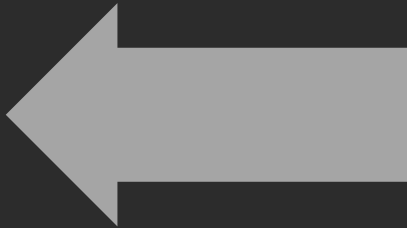
Intermodalism to the customer

- Safety - security
- Cost savings
- Reducing duplicate functions within the organization
- Rolling stock



The objective

- To maintain continuous flows throughout the entire transportation and transfer processes



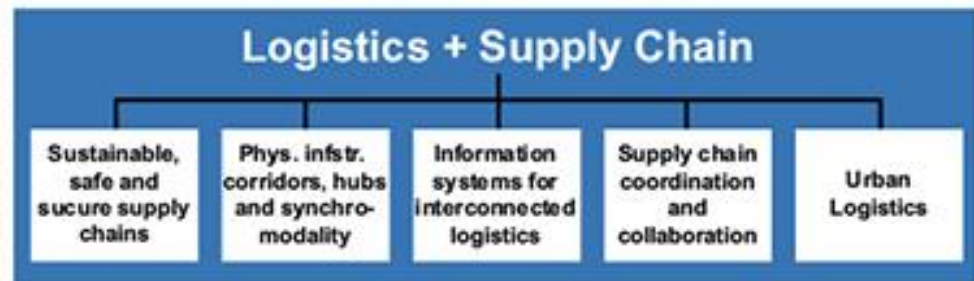


Frédéric Gauthier

Traditional vision



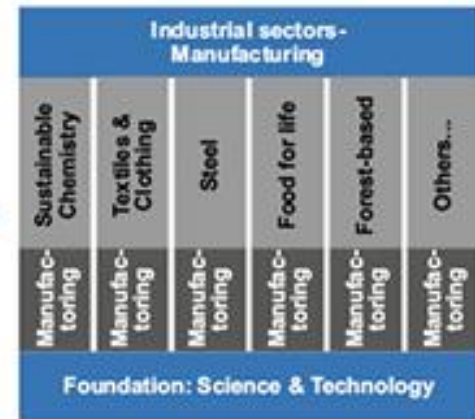
ETP on Logistics vision



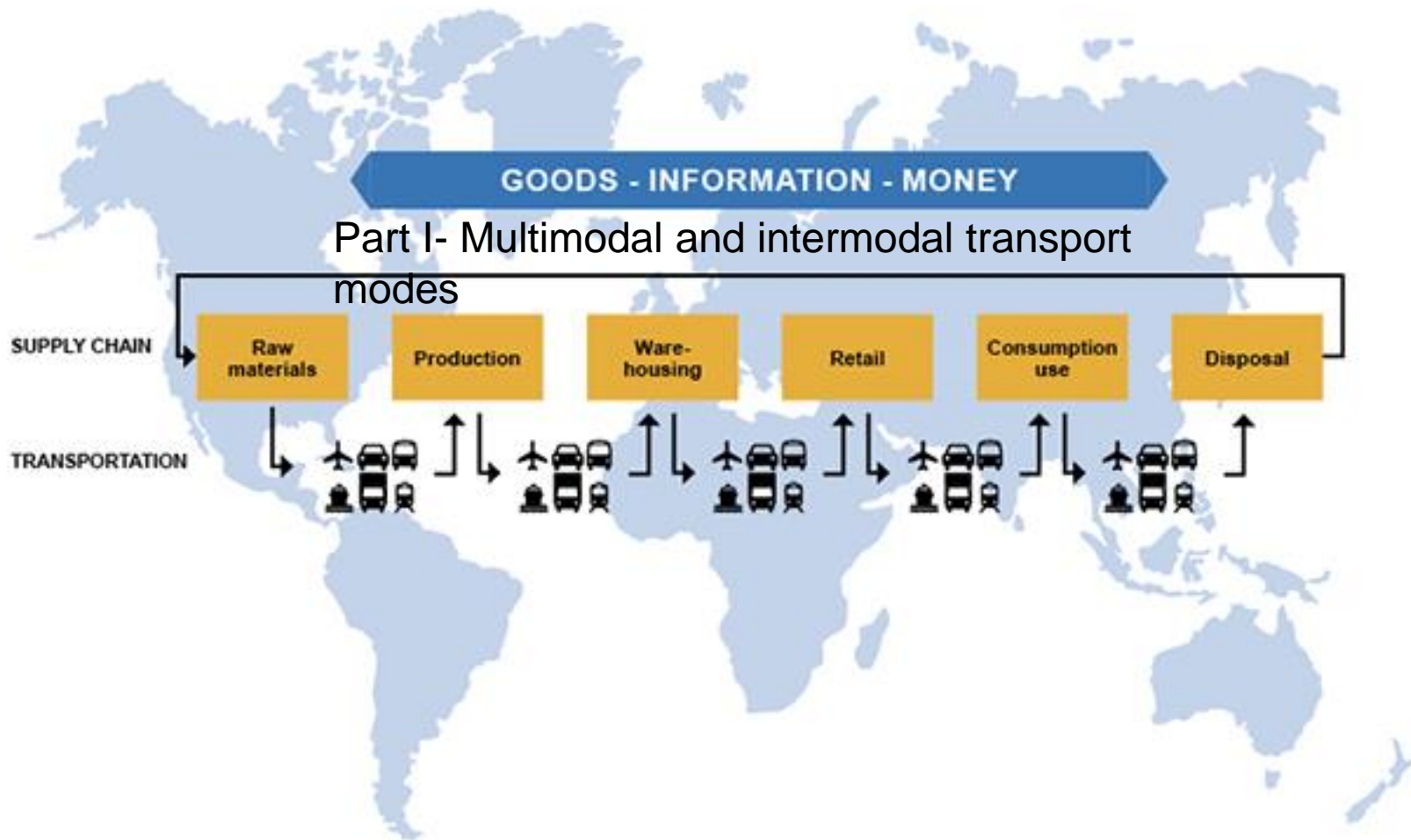
How to Transport



What to Transport



Availability of modes



BY ROAD

Size and regulation

- Minimum is 2.44 m
- Maximum width 2.60 m for controlled temperature equipment
- 2.55 m related to other vehicles
- Maximum length Trailer 12 m
- Articulated vehicle 16.50 m
- Semi trailer 13.65 m
-road train 18,75 m
-public works vehicles 22 m



WEIGHT

Maximum Load 2 axles load 19t

3 axles 26 t

4 axles 32t

- Road train

5 axles or more 40t or 44t

2 axles + 2 axles 38t



Download from
Dreamstime.com

This watermarked comp image is for previewing purposes only.



ID 17005616

© Mihaly Pal Fazakas | Dreamstime.com

Articulated vehicle

2 axles+2 axles 38t

5 axles and more
40t or 44t

Double Road train
40t or 44 t

Maximum load per
axle

maximum weight on
one axle 7,350 t


Engine axle : 13,15 t

Nota also
depending on the
distance between
axles

STILL WEIGHT



Market
conditions :
kind of
goods

- On pallets
 - Containerized
 - Bulk
 - not forgetting density
 - Long size goods, large diameter, specific goods (hazardous, car industry ...)
- 



Market
conditions

distance,
market
and
quantity

- Equipment in accordance with handling equipment
 - at departure
 - at destination
- According to requirements, constraints
 - city center delivery example
- Distance
 - long,
 - short
- Combined transport and roll on roll off
- Circulation conditions
 - geographic place,
 - way,
 - weather conditions





Offer conditions

Service frequency, overcrossing boarder transportation

Key information

number of packages,
weight, volume, sizes

Constraints : number of drivers per truck, drivers attending to handle, extra tasks (cash against delivery ...)

Customer access, shipping and delivery places (fixed or variable), speed ...

Load distribution and stowage

key to security

(heavy goods have to be secured)

Loading conditions

	Full length of the vehicle (a)	Full width of the vehicle (b)	Full height of the vehicle ©
Length of the package (d)	$1=a/d$	$2=b/d$	$3=c/d$
Width of the package (e)	$4=a/e$	$5=b/e$	$6=c/e$
Height of the package (f)	$7=a/f$	$8=b/f$	$9=c/f$

And pallets ...



Loading conditions

And we calculate the matrix with : $1 \times 5 \times 9$, $3 \times 4 \times 8$, $5 \times 3 \times 7$, $2 \times 6 \times 7$, $4 \times 2 \times 9$, $6 \times 8 \times 1$

We integer the result to the upper digit

We have to fill remaining empty spaces

We have also to identify goods shipment constraints such as for instance we have to put in height sense of the package ...

With several goods, heavy density goods have to be loaded on the floor...

Pallets

Wooden, plastic,
steel, corrugated

EUR, owner ,
expendable pallet,
rented pallet

Possibility of
exchange system

Pallets are included in
the gross weight
declaration of the
shipment

Security agreement
needed as most of
security problem in road
transport are due to
handling : loading and
discharge

Road transport exceeding dimensions in France (example)

Category	Category 1	Category 2	Category 3
Gross combination weight rating (GCWR)	Less than 48t	Between 48 and 72 t	More than 72 t
Width	Less than 3 m	Between 3 and 4 m	More than 4 m
Length	More than 20 m	Between 20 and 25 m	More than 25 m



Under
previous
authorization

- Accompanying pilot and vehicle depending on the category :
 - more than 25m long with category 2



Picking (usually less than 3t)
then receiving the goods and
new shipment

Thanks to haulage vehicles

Star oriented network is
frequent

Is usually managed by a
consolidator and/or carrier

The network of several
carriers is usually used to
cover a wide territory such as
France

Information tracking is crucial
here

registration, control,
identifying problems, proof
to get in case of claim

the transport order than the
transport receipt are the key
starting points of information

**Consolidation platform and
disconsolidating platform**

Document

date and signature

A routing tag stucked by the shipper is needed and might be supplied by the carrier (bar code to offer scanning at each step)

one for the shipper
one for the consolidation platform,
one for the transport invoice,
one for the arrival platform,
for the consignee

Document



To check possible gaps between what is really on the platform and what has been registered (movements) :

missing or exceeding quantities have to be inquired



Claim management : documents needed are ...

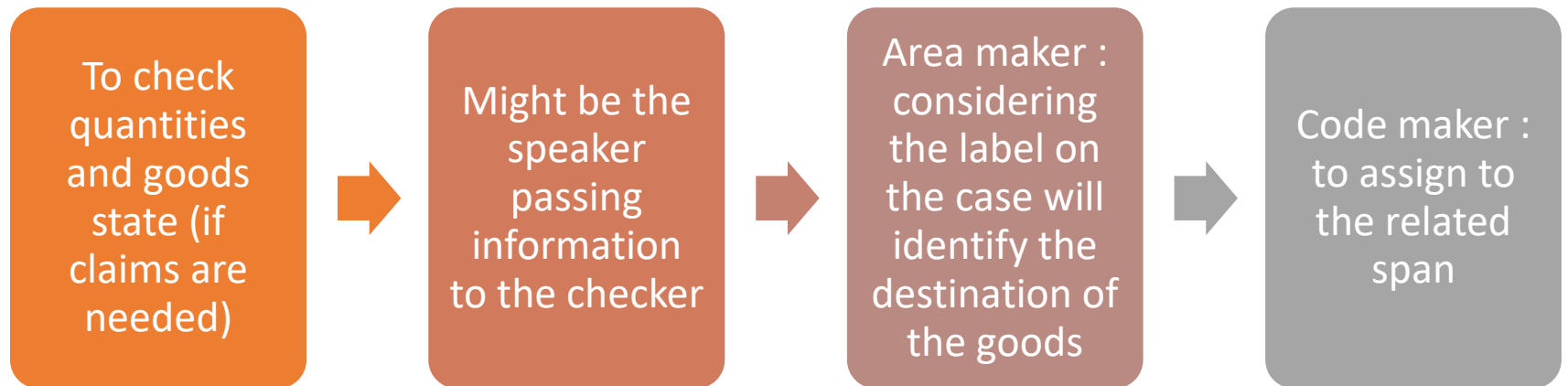
invoice copy, delivery receipt copy, transport order copy



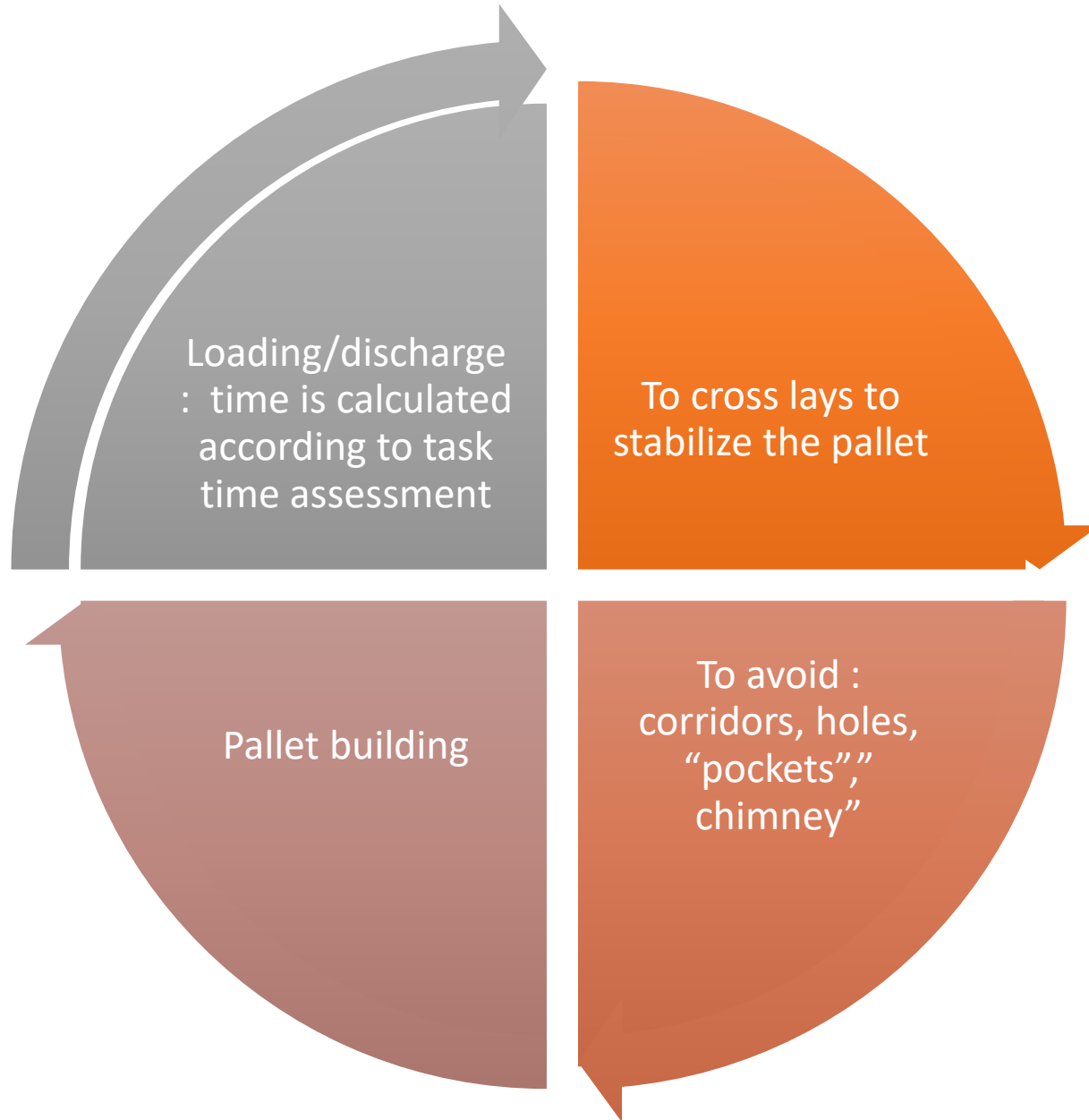
We can identify areas for :

quays, rod bay (*travée de stockage*),
non shipped goods bay,
preparation area,
maintenance area (handling equipment ..),
storage bay, offices;

Handling steps, skills



Building the pallets



Example

Discharge
and sorting
goods

To take goods in the vehicle, put them on the floor (quay) to pile them up to take them with a hand pallet truck

Vocabulary

One shipment = one position = one transport receipt form

Productivity transport tour information

Tour number,	driver name,	number of customer deliveries,	number of positions,
number of customer pickups,	departure time, , actual deliveries compared with expected ones,	actual positions,	disputes about past claims,
	information about non delivery to customers,	other difficulties	

Transport contract

The driver is obviously representing the carrier during the transport operation

What the carrier has to offer his customer :

Shipping time is usually about 30° mm as accepted

the empty vehicle is moved to the shipping place, preparation of the trailer for loading, and discharge, safe positioning of the vehicle, shim (*caler*) the bottom plate or landing legs of the trailer
Other services have to be duly requested

The shipper obligations



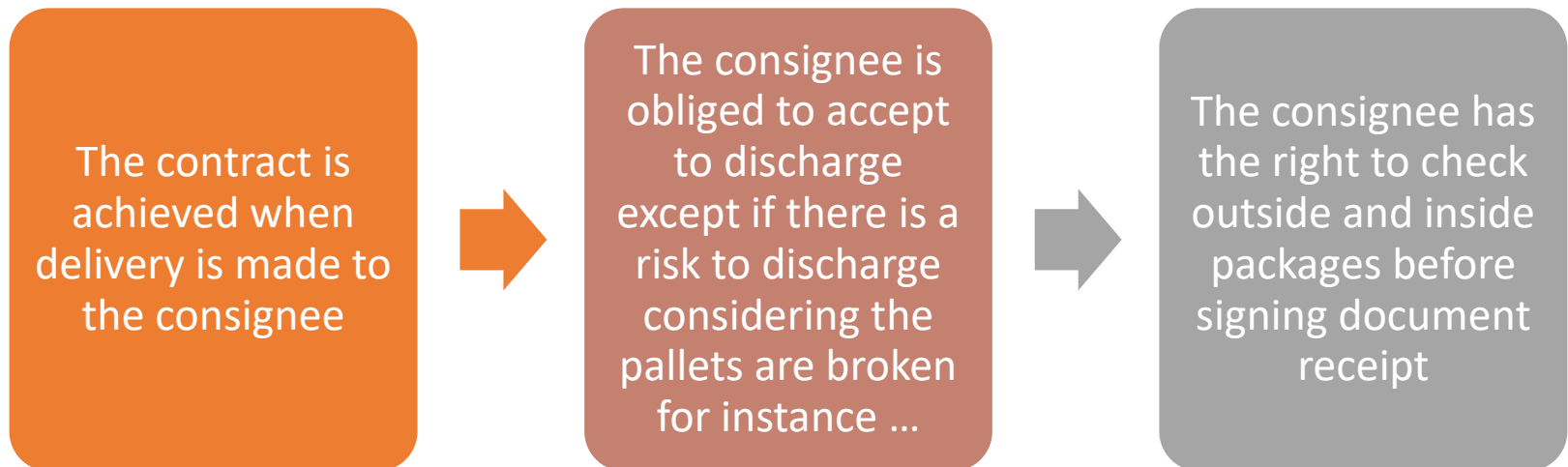
- **Packing**, packaging and labelling
- A pallet which is the reason for a damage during the transport engaged the responsibility of the shipper
- To **remit goods** at the expected time and the expected quantity
- For **more than 3 t loading** the shipper is responsible for securing of the load
- The belt is supplied by the carrier but fixed by the shipper (sangle)

The carrier obligations



- The vehicle has to be adapted but the **shipper has not to accept it either** if it is not convenient
 - The vehicle is dirty inside (trailer)
- The driver has to inform before leaving whether the load is not satisfactory
- The **driver** has to check the **security** along the transport operation
- **Transport time in France** is 450 kms per day
- Delivery has to be made to the **right consignee at the right place**

Consignee



International road transportation contract

CMR convention : 55 countries

Management of contract related to road transportation against payment loaded and delivered in **two different States** with at least one country member of the convention

Example **Ireland** hasn't signed the CMR convention

Even related to a **subcontractor** achieving a national part of the leg (consolidation example)

In case of claim, the proof of the contract is given by transport order, commercial offer, shipping instructions ...)

By the way CMR is applicable **even without roadway bill**

The CMR waybill has to be issued in 3 copies

1

Exemplaire pour expéditeur
Exemplaar voor afzender
Exemplar für Absender

LETTRE DE VOITURE - DOCUMENT DE TRANSPORT
VRACHTBRIEF - VERVOERDOCUMENT
FRACHTBRIEF - TRANSPORTDOKUMENT



Code transporteur
No. vervoerondernemer
Code Frachtwagen
No.

1 Expéditeur (nom, adresse, pays) / Afzender (naam, adres, land)
Expéditeur (nom, adresse, pays) / Afzender (naam, adres, land)

Indien de vervoerondernemer afzender van vrachtwagenvervoer en van aflevering van de zaken zijn gelogen in hetzelve vervoer, dan is het vervoerbedrijf de vervoerondernemer tevens van goederen naar de weg (CMR van toepassing).

Indien de vervoerondernemer afzender van vrachtwagenvervoer en van aflevering van de zaken zijn gelogen in Nederland zijn de door de Staatings-Verordeningen en artikel van de vervoerwetgeving van Assistenten en Notariaten geadresseerde Algemene Vervoerwet (1985), welke verzet, van toepassing.

Et sur les conditions de transport applicables, voir verso : Table Révisée sur les interdictions. Transport-Verordeningen.

NL 675232

2 Destinataire (nom, adresse, pays) / Geadresseerde (naam, adres, land)
Empfänger (Name, Anschrift, Land)

16 Vervoerontvanger (naam, adres, land) / Frachtwagen (naam, adres, land)
Frachtwagen (Name, Anschrift, Land)

3 Lieu prévu pour la livraison de la marchandise (lieu, pays) / Plaats (bestemming) waar de aflevering der goederen plaatsvindt / Auslieferungsport des Gutes (Ort, Land)

17 Transporteur successif (nom, adresse, pays) / Opvolgende vervoerders (naam, adres, land)
Nachfolgende Frachtwagen (Name, Anschrift, Land)

4 Lieu et date de la prise en charge de la marchandise (lieu, pays, date) / Plaats en datum van vrachtwagenvervoer der goederen (plaats, land, datum) / Ort und Tag der Übernahme des Gutes (Ort, Land, Datum)

18 Réserves et observations du transporteur / Voorbehoud en opmerkingen van de vervoerder
Vorbehalte und Bemerkungen des Frachtwagens

5 Documents annexes / Bijbehorende documenten
Begeleitete Dokumente

6 Mesures et notices / Marken en notities / Avertissements / Aankomst van de goederen
7 Avis de réception / Aankomst van de goederen

9 Noms de la marchandise / Aard der goederen / Beschrijving der Gode

10 No. d'expédition / Expeditie nummer / Sendebestimmung

11 Poids net, kg. / Bruto gewicht in kg. / Nettogewicht in kg.

12 Contage en l / Masse en l / Inhalt in l

13 Instructions de l'assureur / Instructies afzender / Anweisungen des Absenders

18 Conditions particulières / Speciale overeenkomsten
Speciale Handelsbetreffungen

14 Présence d'affranchissement / Franchtwagenvervoer
 Franco / Free
 Non franco / Mit Fracht / Unfrei

20 Assurance / Verzekering
Pris de transport / Transportprijs
Frais
Emballages
Taxes
Autres
Régime des douanes
Date

21 Étendue et objet de l'engagement de transport / Omvang en inhoud van de vervoer
N / No
19

15 Remboursement / Rückzahlung

22

24 Marchandises reçues / Goederen ontvangen
Lieu / Plaats
Ort

Art. 3010 - Model IRU / Automaat Stichting Vervoerwet 1985 - G-Gravenhage
NL 070-3 51 07 51 - BWA-beslissing 070-3 51 07 89



Signature et timbre de l'expéditeur / Handtekening en stempel van de afzender / Unterschrift und Stempel des Absenders

Signature et timbre du transporteur / Handtekening en stempel van de vervoerder / Unterschrift und Stempel des Frachtwagens

Achtung! Bitte beachten Sie die besonderen Bestimmungen der CMR, die in der Tabelle der Beschränkungen der Waren enthalten sind. Die Tabelle der Beschränkungen der Waren ist Teil des CMR-Dokuments. Die Tabelle der Beschränkungen der Waren ist Teil des CMR-Dokuments. Die Tabelle der Beschränkungen der Waren ist Teil des CMR-Dokuments.



SEAWAY

Key to international trade

80% of world freight

- 1500 billions dollars turn over

Geographical and strategic space

- Some corridors of a few miles wide

Sea network with regular routes

Key cross places

- Ormuz straight 11m
- Panama more than 18 m and Suez 23 m canals
- Malacca 25 m ; Pas De Calais 20 m
- Due to
 - physical constraints
 - Such as winds, oceans flows, rocks ...
 - Political borders
 - Coastal itinerary

World's 50 Busiest Container-Shipping Seaports in



Inland waterway transport is limited

- In Africa, Australia and Asia ... except ...

Water transport picture

- **Oceans and rivers**
 - Seasonal use as far as rivers are concerned
- **The most important rivers**
 - Chang Chiang (6379 kms), Yang tsé Kiang (4672 kms)
 - Mississippi, Rhine, Amazon
- Oceans : 71% of world surface

Sea freight

- intercontinental
 - Traffic capacity and continuity
- Geographical scale and density
- Heavy industries




▶ Technical Innovations are

▶ Infrastructures

▶ **Expensive**

- ▶ locks to canals, transshipment capacities
- ▶ About speed : from 15 to 30 knots
- ▶ And saving energy : ships shape, material hull
- ▶ Engine : double propeller
- ▶ Automatisations : navigation : assistance system

▶ **Specialization**

- ▶ Ships : bulk, breakbulk, containers
 - ▶ Routes
- 

▶ Sea transport

▶ The **most economical transport** mode

- ▶ 1 l of fuel : 312 kms by sea, 75 kms by truck
- ▶ Turn over in 2020 : 2000 billions \$
 - ▶ But high investment

▶ **Public sector**

- ▶ security, dredging, guiding /
- ▶ private sector : terminals, ships, handling

▶ **States influence**

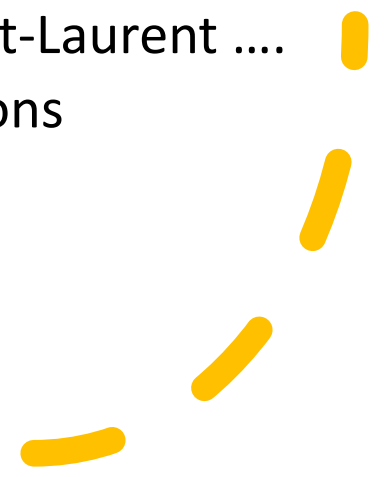
- ▶ economical power, ships yards industry

▶ **Flags of convenience**

▶ **Inland waterways : Volga, St-Laurent**

▶ **Trans continental connections**

- ▶ Energy
- ▶ Sea mega firms
- ▶ concentration

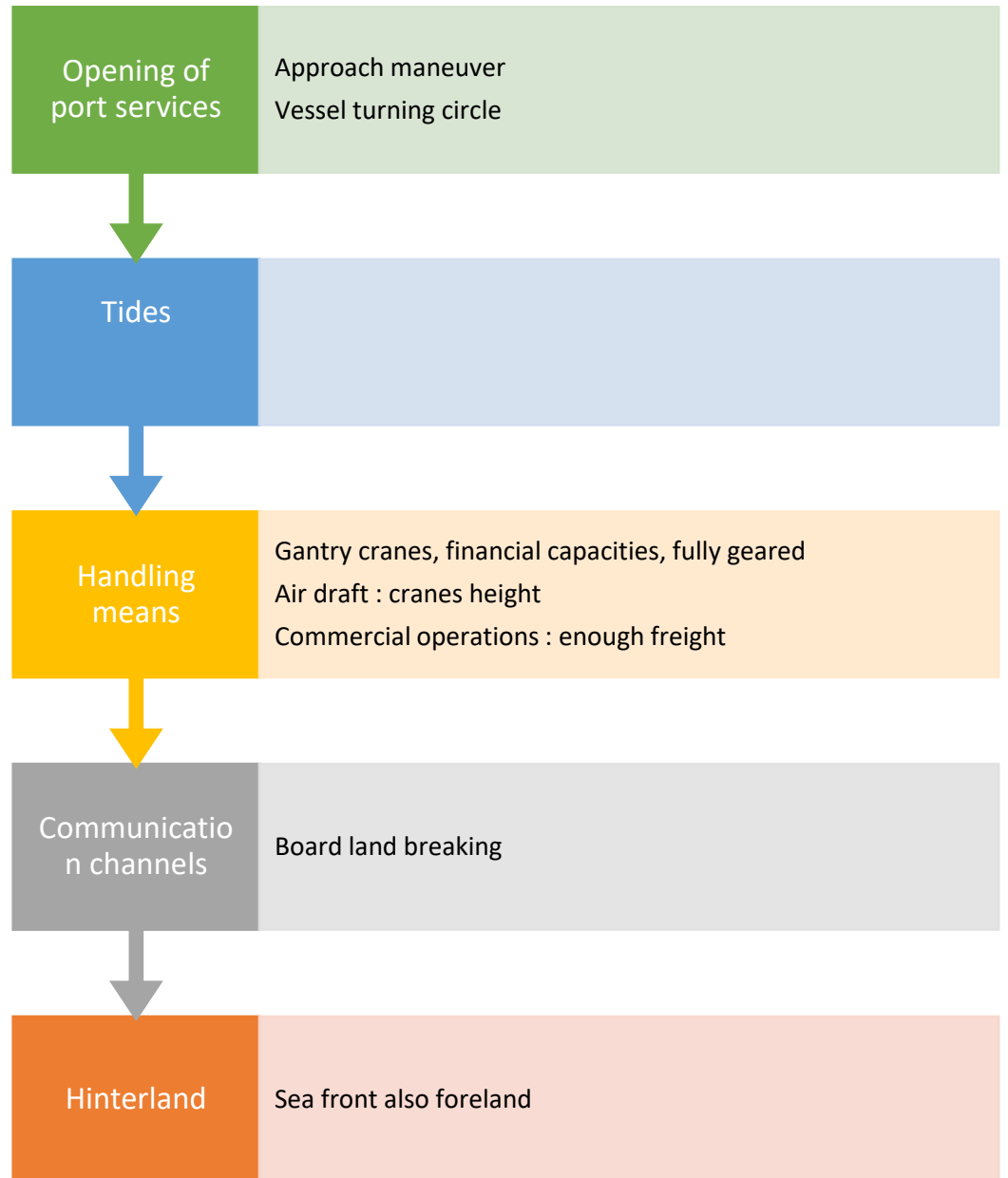


Flows organization

- ▶ Repetitive operation
- ▶ Flows
- ▶ Which volumes – which products – which period
 - ▶ At manufacturer premises
 - ▶ Intermediary stock
- ▶ Deliveries frequency
 - ▶ Volume and cost of transport
 - ▶ Fixed cost drop and inventory increasing cost
- Storage cost
 - Physical
 - Finance
 - commercial

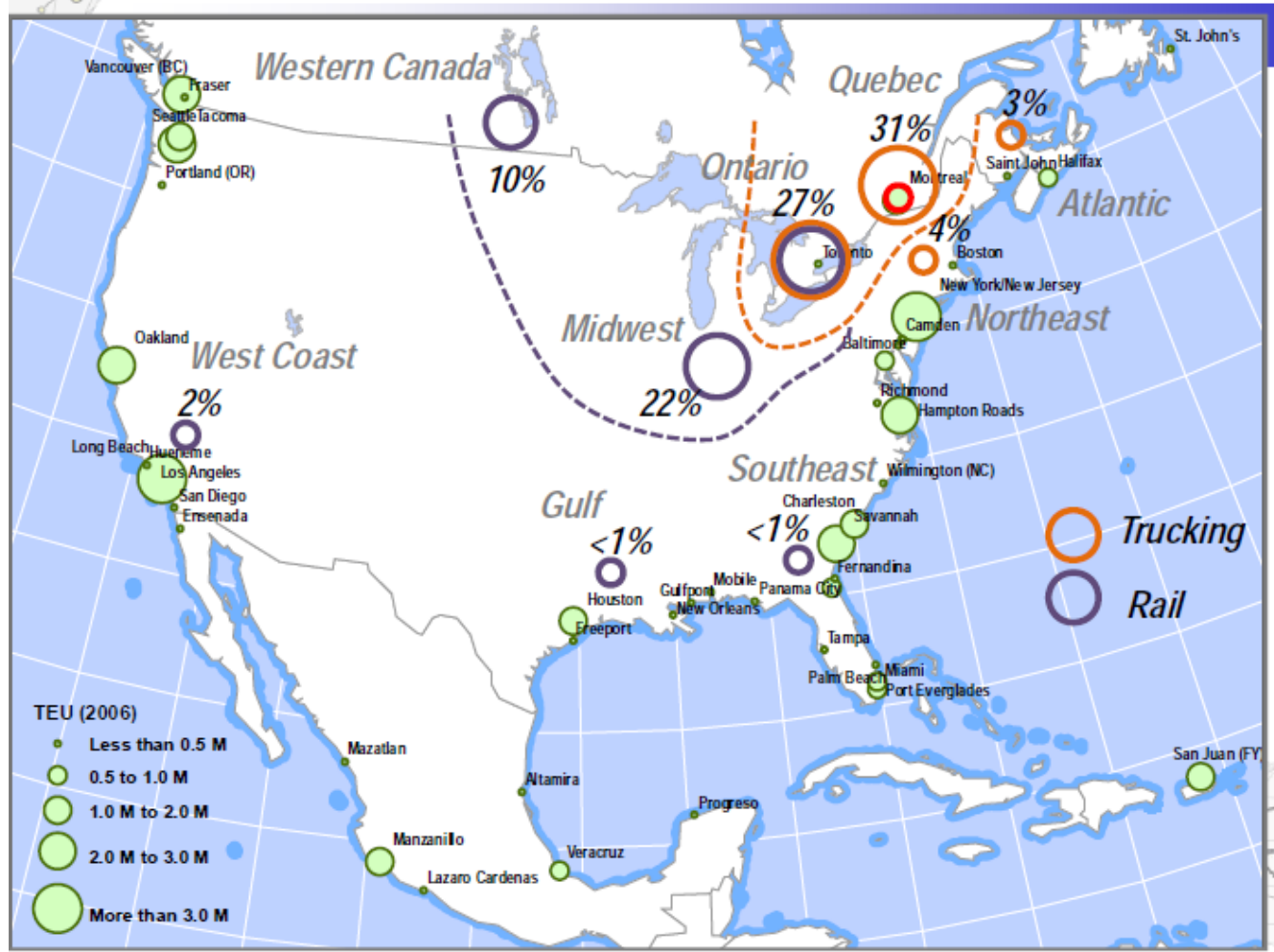


2- Port choice





L'arrière-pays du port de Montréal



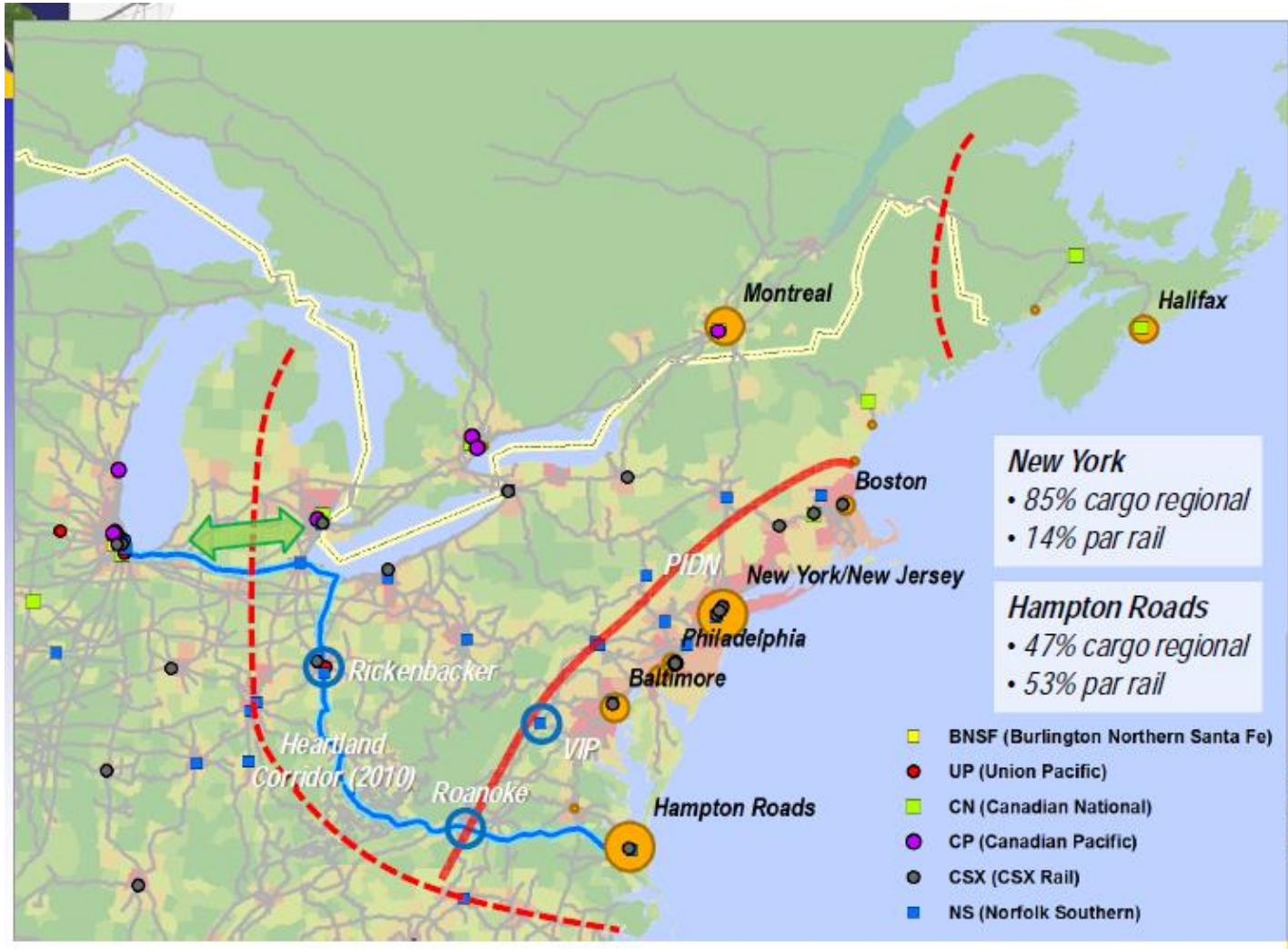
A range : several ports connected together

Main ports examples

- Northern range : from Dunkirk to Hamburg
- North America seafront from St Laurent to Mexico Gulf
- Western seafront : From Puget Sound to California
- Asian seafront : from Singapore to Korea

Feederling

- Increases due to big ships and limited number of ports



2- Intermodal moves

Export shipping- one shipping document

Ocean shipping

Liner – charter

- On demand – a given period
- Bulk and heavy

Type of cargo

- Conventional : oversized cargoes
- Container : to unitize cargo –loading and unloading

2-



Ship size



Tanker period charter market



Dry bulk freight rates



The liner shipping market



Concentration in liner shipping



Freight level of containerized services

Crude oil tankers

Very large crude carrier	200,000 dwt* plus
Suezmax crude tanker	120,000–200,000 dwt
Aframax crude tanker	80,000–119,999 dwt
Panamax crude tanker	60,000–79,999 dwt

Dry-bulk and ore carriers

Capesize bulk carrier	100,000 dwt plus
Panamax bulk carrier	60,000–99,999 dwt
Handymax bulk carrier	40,000–59,999 dwt
Handysize bulk carrier	10,000–39,999 dwt

Container ships

Post-panamax container ship	beam of >32.3 metres
Panamax container ship	beam of <32.3 metres

000 tons load

Geared bulk carriers

- Feature a **series of holds** (from 5 for a 35,000 ton vessel to 9 for a 250,000 ton vessel)
 - They have cranes or derricks which allow them to discharge cargo in ports without shore-based equipment.
 - This gives geared bulkers flexibility in the cargoes they can carry and the routes they can travel.
- **Selfdischargers**
 - are bulkers with conveyor belts which allow them to discharge their cargo quickly and efficiently

Table 2.3: The average dimensions of different generations of container vessels.

Generation	Capacity in TEU	LOA (m)	Beam (m)	Draught (m)
First (1968)	1,100	(NA)	(NA)	(NA)
Second (1970–1980)	2,000–3,000	213	27.4	10.8
Panamax (1980–1987)	3,000–4,500	294	32.0	12.2
Post-Panamax (1988–1995)	4,000–5,000	280–305	41.1	12.7
Fifth (1996–2005)	6,400–7,500	300–347	42.9	14.0
Sixth (2006–2007)	8,000–9,000	330–380	47	14.5
Seventh (2007–2013)	12,500–15,000	380–400	58	15.0
Near future (2013–2014)	18,000	400	58	16.0

Source: OSC (2002) and Drewry (2011).



Breakbulk Vessels

carry non-containerized general cargo

As containerization proceeded, these ships were **forced off major trade routes** by more efficient containerships and ro/ro ships.

Today, breakbulk vessels remain in operation on secondary and tertiary routes.

F A S I S T A N B U L

Capacity	At 14 T	450	Teus	G.R.T.	6638
	Total Intake	560	Teus	N.R.T.	3737
				S. DWT	9729
Speed	Service	14	Knots	L.O.A.	126.08
	Maximum	15	Knots	Draft	8.26
				Beam	18,6
				Geared	Yes
Charter Rate	8,314 \$			Cellular	No

Port Name	Dist Miles	T I M E (hours)						Cumul Days	Port		
		Sea	Manouv	Wait	Berth	Port	Total		Cost	Moves	Product.
DM T			2	0	46.7	48.7	48.7	2.0	3,540 \$	700	15
LPI	590	42.1	2	0	12.5	14.5	56.6	4.4	1,800 \$	150	12
CNZ	548	39.1	2	0	22.7	24.7	63.9	7.0	4,600 \$	250	11
ODS	173	12.4	2	0	27.3	29.3	41.6	8.8	12,000 \$	300	11
BRG	299	21.4	2	0	12.0	14.0	35.4	10.3	14,000 \$	120	10
LPI	478	34.1	2	0	11.7	13.7	47.8	12.2	1,800 \$	140	12
DM T	590	42.1					42.1	14.0			
Reserve											
TOTAL	2678	191.3 7.97	12 0.50	0 0.00	132.8 5.53	144.8 6.03	336.1 14.00	Hours Days	37,740 \$	1660	

Vessel Consumption (t/day)			Voyage Consumption			Bunker Price		Place
	FO	DO	FO	DO	FO	DO		
	180 cst				114 \$			
Sea	17	0	135.5	0.0	DO	208 \$		
Man	8.5	1	4.3	0.5				
Port	0	1	0.0	5.5	Total	FO	15,931 \$	
			Total	139.7	6.0	DO	1,255 \$	

VOYAGE COST SUMMARY			SLOT COST		
CHARTER HIRE	116,437 \$	68%	%	Teus	Cost
BUNKER COST	17,186 \$	10%	100%	450	381 \$
PORT COST	37,740 \$	22%	95%	428	401 \$
			90%	405	423 \$
VOYAGE COST	171,363 \$		85%	383	448 \$
			80%	360	476 \$
YEARLY COST	4,466,103 \$		75%	338	508 \$



Specialized Vessels

- Tailored for certain functions such as transporting vehicles to overseas markets like those described under the heading of **ro/ro**.
- Specialized heavy-lift vessels are used to carry extremely large and heavy items.
- There are also **customized ocean vessels** for carrying livestock, and reefer container ships with plug-in facilities for maintaining low temperatures in fruit, vegetable and meat containers.



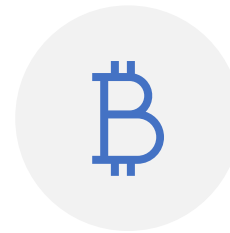
Combination Vessels



ARE DESIGNED TO TRANSPORT **BOTH LIQUID AND DRY BULK** CARGOES. IF BOTH ARE CARRIED SIMULTANEOUSLY, THEY ARE SEGREGATED IN SEPARATE HOLDS AND TANKS. COMBINED CARRIERS REQUIRE SPECIAL DESIGN AND ARE EXPENSIVE.



ARE OF NUMEROUS TYPES AND CONFIGURATIONS, INCLUDING RO/RO-LO/LO; THREE-WAY COMBINATION SHIPS FOR CONTAINERS, RO/RO AND BREAKBULK CARGO; AND **LASH SHIPS FOR CARRYING COMBINATION CARGOS**. AN UNUSUAL TYPE IS THE **OBO (OIL/BULK/ORE)**, WHICH CARRIES BULK, OIL OR LIQUID PRODUCTS.



IN FINDING THE **SPECIFIC HYBRID SOLUTION** TO PARTICULAR TRADING CIRCUMSTANCES, CARGO MIX AND OPERATIONAL FLEXIBILITY MUST BE EXAMINED IN TERMS OF PRICE CHARGED, AVAILABILITY AND LOCATION OF THE SHIP, OPERATING AND CAPITAL COST DIFFERENCES, AND ANY RESULTING CHANGE IN OVERALL VESSEL PRODUCTIVITY





Gearless carriers

are bulkers without cranes or conveyors.

These ships depend on **the shore-based equipment** of the ports they visit for loading and unloading.

Due to their large size, they can only dock at the largest and most advanced ports.

The use of gearless bulkers avoids the costs of installing, operating, and maintaining cranes.

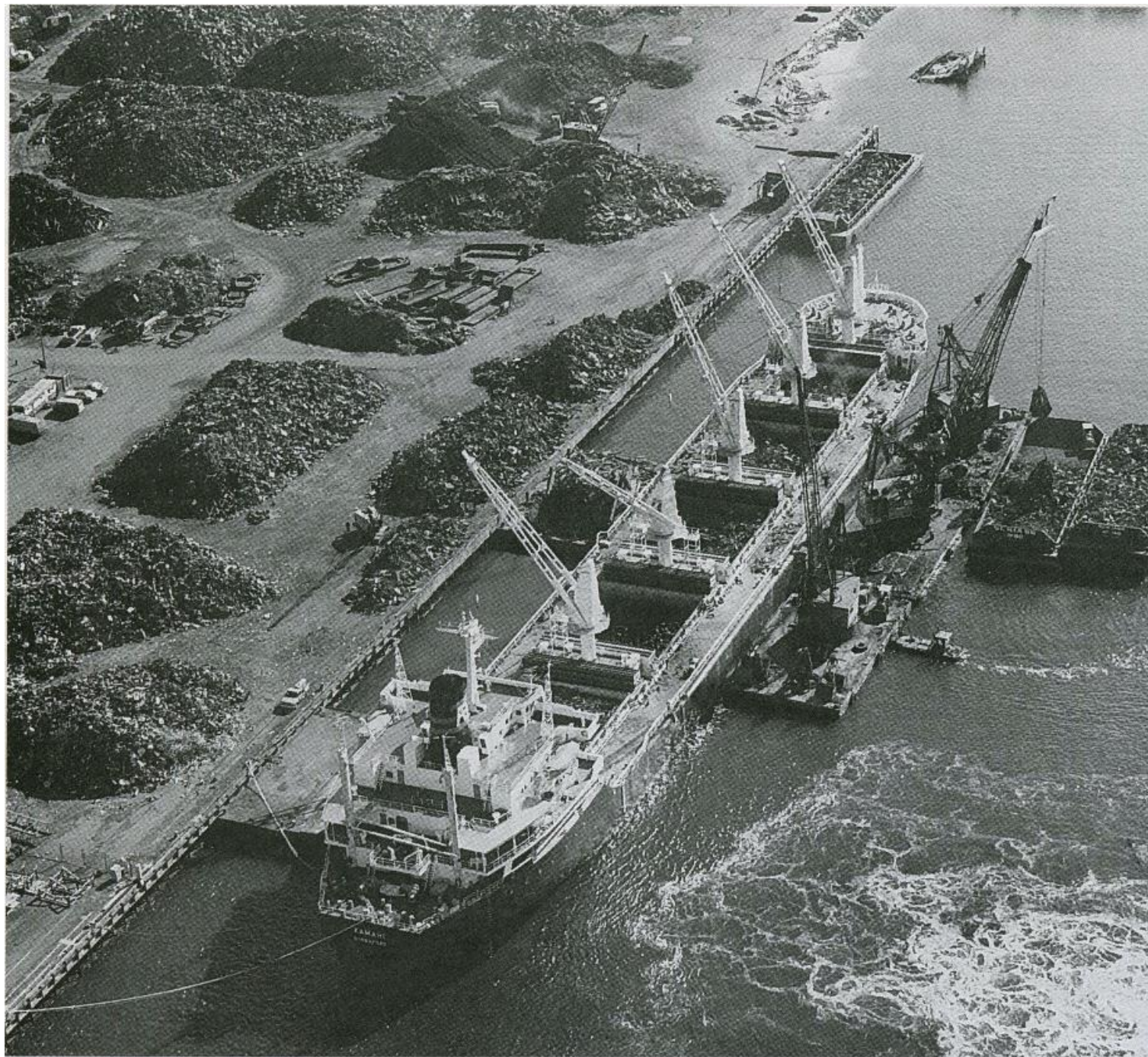


Dry Bulk and Tanker Vessels

Bulk ocean vessels are constructed for transporting **basic commodities** like coal, grain, bauxite and iron ore, or primary products like wool and cotton.

Petroleum and other liquid bulk commodities and products are transported in vessels called tankers, specifically designed for these types of cargos.

In a few, but **growing** number of instances, bulk commodities are being **containerized** for carriage in containerships such as cacao and coffee.

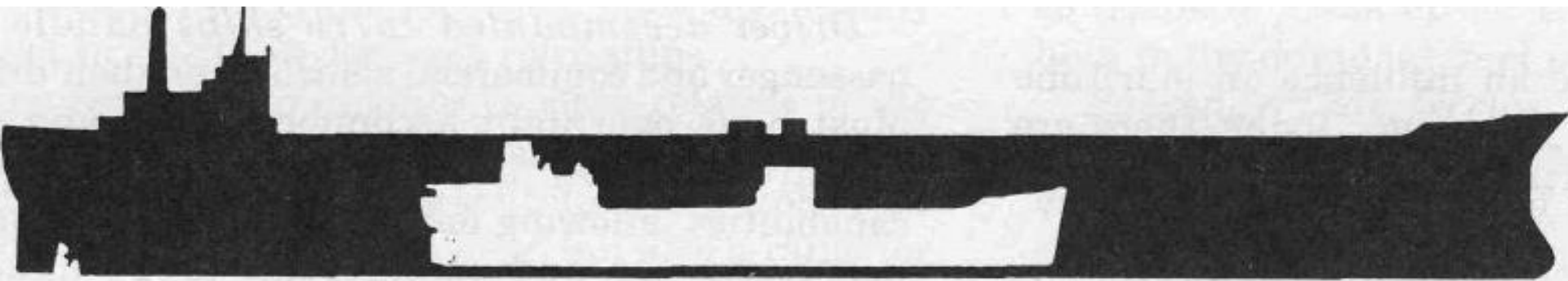




BIBO or
"Bulk In,
Bags Out"

bulkers are equipped to bag cargo as it is loaded.

In one hour, this kind of ship can load and package 300 tons of bulk sugar into 50 kg sacks



A World War II T-2 tanker (503 feet) compared to a modern 1,000-foot VLCC containership.

Drawing courtesy of *A Half Century of Marine Technology*, by Steven Spear, published by the Society of Naval Architects and Marine Engineers.

Merchant oil tankers

- A wide range of hydrocarbon liquids ranging from crude oil to refined petroleum products.
- Their size is measured in deadweight tons (DWT).
- Crude carriers are among the largest, ranging from 55,000 DWT Panamax-sized vessels to ultra-large crude carriers (ULCCs) of **over 440,000 DWT**.
- Supertanker is an informal term used to describe the largest tankers. Today it is applied to very-large crude carriers (**VLCC**) and **ULCCs** with capacity over 250,000 DWT.
- These ships can transport two million barrels of oil. **By oil consumption of Spain and the UK** way of comparison, the combined is about 3.2 million barrels (510,000 m³) of oil a day.
- On the other end of the journey, they often pump their cargo off to smaller tankers at designated lightering points off-coast.



Containerships

Ships

Containers

Size categories

Suezmax example

Built	Name	Length overall (m)		Length overall (ft)		Beam (m)	Beam (ft)	
	Maximum TEU	GT	Owner					
2015 (Switzerland)	MSC Oscar[1]	395.4	1,297	59	194	19224	193000	MSC
2014 (China)	CSCL Globe[2]	400	1,300	58.6	192	19100	187541	CSCL
2013	Magleby Maersk[3] Maersk (Denmark)		398	1,306	58	190	18270	174500
2014	MSC Newyork[4] MSC (Switzerland)		399	1,309	54	177	18270	176490
2013	Madison Maersk[5] Maersk (Denmark)		398	1,306	58	190	18270	174500
2013	Mærsk Mc-Kinney Møller[6] Maersk (Denmark)		398	1,306	58	190	18270	174500
2013	Majestic Mærsk[7] Maersk (Denmark)		398	1,306	58	190	18270	174500
2013 (Denmark)	Mary Mærsk[8]	398	1,306	58	190	18270	174500	Maersk
2013 (Denmark)	Marie Mærsk[9]	398	1,306	58	190	18270	174500	Maersk
2012	CMA CGM Marco Polo[10] CMA CGM (France)		396	1,299	54	177	16020	175343
2013	CMA CGM Alexander von Humboldt[11] 153022	CMA CGM (France)		396	1,299	54	177	16020
2013	CMA CGM Jules Verne[12] CMA CGM (France)		396	1,299	54	177	16020	153022



Container

Includes any equipment used **to unitize cargo**, all types of containers and/or flats with iso accepted.

The acronym **ISO** stands for the International Organization for standardization with headquarters in Geneva.

The ISO freight container refers to a container complying with the ISO container standards in existence at the time of its manufacture.

In 1960's, export shipments often relied on conventional (break bulk) vessels. The cargoes were placed alongside a vessel for hoisting on board. The **stevedores (dockers) were often employed** to carry cargoes on and off the vessel.

20' Standard Container



□ **Cubic Capacity:** 33 m³ (1 172 ft³)

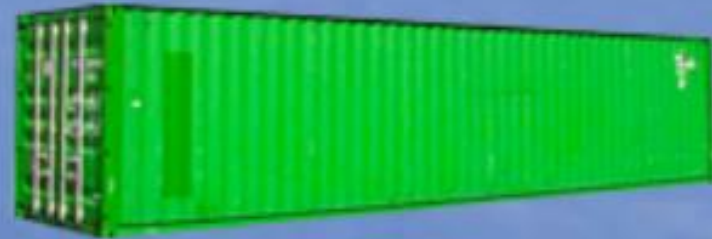
□ **Inside Dimensions:**

Length: 5.895 m (19' 4 1/8")

Width: 2.350 m (7' 8 1/2")

Height: 2.392 m (7' 10 1/8")

40' Standard Container



□ **Cubic Capacity:** 67 m³ (2 390 ft³)

□ **Inside Dimensions:**

Length: 12.029 m (39' 5 1/2")

Width: 2.350 m (7' 8 1/2")

Height: 2.392 m (7' 10 1/8")

Container inside dimensions

Load to prepare in a container ?

- **This order to Singapore is about**
 - 800 products packed in 32 outer cases not stackable
 - To be loaded on euro pallets
 - Outer case
 - weight 565 kg
 - L 0.60 x l 0.40 x h 1.50 m
 - Europallet
 - 0.80x 1.30 x 0.15 m
 - Maximum load 2.5 t
 - Gross weight 30 kg
 - 20' container dimensions
 - as before
- How many pallets do we need
- How many pallets in a 20' container
- Add any useful comment



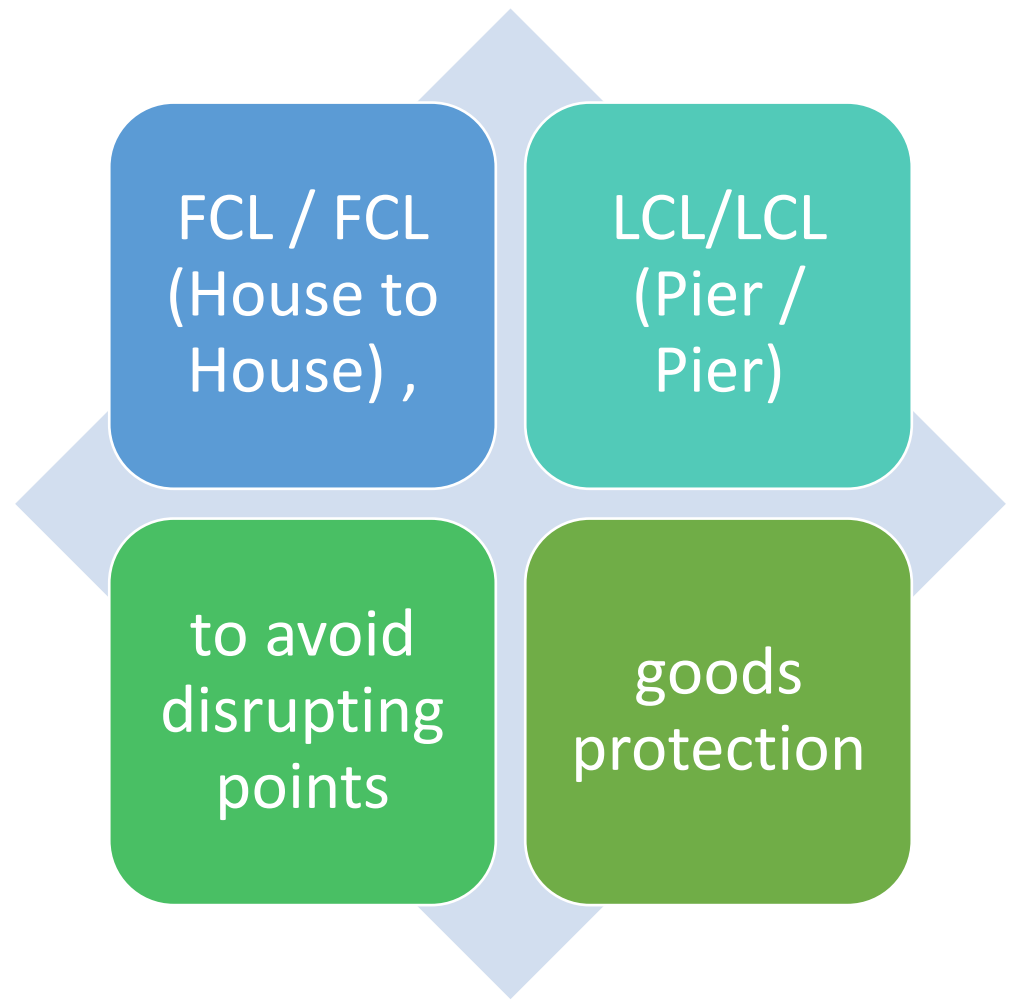
The loading and unloading

vessels consumed too much time, which caused dockside bottlenecks and delayed shipments.

With the increased use of containers the **congestion was decentralized and transferred** from the docks or piers to the container freight stations or terminals.

Carry **standardized** containers that greatly facilitate the loading and unloading of cargo and intermodal transfers

The time a ship has to stay in a port is reduced



Suez Canal bridge



Suez max



Suezmax is a naval architecture term for the largest ships capable of transiting the Suez Canal fully loaded, and is almost exclusively used in reference to tankers.



The current channel depth of the canal allows for a maximum of 16 m (53 ft) of draft, meaning many fully laden supertankers are too deep to fit through, and either have to unload part of their cargo to other ships ('transshipment') or to a pipeline terminal before passing through, or alternatively avoid the Suez Canal and travel around the Cape of Good Hope instead. Currently, the canal **is deepened to 20-23 m.**



The typical **deadweight of a Suezmax ship is about 150,000 tons** and typically has a beam (width) of 46 m (151 ft). Also of note is the maximum head room - 'air draft' - limitation of 68 meters,

Special containership

- The **Panamax size ship** : less than 294 m length and 32.20 m width
- In 1988 : 292 m length, 32 m width for 4000 containers loaded
- Panamax is determined principally by the dimensions of the **canal's lock chambers**, each of which is 33.53 metres (110 ft) wide by 320.0 metres (1050 ft) long, and 25.9 metres (85 ft) deep. The usable length of each lock chamber is **304.8 meters** (1000 ft). The available water depth in the lock chambers varies, but the **shallowest** depth is at the south sill of the Pedro Miguel Locks and is **12.55 metres** (41.2 ft) at a Miraflores Lake level of 16.61 metres (54 feet 6 in).

Overpanamax ships



They are unable to cross Panama canal



In 1996 with overpanamax ships, their size reaches 320 m length, 43 m width for 7000 containers



The container ships used in the international traffic are designed with **the cells (compartments with cell guides)** resembling a honeycomb wherein the containers are placed, thus named cellular container ships.



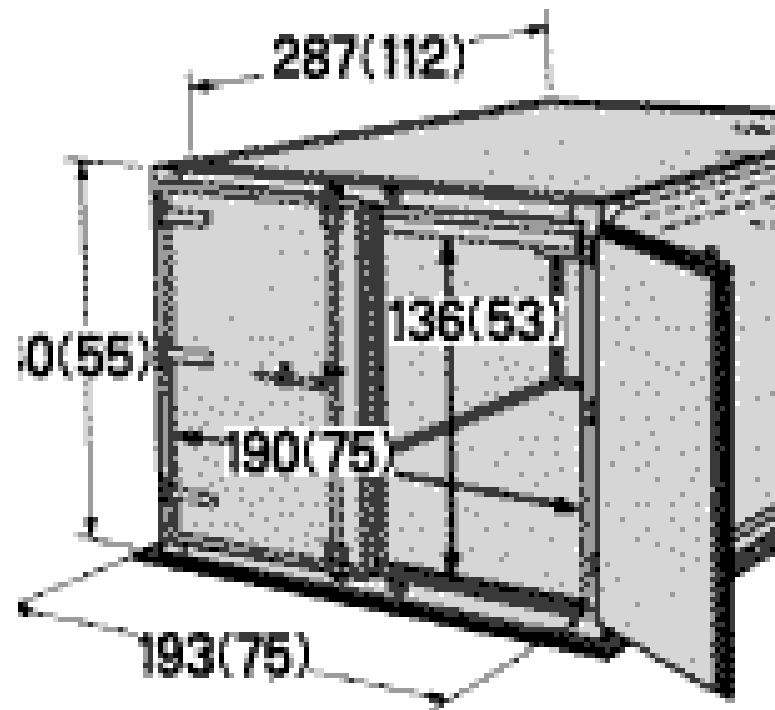
The ships are bigger and faster nowadays especially those used in the deep sea voyage (long haul). Those rated below 20 knots are commonly used in the short sea voyage (short haul).

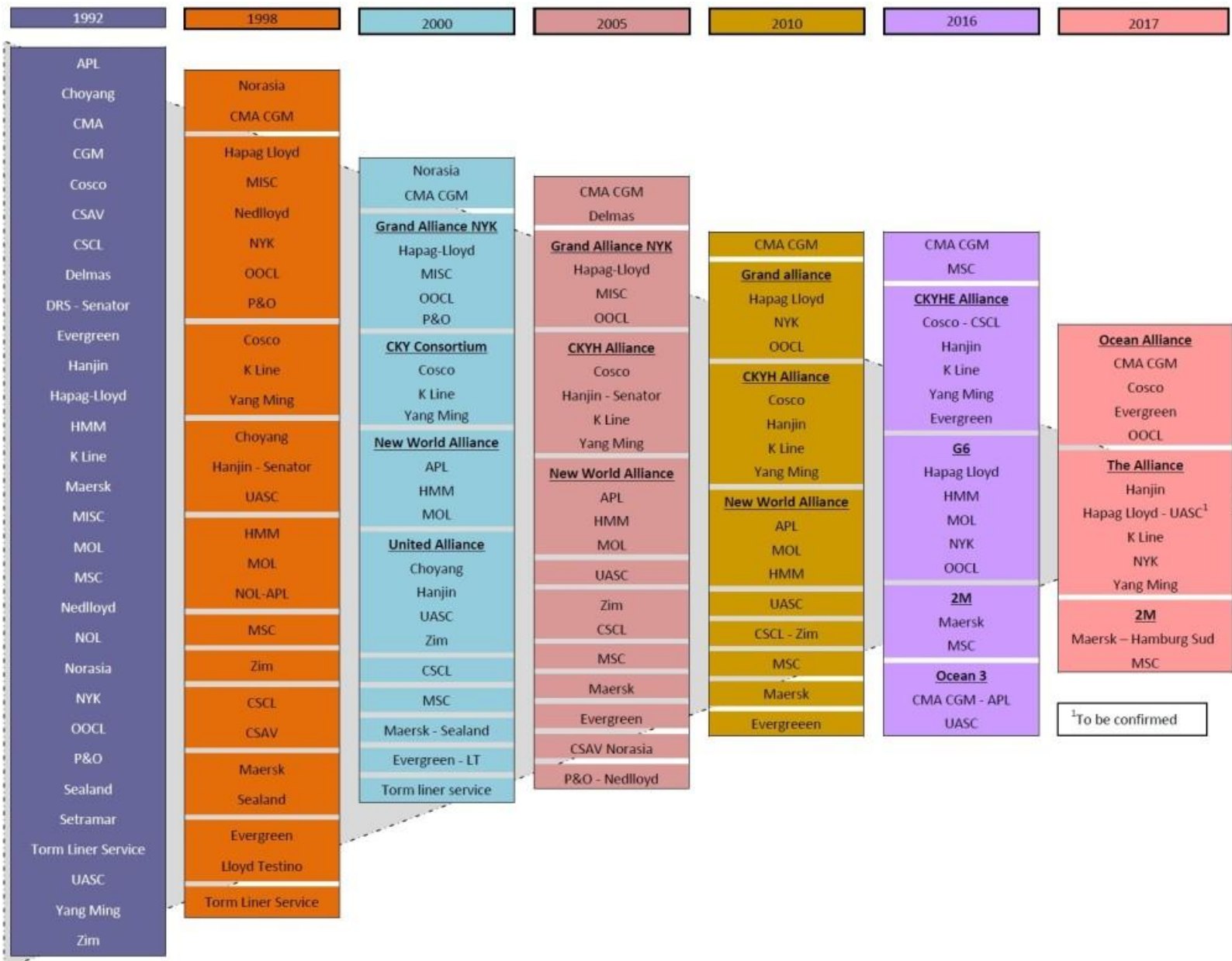


Some rated 24 Knots have a carrying capacity of 4000 to 4.900 TEUs and load to 75000 metric tons and more

TRANSPORT COST

- Sea freight
 - Alliances
- Freight calculation
 - Bulk
 - Container
- Road transport cost
- Asking for a quotation





¹To be confirmed

Suez max



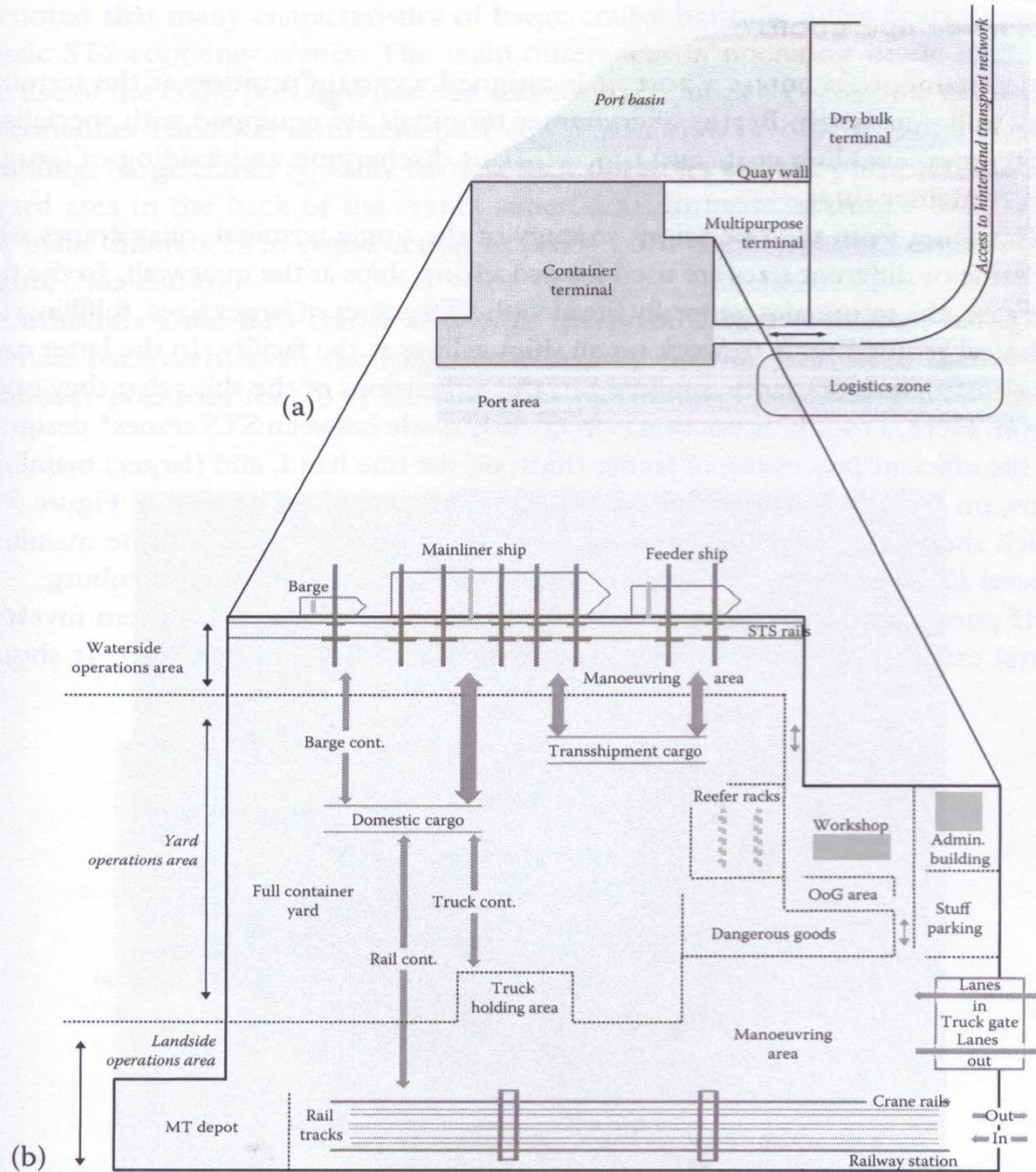
Suezmax is a naval architecture term for the largest ships capable of transiting the Suez Canal fully loaded, and is **almost exclusively used in reference to tankers.**



The **current channel** depth of the canal allows for a maximum of 16 m (53 ft) of draft to 22m, meaning many fully laden supertankers are too deep to fit through, and either **have to unload part of their cargo to other ships ('transhipment')** or to a pipeline terminal before passing through, or alternatively avoid the Suez Canal and travel around the Cape of Good Hope instead. Currently, the canal is being deepened to 18–20 m.



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Container terminal



SAFTINGENDOK

PSA - HNN

DEURGANCKDOEK

ANTWERP GATEWAY

SCHELDTE

Table 7.2 Key figures for selected container ports

Characteristic	Port					
	Port of Singapore ^a	Port of Shenzhen ^b	Port of Hamburg ^c	Port of Los Angeles ^d	Port of Klaipeda ^e	Port of Riga ^f
# terminals	7	4	4	8	2	2
# berths ^g	57	58	25	31	6	2
quay length	17.350 m	17.505 m	7.570 m	9.336 m	1.908 m	645 m
# STS cranes	212	175	80	72	9 ^h	7 ⁱ
terminal area	700 ha	792 ha	440 ha	684 ha	54 ha	125 ha
mio TEU (2014) ^j	33,87	24,03	9,73	8,33	0,49	0,39
Transshipment share	85% (2013) ^k	50% (2013) ^k	36% (2015) ^l	<10% (to date) ^m	<10% (to date) ^m	<10% (to date) ^m

a PSA Singapore, 2016.

b Zheng and Park, 2016.

c Hamburg Port Authority, 2016.

d Port of Los Angeles, Container, <https://www.portoflosangeles.org/>, 2016.

e Drungilas, 2015.

f Freeport of Riga Authority, 2009.

g Berth length: about 300m

h Thereof 4 mobile cranes.

i Thereof 1 mobile crane.

j World Shipping Council, Top 50 world container ports, <http://www.worldshipping.org/about-the-industry/global-trade/top-50-world-container-ports>, 2016.

k Marine Information Service, 2015.

l Hafen Hamburg Marketing, 2016.

m Rodrigue, J.P., The geography of transport systems: Levels of transshipment incidence, https://people.hofstra.edu/geotrans/eng/ch4en/conc4en/transshipment_incidence.html, 2016.

Key figures
for selected
container
ports

- Bulk sea freight services
 - Liquid / non liquid freight



We Are Maersk

Journey to some of the busiest city centers and most remote places on earth. Discover what we do and why it matters.



3-road freight



Cross border deliveries



Road freight



Transit distance



Cartage



Drayage



Inland freight

Cross border deliveries

the delivery of export goods between mainland European countries and between north American countries.

About 50 to 80% of cross border deliveries are completed using **road freight**.

Generally a **transit distance** within 100 kilometers using road freight is competitive compared to rail and air freight.

The delivery charge is called the **cartage** or trucking fee.

The hauling charge for transporting the ocean freight container on land, normally not including the loading and unloading of the cargo, is called **drayage**.

Together with waterway freight and rail freight they are known as **inland freight**.

4- RORO vessels

Trucks can drive onto built in ramps and roll off at destination.

The cargo on a trailer may be **accompanied** by a driver who completes the trip to the final destination,

or another driver continues the journey with the same trailer at certain juncture to the final destination,

or a subsequent carrier collects the cargo and trailer or the cargo only and continues the transit to the final destination such as in the case of a transshipment.

5- Rail freight

- Rail cars
- TOFC
- COFC
- Double stack train system
- Rail sidings

Rail freight

- Flat cars can be 40' to 89' long and trains can run at 120 kms. per hour.
- Some rail cars are specially designed to carry road trailers in a road rail service or **TOFC** (trailer on flat car) service, which is often referred to as the piggyback.
- In a **COFC** (container on a flat car) service for example using 50 flat cars each with a 60 ton capacity, the combined flat cars may carry loads weighing up to 3000metric tons, which is far more than a truck or an airplane can carry.
- The USA Canada and other countries have a **double stack train system** that moves more freight. The 80' feet and longer container flat cars may carry 8 TEUs when the ocean containers are double stacked.
- Large shippers who have **rail sidings** at their facility, may arrange directly with the rail carrier to have the rail cars moved to their facility for loading.

AVAILABILITY OF MODES

- Intermodal movements
 - Liner or tramp services
- Ocean shipping
 - Cargo
 - Bulk
 - General cargo
 - Vessels
 - Container ships
 - Breakbulk
 - Bulk such as ULCC
 - RORO vessels
- Inland waterways
 - And LASH
- Road and rail



Shipper's choice

Pre and post carriage conditions

Transshipment

Transit time

Frequency

Security and safety

Available lines

2- Intermodal moves

Export shipping- one shipping document

Ocean shipping

Liner – charter

- On demand – a given period
- Bulk and heavy

Type of cargo

- Conventional : oversized cargoes
- Container : to unitize cargo –loading and unloading

Geared bulk carriers

Feature a series of holds (from 5 for a 35,000 ton vessel to 9 for a 250,000 ton vessel)

- They have cranes or derricks which allow them to discharge cargo in ports without shore-based equipment.
- This gives geared bulkers flexibility in the cargoes they can carry and the routes they can travel.

Selfdischargers

- are bulkers with conveyor belts which allow them to discharge their cargo quickly and efficiently

A

Early Containerships (1956-)
500 – 800 TEU



137x17x9 (LOA – Beam – Draft)
meters

200x20x9

Containers across →

Fully Cellular (1970-)
1,000 – 2,500 TEU



215x20x10

Containers high on deck →
Containers high below deck →

B

Panamax (1980-)
3,000 – 3,400 TEU



250x32x12.5

Panamax Max (1985-)
3,400 – 4,500 TEU



290x32x12.5

17 bays

C

Post Panamax I (1988-)
4,000 – 6,000 TEU



300x40x13

17 bays
9
5

Post Panamax II (2000-)
6,000 – 8,500 TEU



340x43x14.5

20 bays
9
6

D

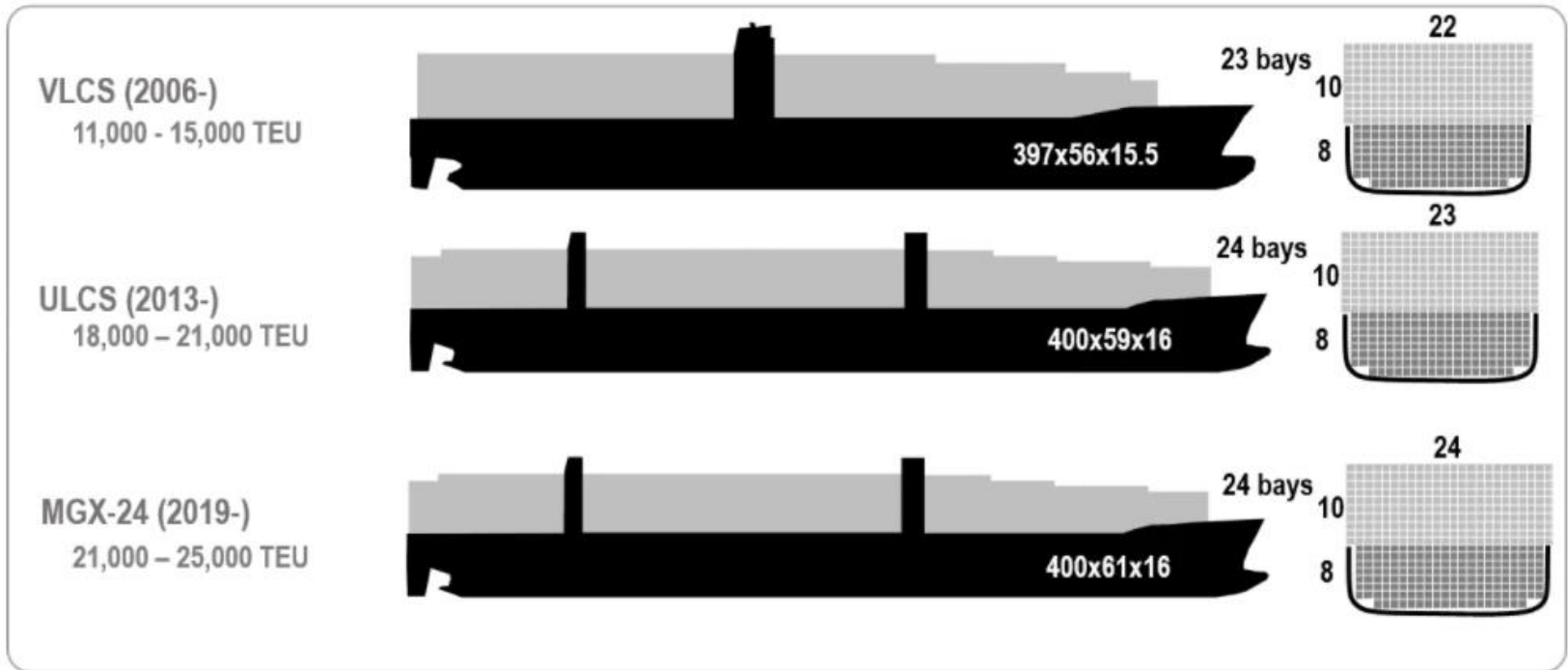
New-Panamax (2014-)
12,500 TEU



366x49x15.2

22 bays
10
6

E



Geography of transport systems Jean-Paul Rodrigue

The time a ship has to stay in a port is reduced

- FCL / FCL (House to House) ,
- LCL/LCL (Pier / Pier)
- to avoid disrupting points
- goods protection



Special containership

- The **Panamax size ship** : less than 294 m length and 32.20 m width
- In 1988 : 292 m length, 32 m width for 4000 containers loaded
- Panamax is determined principally by the dimensions of the canal's lock chambers, each of which is 33.53 metres (110 ft) wide by 320.0 metres (1050 ft) long, and 25.9 metres (85 ft) deep. The usable length of each lock chamber is 304.8 metres (1000 ft). The available water depth in the lock chambers varies, but the shallowest depth is at the south sill of the Pedro Miguel Locks and is 12.55 metres (41.2 ft) at a Miraflores Lake level of 16.61 metres (54 feet 6 in).

Road freight



Cross border deliveries



Road freight



Transit distance



Cartage



Drayage



Inland freight

Cross border deliveries

the delivery of export goods between mainland European countries and between north American countries.

About 50 to 80% of cross border deliveries are completed using **road freight**.

Generally a **transit distance** within 100 kilometers using road freight is competitive compared to rail and air freight.

The delivery charge is called the **cartage** or trucking fee.

The hauling charge for transporting the ocean freight container on land, normally not including the loading and unloading of the cargo, is called **drayage**.

Together with waterway freight and rail freight they are known as **inland freight**.



Charter contract

Related products
Utilization rate
Charter party



Charter

tramp
Time period
Bareboat charter contract

Ship
owning
charges

Salaries of crew members

Supplies

Insurance

Ship
choice

A compromise

Ship rent

Offer and demand

Size, capacity, speed

Cargo gear for handling on board

Useful and maximum capacity

Vessel stability parameters

consumption

Pavillion

Fuel choice

- Heavy fuel oil and diesel oil
- Quality charter of supplies

Contract deal

RE : M/V VESSEL NAME

WE ARE PLEASE TO OFFER FIRM ON THE ABOVE MENTIONED VESSEL FOR REPLY HERE DEC 31ST -1.00 HRS AM FRENCH TIME

-NEGOCIATIONS TO BE KEPT STRICTLY PRIVATE AND CONFIDENTIAL NOT TO BE DISCLOSED TO ANY THIRD PARTY

-DELIVERY : APS FOS SUR MER ATDNSHINC

-LAYCAN : 27-28TH JANUARY 1997-00.00/24.00HRS

-TC PERIOD : 6 MOS IN CHARTERS OPTION 6 ADD MOS, 15 DAYS MOLCHOPT ON FINAL PERIOD.

OPT FOR 6ADD MOS TO BE DECLARED 5 MOS AFTER ACTUAL DELY.

-TRADING : FULL MED INCL ADRIATIC, BLACK SEA, RED SEA ALWAYS WITHIN IWL

VIA

SAFE PORT(S) SAFE BERTH(S).

INTENTION WITHOUT COMMITMENT FOS SUR MER / BARCELONA /
VALENCE / GENOA / ALGIERS / ORAN AND MAYBE MAROCCO.

-REDELIVERY : DOP ONE SAFE PORT FULL MED OR BLACK SEA OR RED SEA IN CHOPT.

-HIRE : USD 6 100 -PDPRINCLOT

-LESS : 3.5 PCT ADDCOM (PLS ADVISE TTL COM)

-SUB DETAILS BASED ON CHRS ASBATIME EXECUTED PROFORMA

-SUB CHRS BOD TO BE LIFTED 2 WORKING TIME DAYS AFTER FIXING MAIN TERMS END OF OFFER

COMMENTS

PLS BEAR IN MIND 'PRIM VIVID ' REPORTED ON THE MARKET FIXED FOR 6+6 MOS AT 6100 USD HAVING A MUCH LOWER SPEED OF 14.5 KN .THEREFORE ABOVE RATE IS MARKET LEVEL.

BETS REGARDS

contre-offre est la suivante :

Citation :

RE : M/V VESSEL NAME

THANKS TO YOUR OFFER TO WHICH OWNERS NOW REVERTING AS FOLLOWS:

WE COUNTED AS FOLLOWS FOR RPLY 10.30 HRS

ACC/EXC

M/V SUZANN -DETAILS AS BELOW-

-LAYCAN 20/28 JAN

-PERIOD 8 MOS-OPT FOR 6 ADD MOS TO BE DECLARED 4 MOS AFTER ACTUAL DELY

-REDELIVERY -DOP ONE SAFE PORT FULL MED

-HIRE : USD 6550-1ST PERIOD -USD 6650 2ND PERIOD

-SUB ALL FURTHER DETS.

LATEST POSITION -ETS SKIKDA ARND 13/14 JAN

COMMENTS :

IN ORDER TO SPEED UP DID VERY BEST TO MEET CHRYS BEST POSSIBLE

THE SHIP SAILED CAEN LAST NITE FOR DISCH 4 PORTS ALGER -

SO PLS DO BEST AND OBTAIN THE ABV REQUIRED LAYCAN AND RVT

BEST CLOSEST POSSIBLE-

DETAILS M/V SUZANNE HAS BEEN SENT BY PREVIOUS FAX.

Fin de citation



Main terms

Counter offer

Usually 48 hours

Broker

Time agreement



Sea
transport
market

Tanker freight rates

Dry bulk freight rates

Concentration in liner
shipping

Container leading operators

- Freight rates

Sea freight

W/M weight or
measure

Comparative
relation

Charge basis

Metric ton

Units of weight or
measure used in
the freight cost
calculation

Mode of
transportation

- Weight - measure

Weight or measure

- The freight rate on export goods is often based on **W/M weight or measure** that is based on the weight or the volume of cargo (cube or measurement of cargo).
- The rate uses the **comparative relation** between weight and volume of cargo.
 - A cargo that is large in relation to its weight is charged according to its total cube, while a cargo that is heavy in relation to its size is charged according to its gross weight.
- The unit of ton being used in freight cost calculation may differ among carriers.
 - A **metric ton** (2204.6 lbs or 1000 kgs),
 - A short ton (2000 lbs or 907 kg)
 - Or a long ton (2240 lbs or 1016 kg)

Weight or measure 2

Mode of transportation	weight	measure
Ocean freight	1 MT 1000 kg	1 CBM 35.3 CU FT
AIR FREIGHT	1 MT 1 KG 1 LB	6 CBM 6000 CU CMS 166 CU INS
ROAD AND RAIL FREIGHT	1 MT 1 KG 1 LB	3.3 CBM 3300 CU CMS 91.3 CU INS



Measure
unit

MT metric ton

Kg kilogram

Lb pound

Cbm cubic meter

Cu cms cubic

Cu ft cubic feet

Cu ins cubic inches

Sea freight



Alliances



Agreement

Group of operators of vessel

Most ocean freight



Service

Guarantee

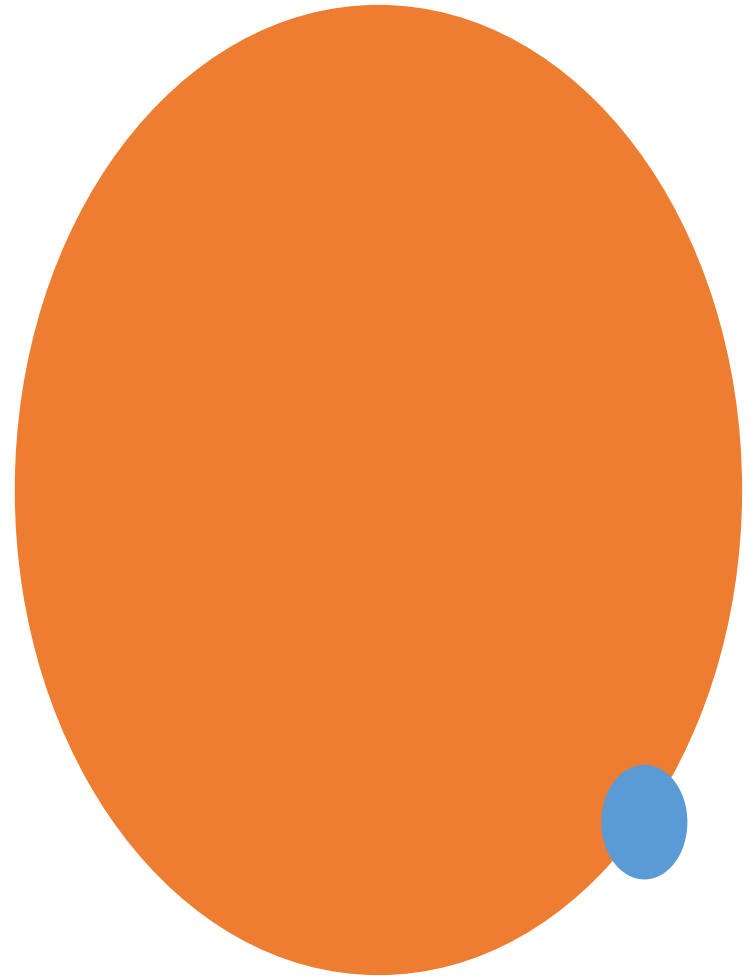
- Independant carrier
- Sailing schedules and freight rates



- **AN AGREEMENT**

this is a **group of operators of vessel** who operate on the same routes and cooperate on shipping schedules at the standardized freight rates between ports.

- **Most ocean freight** is carried by conferences. Conference carriers or their agents issue an ocean bill of lading.
- **SERVICE**
- this service is a **guarantee** :
 - of ships good condition,
 - of expected dates of departure even if there is not enough freight to fill the ship.
 - All companies member of a conference will offer same freight rates and will grant same rebates on freight rates for all customers





Sea freight

- Attractive freight rates to fill their ships
- World service
- Pools
- consortiums

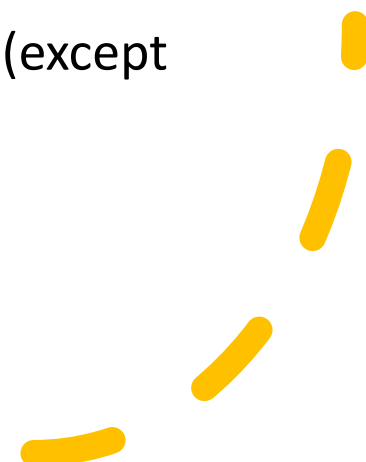




- **POOLS**

- considering huge investments needed to build and to run big ships like container ships or tanker ships, some companies buy together these kinds of ship.

- **CONSORTIUMS** : COMPANIES CREATING A POOL, GO FURTHER AND CREATE A COMMON COMMERCIAL SERVICE TO FIND FREIGHT : FOR INSTANCE SCANDUTCH OR TRIO ...

- Strategic alliances are powerful (except MSC) but unstable
- 

Freight calculation

- ▶ Volume of freight on a given route
- ▶ Kind of cargo
- ▶ Bulk transport cost
- ▶ Case sample
- ▶ Container transport cost
 - ▶ Flat rate
 - ▶ Positioning cost
 - ▶ Loading cost
 - ▶ FCL versus LCL
 - ▶ Full payload



THE FREIGHT RATE IS OFTEN INFLUENCED BY THE **VOLUME OF TRAFFIC ON A GIVEN ROUTE.**



WHEN AN EXPORTER CONTACTS THE CARRIER FOR THE FREIGHT RATE THE INFORMATION NORMALLY REQUIRED OF AN EXPORTER IS THE **KIND OF CARGO** AND ITS INTENDED DESTINATION.



BULK TRANSPORT COST



COMMODITIES NOT SHIPPED THROUGH A CONTAINER ARE CONCERNED.



CONSIDERING VOLUME AND WEIGHT OF A SHIP, THE FOLLOWING EQUIVALENCE IS ACCEPTED : 1 CBM = 1 TON



THE HIGHEST WILL BE KEPT TO CALCULATE FREIGHT COST.

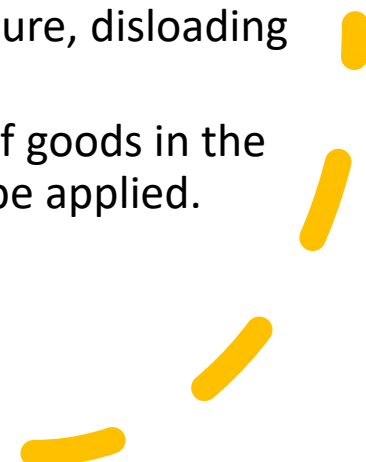


FOR INSTANCE, A SPRAYING DEVICE IS MEASURED BY : 7 CBM AND 3 TONS. WHAT WOULD BE THE UNIT KEPT FOR THE CALCULATION ?





- **CONTAINER TRANSPORT COST**

- a **flat rate** is calculated for each container, taken into consideration :
 - the link,
 - nature of the goods,
 - offer and demand situation (by instance Singapore).
 - We will not fail to add the **positioning cost** (transport from the container pool to the shipping place), transport to the shipping port, surest Aries (if the container needs more than 4 hours to be loaded and to clear the goods),
 - **loading cost** at the port of departure, disloading cost at the port of arrival.
 - In case you have different kinds of goods in the container, a bulk tarification will be applied.
- 

Freight calculation

LCL freight rate

Carrier's container freight rate

Container freight station

Example

Risk of damage and loss

CY versus CFS

- Company yard
- Container freight station – premises – legal limitation

CY/CY-CY/CFS- CFS/CY-CFS/CFS

Turn over rate of containers

- 24-48 hours – demurrage-substantial amount of business



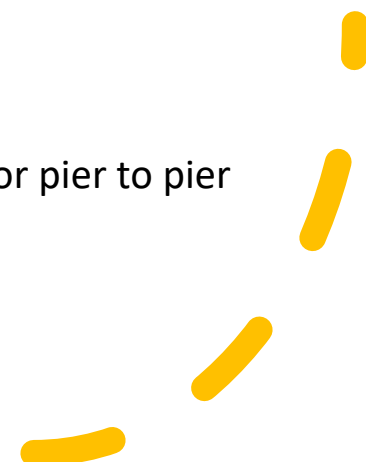
FCL the whole container is intended for the consignee.



The FCL means the load reaches its allowable maximum of full weight or measurement.

However the FCL in the ocean freight does not always mean packing a container to its **full payload** or full capacity.



- **CY versus CFS**

- The **company yard** is the delivery or receipt of a whole container from or at shipper's or the forwarder's or the consignee cargo yard or premises.
 - The **Container freight station** is operated by the carrier for the receipt, forwarding, and assembling or disassembling of cargo :
 - The kind of cargo and quantity does not warrant the use of a whole container
 - The shipper's or the consignee's **premises** are inaccessible by container due to poor road conditions or
 - The overall load of vehicle exceeds the **legal limitation**
 - **CY/CY** : door to door or house to house container service
 - **CY/CFS** : door to port container service
 - **CFS / CY** : port to door container service
 - **CFS / CFS** : port to port container service or pier to pier container service
- 

- 
- **Turn-over rate of containers**
 - The carrier allows the shipper to retain (hold) the container at their premises normally for **24-48 hours** only, in order to maximize the turn rate of the container.
 - An overtime use charge, know as **demurrage**, is collected on overstayed containers.
 - In special cases such as when the shipper or consignee is doing a **substantial amount of business** with the carrier, some carriers may allow a longer time without charging demurrage.
- 

Freight calculation



In roll on roll off shipment

Adjustments

BAF – CAF

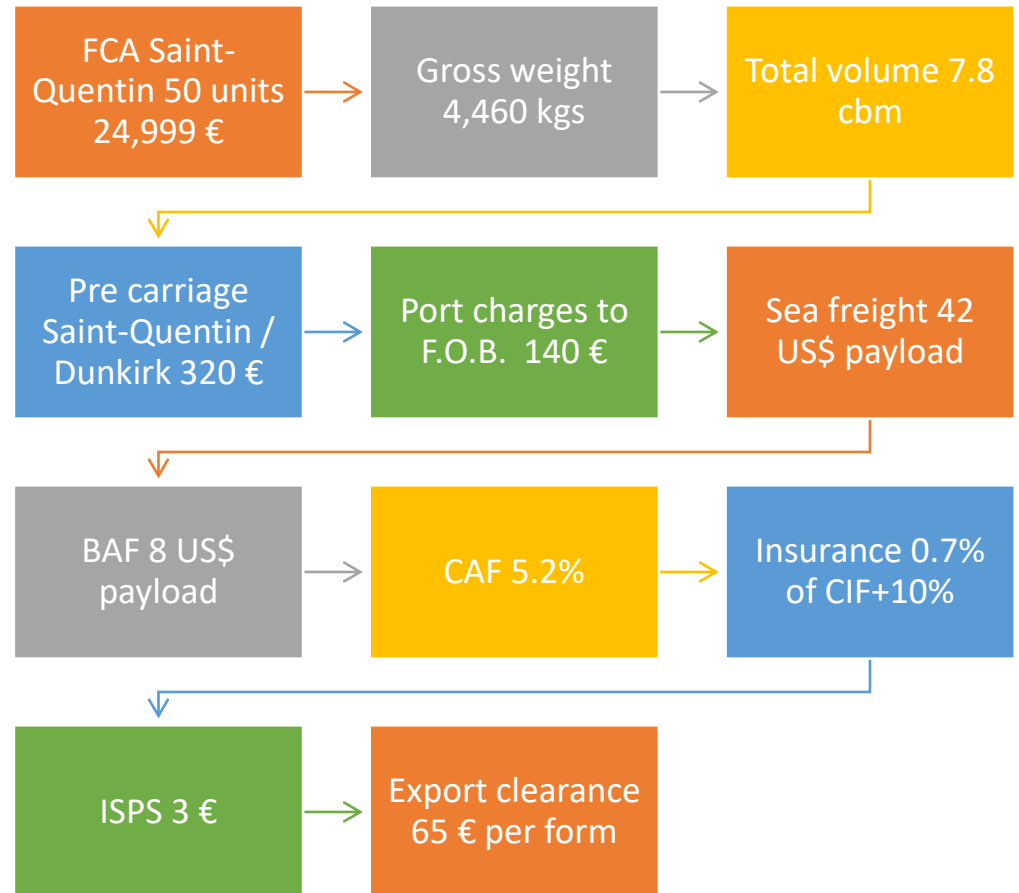
Sea freight basis

Possible rebate

- Fidelity – promise

- **In roll on Roll off shipment** (you load the trailer directly in the ship)
 - A METER COST WILL BE APPLIED.
- **Adjustments**
- **B.A.F.** : BUNKER ADJUSTMENT FACTOR WILL BE APPLIED BY INSTANCE IF OIL PRICE INCREASED DRASTICALLY,
- **C.A.F.:** CURRENCY ADJUSTMENT FACTOR WILL BE APPLIED FOR INSTANCE IN CASE OF DROP OF US DOLLAR AGAINST EURO ...
- THESE ADJUSTMENTS ARE CALCULATED ON **SEA FREIGHT BASIS**.
- **Possible rebate**
- YOU CAN BENEFIT OF **FIDELITY REBATE** WITH MOST OF CONFERENCE SERVICE FROM 8 TO 9.5% OF FREIGHT COST.
- ANOTHER REBATE CAN BE MADE AVAILABLE FOR **A PROMISE** TO USE A COMPANY OR A SERVICE. THE RESULT IS TO GET REDUCED FREIGHT RATES HOWEVER VOLUME NEEDS TO BE SIGNIFICANT.

Freight calculation CIF Kaoshiung



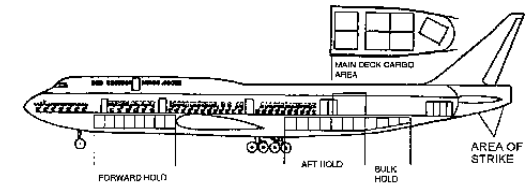
Seaway quiz
[QuizMaritime.pdf](#)

Air shipping

- Developing countries
 - Ineffective to protect
- International airfreight
 - And concentration
- Developing airfreight
 - U.L.D. ex. 317.5x243.8x299.7cm
- Commodities using air transport
 - Expensive value
 - Fragile
 - Perishable
- Sea air

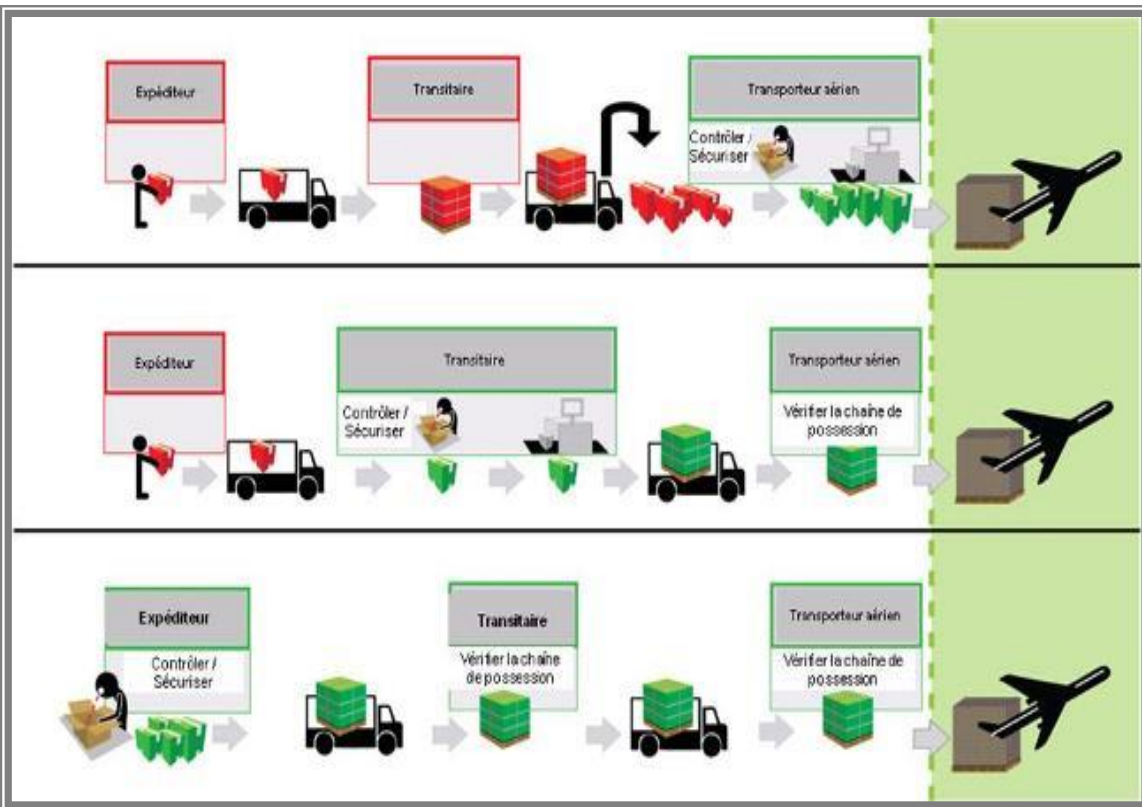


Air Shipping



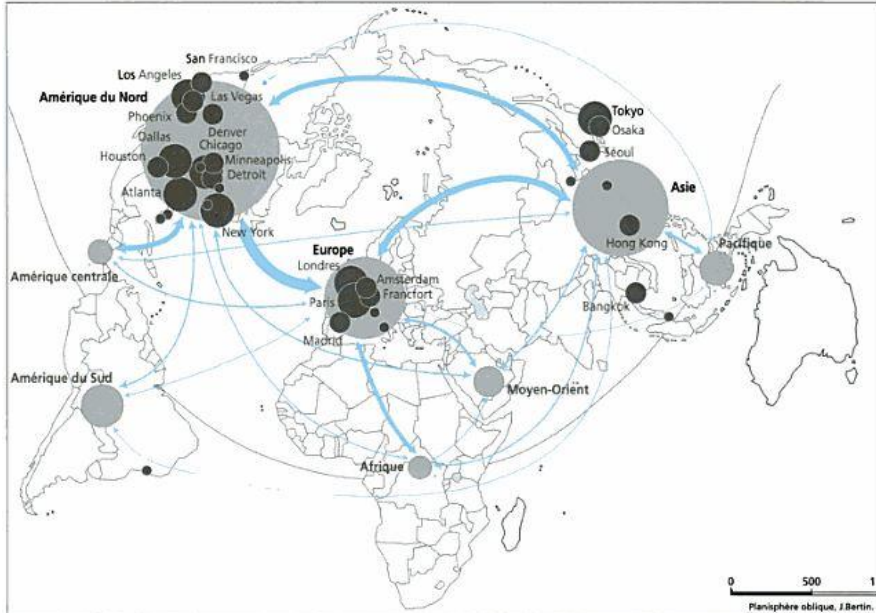
- Cargo handling at airports
 - Traditional airports
 - Freight for domestic flights
 - Freight for international flights
 - Terminals and equipment
 - International shipment
 - Classification of handling equipment
 - Intermodal air surface containers
 - Small package express equipment
 - Intermodal airports and equipment





A CONNECTION
IS NEEDED

La révolution du transport aérien : une interconnexion en réseaux très hiérarchisée



1. Le poids des échanges intracontinentaux
(en millions de passagers)

34,7

2. Des échanges transcontinentaux
inégaux polarisés par la Triade
(en millions de passagers)

45,4

3. Le poids des 35 premiers aéroports mondiaux
(en millions de passagers/an)

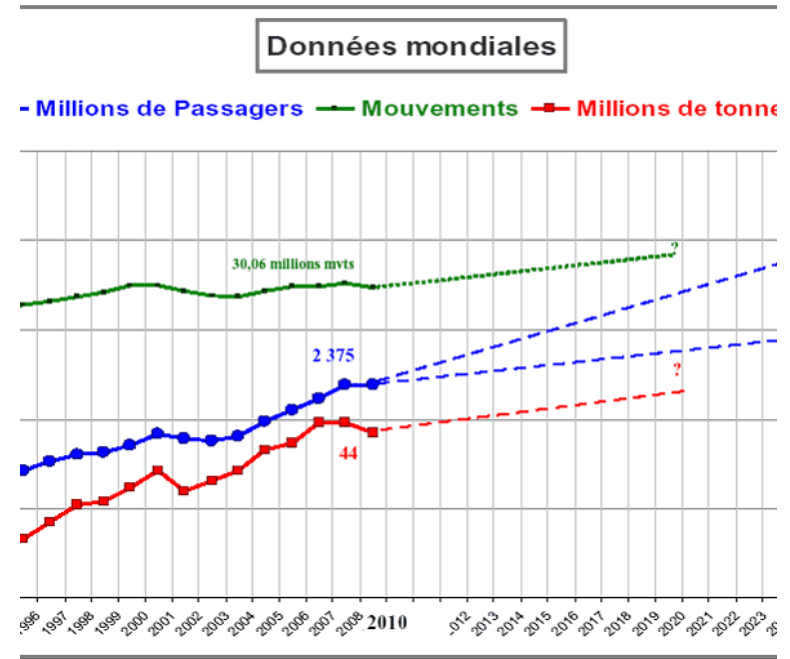
de 58,5 à 110,6

**A POLARISED
CONNECTION**

AN INCREASING KEY ROLE

- 4% OF GOODS CARRIED WORLDWIDE
- however...
- 10 % OF VALUE...

croissance de 3,5 % par an → doublement €



IATA CONVENTION



- Conventions
 - IATA
 - OACI
 - DGAC IN FRANCE
 - EU REGULATION
- alliances

IATA CONVENTION

- Conventions
 - IATA
 - Some agreements are outside iata convention : bilateral or by governments
- Deregulation in the U.S.
- Outsiders increasing development



IATA CONVENTION

- Alliances
 - Skyteam example
 - Air france



A FREE SKY

- FLIGHT RIGHT
- TECHNICAL RIGHT
- TERRITORY OF ORIGIN
- THIRD STATE TO THIRD ONE

INTERNATIONAL
REGULATION OF
AIR TRANSPORT

INTERNATIONAL REGULATION OF AIR TRANSPORT

- Overflight rights
- To land in an third part country for technical reasons
- To drop off passengers or freight in a third country coming from the departure country
- The same when the country of destination is yours
- Or from one third country to another one, one needs to be member of the convention

INTERNATIONAL REGULATION OF AIR TRANSPORT

- OACI
 - navigation AND MANAGEMENT USE OF WHAT DOES FLY
- NON GOVERNMENTAL ORGANISATIONS : IATA et ATAF
 - IATA
 - International Air Transport association
 - TO PROMOTE TRANSPORT
 - TO SUPPORT AIR TRANSPORT DEVELOPMENT
 - PARTNERSHIP WITH oaci
 - ATAF
 - ABOUT Franc ZONE

INTERNATIONAL REGULATION OF AIR TRANSPORT

- Dgac example AUTORISATION IN FRANCE
 - RESPONSIBLE FOR SECURITY AND SAFETY
 - infrastructures
 - TRAININGS: pilots AND AIR CONTROL STAFF
 - PREVENTION OF NEGATIVE IMPACTS

International transport regulation

Contents

- Ability to be air carrier
- Air carrier certificate
- Licence authorisation
- Authorisation to carry

Air transport regulation

Changing points

- Transport documents: A.W.B. But not only, substitution transport
- Carrier responsibility
- Damage during transport
- Exoneration responsibility of the carrier : nature, inherent vice to the goods, packaging, public authority act
- Maximum indemnity
- Responsibility for delay

About the demand

Varsaw convention, Montreal (successive carriage, 19 SRD per kg but excluding freight cost including commission)

Deregulation

- US
 - Collapse in freight rates together with stopping some lines
- EU
 - Eu license and State members limits

Demand

- Per ton or per loading unit: 1 t=6 cbm
- Expected traffic : +4% per year till 2030

EXAMPLE : France / other countries worldwide: more than 1 287 937 TONs

DEMAND

First approach, difficult connection with other transport modes packing

Bulk

Container

Consolidation

Express parcel

Integrated service

Concentration and alliance, cargo 20% of air traffic



Catégorie I - Blanche



Catégorie II - Jaune



Catégorie III - Jaune



Plaque-étiquette de danger pour la classe 7 (1)



Étiquette Indice de sûreté-criticité (ISC)

CLASSES 8, 9



(N° 8)



(N° 9)

MARQUE « MATIÈRE DANGEREUSE POUR L'ENVIRONNEMENT »



1 Explosive substances

2 Gases

3 Flammable liquids or gases

4 Flammable solids

5 Combustive substances

dangerous goods

(N° 1) (1)
* Division et groupe de compatibilité



(N° 1.4)



(N° 1.5) (2)
** Groupe de compatibilité



(N° 1.6) (2)

CLASSE 2



7
Radioactive
materials



8
Corrosive
substances



9
Other
hazardous
goods



(N° 3) (1)

CLASSES 4.1, 4.2, 4.3



(N° 4.1)



(N° 4.2)



(N° 4.3) (1)

CLASSES 5.1, 5.2



Masses magnétisées



110 mm x 90 mm

Avion cargo uniquement



120 mm x 110 mm

Étiquette batterie au lithium



120 mm x 110 mm



120 mm x 110 mm

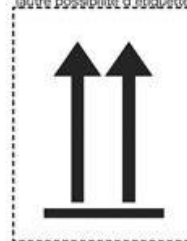
Liquides cryogéniques



Marquage d'orientation



Sens de chargement
(autre possibilité d'étiquette)



Air freight security

Key

- X-raying control
- Approved control companies
- Known consignor agreement is needed

Air freight security

Key

- The cost increases without known consignor
- Includes also the need for an approved agent
- Specified goods, obligation of known consignor

FLCI
ONLINE

Patrice ALQUIER



AIR SECURITY

ROAD SECURITY
SCREENING CHECKPOINT

AIR CARGO
SCREENING



HAULIER

REGULATED
AGENT

SECURED
RESTRICTED AREA

AIRCRAFT
OPERATOR

KNOWN
CONSIGNOR

KNOWN
SUPPLIER



CHARGEUR
CONNU

AGENT
HABILITÉ

ZONE DE SÛRETÉ
À ACCÈS RÉGLEMENTÉ

FOURNISSEUR
CONNU

DÉCLARATION DU
TRANSPORTEUR

DÉCLARATION DE
SÛRETÉ DU FRET AÉRIEN

GENDARMERIE DES
TRANSPORTS AÉRIENS

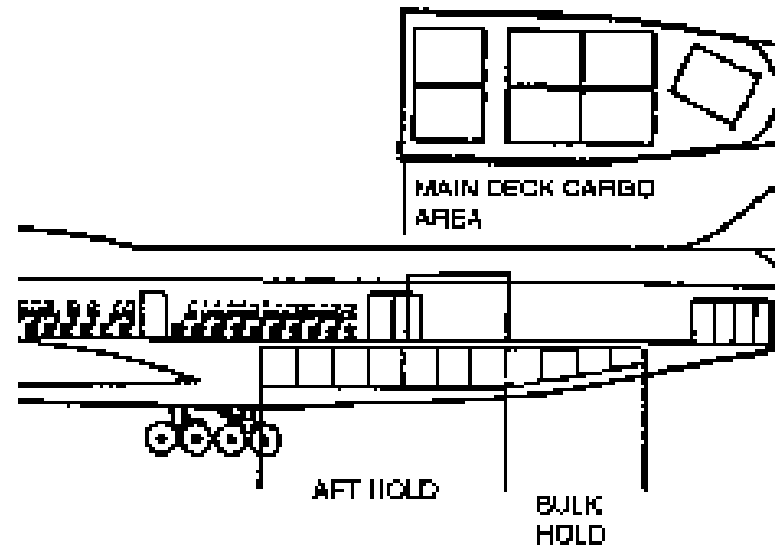
Technics

- An aircraft is identified: Name, address, NATIONALITY
- COMBINED AIRCRAFTS
 - LUGGAGE AND POST PARCELS ARE A PRIORITY
 - Airbus a300b AND b747 combi
- ALL CARGO AIRCRAFTS
 - MAIN DECK AND UNDER DECK
- COMBINED PLANES EXAMPLES
- SHORT , MEDIUM, long SERVICES
- SOME dc3 a 2,3 t TILL antonov 125 AND a380 Ao 150 t of freight



Technics

- Substitution transport
 - Competitive advantage
- products
 - Bulk, CONTainer, consolidation, express parcel, integrated service
- World fleet
 - Air companies
 - AIR France KLM, JAPAN AIRLINES, LUFTHANSA, KOREAN AIR



Technics

Competitivity

- AIR France TRANSIT HUB IN ROISSY
- Tracking
- Issuing and control efficiency of the air transport document

Distributors

- 94% market share = air forwarding agent
- The 5 first companies 62% of total turn over



AIR FREIGHT

LOADING

- NON DIVIDED CARGOES
- GENERAL CARGOS

Unit loading devices

- Time to pack diverse packages together

Full loads

- On pallets or full containers
- Real drop in freight rates





AIR FREIGHT

10 or
20'
pallets

- Aluminium made
- Safety cage
- 16 to 24 mm deep
- Util volume till 5,92x2,3x2,35 i.e. one container
- till 28 850 kg



To sum up

- Under deck container
- Deck container
- Pallets with securing package



handling

- U.L.D. LOADING
 - By the neck, by the deck gate, by a rear door, by an under deck gate
- Horizontal loading
- Airport choice



Airport
infrastructures

- Handling air stations
- In bond warehouses and regular warehouses
- Landing lines

Leading cargo
airports

HK, Memphis,
Shanghai, Séoul,
Anchorage, Paris,
Francfort, Dubai,
Tokyo, Louisville

Constraints

- Itinerary and the airport
- Companies and aircrafts
- Technical constraints : goods and plane



Air lines

- Attached services: more and more haulage, storage, marking...

Forwarding agents

- Approved IATA (AWB)
- Approved DGAC (security)
- Clearing agent

Handling companies

- Handling, storage
- Freight safety

integrators

- Door to door service



Transport contract



Achievement

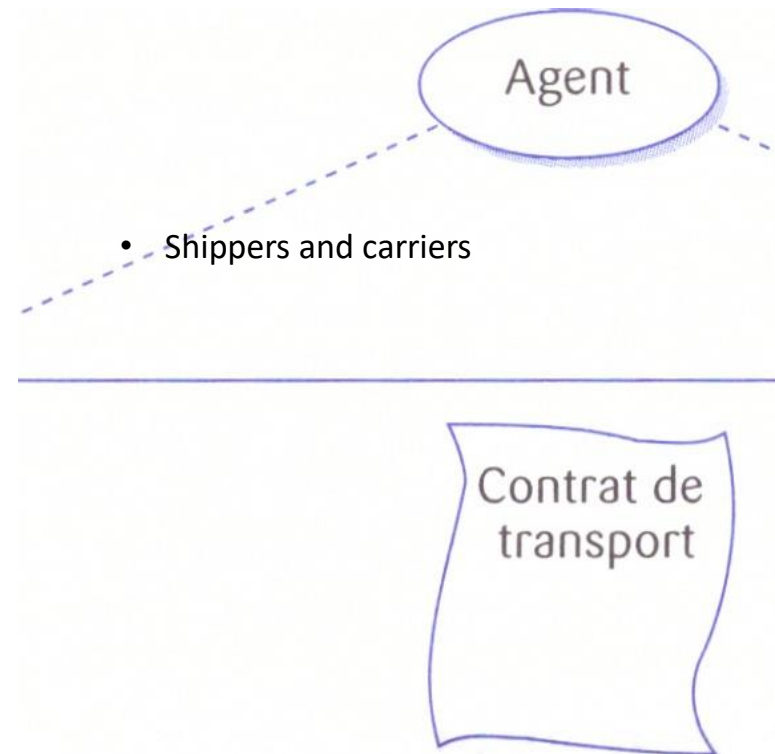
proof

Carrier
responsibility

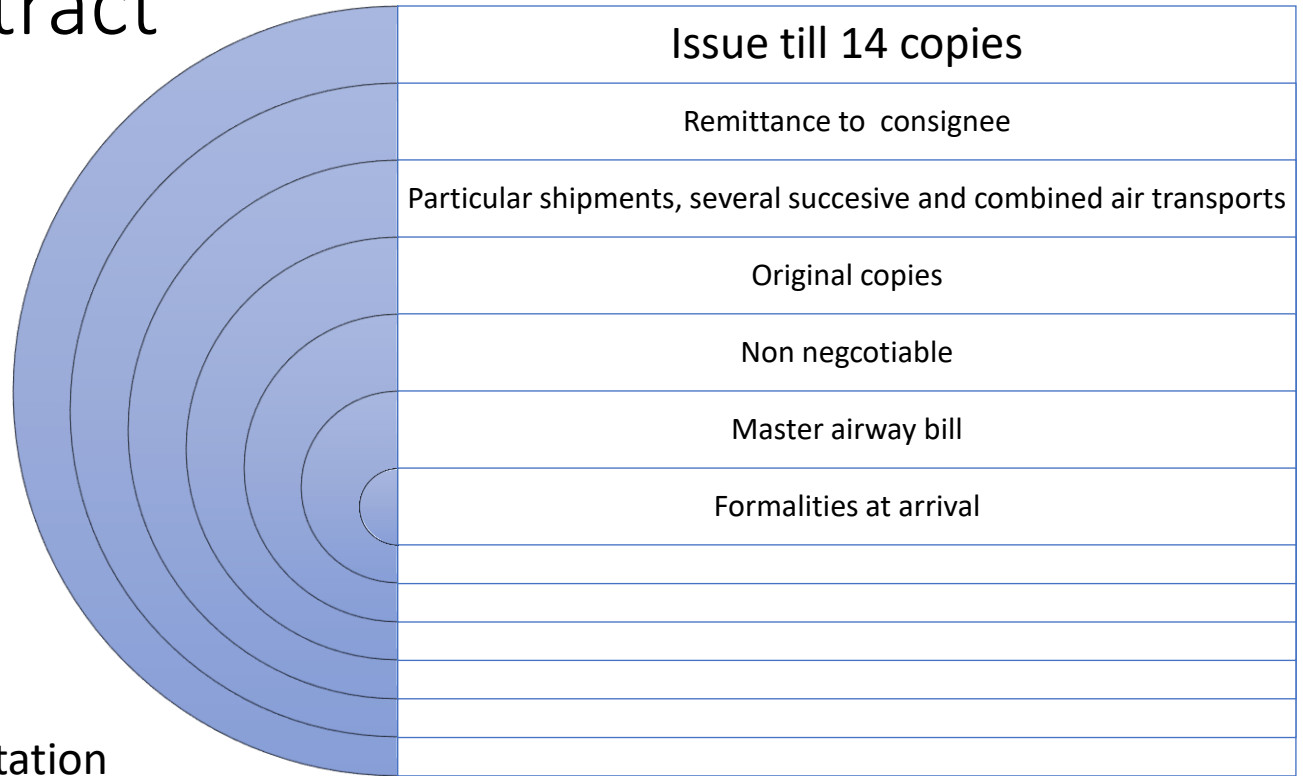
Intermodal
transport

Transport contract

- Air forwarder
 - Promoting and selling air freight, to pay for
 - mandatory
 - forwarder
- ataf agent
- Exclusive air way bill
 - Air company chosen by the agent



Transport contract



- House Airway Bill
- Exclusive AWB
- International transportation

- The Airway bill
 - Boxes
 - Transport contract proof
 - This not an ownership proof of the goods
- Useful as
 - Instruction document
 - Accompanying document
 - An invoicing proof
- copies

The image shows a standard Airway Bill (AWB) form, which is a complex document used in air transport. It is divided into several sections:

- Header Section:** Contains flight details such as flight number, origin, destination, and date of departure.
- Shipper and Consignee Information:** Fields for the name and address of the sender and receiver.
- Weight and Volume:** A section for recording the gross weight, net weight, and volume of the cargo.
- Rate and Charges:** A table for listing various charges, including freight, handling, and taxes.
- Remarks:** A section for providing additional information or instructions regarding the cargo.
- Signature and Stamp:** Areas for the carrier's signature and official stamp.

The form is filled with text and has a grid-like structure, particularly in the lower half where rates and charges are recorded.

Boxes


- Shipper
 - Cannot be to order
 - Flight and successive TRANSPORTS
 - Declared value
 - Insurance value
 - Attached documents
 - pricing
-
- Value according incoterm

COPIES

- Original copies : carrier, shipper, consignee
- Delivery receipt
- Airport of destination
- Other carriers
- Issuing carrier

Transport contract

- INSTRUCTIONS FORM

083 JNB 00000011		Not Negotiable		 Air Waybill Issued by SOUTH AFRICAN AIRWAYS South Africa	
Shipper's Name and Address Mario as Shipper 77 Home address		Shipper's Account Number			
Consignee's Name and Address Mario as Consignee 88 The street		Consignee's Account Number		Copies 1, 2 and 3 of this Air Waybill are originals and have the same validity	
Issuing Carrier's Agent Name and City Demo Agent 22 Rivonia Rd Sandton		Agents IATA Code		Account No.	
Airport of Departure (Addr. of First Carrier) and Requested Routing O.R. TAMBO INTERNATIONAL JNB		Reference Number		Optional Shipping Information	
to By First Carrier Routing and Destination LHR SOUTH AFRICAN AIRWAYS		to by to by		Currency Code ZAR	
Airport of Destination HEATHROW, GB		Requested Flight Date		Amount of Insurance NIL	
Handling Information		Insurance - If Carrier offers insurance, and such as insurance to be requested in accordance with conditions thereof, indicate amount to be insured in figures in box marked 'Amount of Insurance'		Declared Value for Carriage NCV	
Declared Value for Customs NVD		Insurance - If Carrier offers insurance, and such as insurance to be requested in accordance with conditions thereof, indicate amount to be insured in figures in box marked 'Amount of Insurance'		Declared Value for Customs NVD	
No. of Pieces RCP		Gross Weight kg		Rate Class	
1		100.00		K	
Chargable Weight		Rate		Total	
100.0		9.00		900.00	
Nature and Quantity of Goods (incl. Dimensions or Volume)		Volumetric Weight: 0.2		test 1p 11x11x11	
Prepaid		Weight Charge		Collect	
900.00					
Valuation Charge		Tax		Other Charges	
0.00		0.00			
Total Other Charges Due Agent		Total Other Charges Due Carrier		Shipper certifies that the particulars on the face hereof are correct and that insofar as any part of the consignment contains dangerous goods, such part is properly described by name and is in proper condition for carriage by air according to the applicable Dangerous Goods Regulations	
0.00		0.00		Fanie Reynders (Demo Agent) Demo Agent	
Total Prepaid		Total Collect		Signature of Shipper or his Agent	
900.00		0.00			
Currency Conversion Rates		OO Charges in Dest. Currency		30/10/2008 O.R. TAMBO	
				Executed on (Date) at (Place) Signature of Issuing Carrier or its Agent	
For Carrier's Use only at Destination		Charges at Destination		Total Collect Charges	

LIABILITIES

SHIPPER LIABILITY

- OBLIGATIONS : to pack and to mark, information, to pay the price
- DUTIES

Liabilities for

Loss

Delay

Responsibility exoneration

Claim against the carrier

Responsibility limit

Insurance

Property transfer

FCA SALE

CIP SALE

DAP AND DDP SALES

INSURANCE OF CARRIER LIABILITY

CLAIMS TO THE INSURANCE COMPANY

PRICING

PRICING

COMMON

- ACCORDING TO WEIGHT CLASSES
- PAYING FOR

SPECIAL RATES

- Co rates
- Class rates
- PRICES PER LOAD UNIT, pivot weight and maximum weight

PRICING

OVERCHARGES AND OTHER COSTS

- **TEMPORARY:** bunker, Security tax
- **ATTACHED COSTS :** AWB tax, security tax, Ad valorem and treatment tax
- **CODES**

EXTRA COSTS

- AC ANIMAL CONTAINER
- AS ASSEMBLY SERVICE FEE
- AW AIR WAY BILL FEE PACKAGING
- CD CLEARANCE AND HANDLING DESTINATION
- DB DISBURSMENT FEE
- DF DISTRIBUTION SERVICE FEE
- GT GOVERNMENT TAX
- LA LIVE ANIMALS

EXTRA COSTS

- MAI MISCELLANEOUS DUE AGENT
- MC MISCELLEANEOUS DUE CARRIER
- RA DANGEROUS GOODS SURCHARGESD SURFACE CHARGE DESTINATION
- SI STOP IN TRANSIT
- SQ STORAGE ORIGIN
- SP SEPARATE EARLY RELEASE
- SS SIGNATURE SERVICE
- SU SURFACE CHARGES
- UH ULD HANDLING

TRANSPORT ORGANISATION

CONSOLIDATION

- INTEREST
- MODALITIES



AIR FREIGHT CHARTERING

SECURED PAYMENT WITH AIR FREIGHT

COMMERCIAL
INVOICE


CASH AGAINST
PAYMENT

LETTER OF
CREDIT

- Shipper advantage

POSTAL PARCEL

- WHAT IS AT STAKE WITH EXPRESS SERVICE 0 to 30 kg
- TRADITIONAL SERVICE
 - SERVICES
 - WEIGHT AND dimensions
 - DELAY
 - CLEARANCE

LA POSTE 		FRANCE		DÉCLARATION EN DOUANE		CN 23		
Expéditeur	Nom			Procédure simplifiée postale n° (facultatif)		N° de l'envoi (code à barres, s'il existe). Peut être ouvert d'office		
	Société							
	Adresse							
	Code postal	Ville						
Destinataire	FRANCE							
	Nom							
	Société							
	Adresse			Référence de l'importateur (code fiscal/n° de TVA/code de l'importateur/procédure simplifiée postale n°) (facultatif)				
Code postal	Ville			N° de téléphone/fax/e-mail de l'importateur (si connus)				
PAYS								
Description détaillée du contenu (1)		Quantité (2)	Poids net (en kg) (3)	Valeur (5)	Pour les envois commerciaux seulement			
					N° tarifaire du SH (7)	Pays d'origine des marchandises (8)		
			Poids brut total (4)	Valeur totale (6)	Frais de port/Frais (9)			
Catégorie de l'envoi (10)		Echantillon commercial		Explication :		Bureau d'origine/Date de dépôt		
<input type="checkbox"/> Cadeau <input type="checkbox"/> Document		<input type="checkbox"/> Retour de marchandise <input type="checkbox"/> Autre						
Observations (11) : (p. ex. marchandise soumise à la quarantaine/à des contrôles sanitaires, phytosanitaires ou à d'autres restrictions)						Je certifie que les renseignements donnés dans la présente déclaration en douane sont exacts et que cet envoi ne contient aucun objet dangereux ou interdit par la législation ou la réglementation postale ou douanière.		
Licence (12)		Certificat (13)		Facture (14)		Date et signature de l'expéditeur (15)		
N° (s) de la/des licences		N° (s) du/des certificats		N° de la facture				



POSTAL SHIPMENT

- Europe
follow up ex.
colissimo

Intermediary
offers

DHL EXPRESS

BORDEREAU D'EXPEDITION

1 Expéditeur / Sender

NOM / NAME FONTAINE LILIE
 PRENOM / FIRST NAME RAYMOND DANIEL
 ADRESSE / ADDRESS BOUTEVARD LATRIZIE
 ILOT 16 / 27 HE 711
 ABIDJAN 27 (C.I.)

2 Destinataire / Consigné

NOM / NAME
 PRENOM / FIRST NAME JEAN-CLAUDE
 ADRESSE / ADDRESS 45 Rue Du
 FRANCE

3 Information de l'expédition / Shipping Information

CHEQUE Paiement par VCB Valeur du bien en 722 €
 Livraison gratuite Express 48h à Domicile Oui / Départ 901 / 10 / 31

4 Frais d'expédition / Shipping value

DETAILS / PRIX TTC (€)	
TRANSPORT aérien <i>(En fonction de la destination)</i>	50,00
ASSURANCE <i>(0.5% de la valeur du colis)</i>	100,00
LIVRAISON 185 devises <i>(En fonction de la distance)</i>	30,00
RESTE A PAYER	100,00

QUIZ AIR

[Quiz3air.pdf](#)

THE FORWARDING AGENT

- A coordinator of transport
- Clearing agent
 - Formalities
- Consolidator
- Freight forwarder
- Pricing
 - Export
 - import
- Criteria of choice
- Selection
 - Geographical
 - Mean of transportation
 - specialty



Case : a freight consolidation

Vamos consolidator 'buys' 100 containers of 20' from RS Shipping on vessel S/S/ AMIGO voyage no 8 the route is from Antwerp to Vera Cruz (importing country) at a discounted box rate of US\$ 1300/ container. To explain the case, it is assumed that the freight is charged on measure basis only, instead of weight or measure, and assumed that the capacity of a 20' container is 33 cbm.

As such Vamos consolidator 'buys' a total fixed shipping space of 3,300 cbm at the ocean freight cost of US\$39.394/CBM.

If the shipper VIXTOOL books 10 cbm of space for its product directly with RS Shipping, on the same vessel and voyage number, the LCL rate is US\$55/CBM. If the shipper KRUGER books a 20' container directly with RS Shipping the FCL flat rate is US\$1500/container which is US\$45.455/CBM.

In case Kruger is able to load 28 cbm only due to the odd sized export packages, the freight cost is US\$53.571/CBM.

In general the CBM cost of FCL is lower than the LCL.

Vamos consolidator, which does not operate or own any ships, offers VIXTOOL and other LCL shippers to transport their goods at US\$ 54/CBM against US\$55/CBM from RS Shipping.

VAMOS offers KRUGER and other FCL shippers at US\$1,450/container against the US\$1,500/container from RS Shipping.

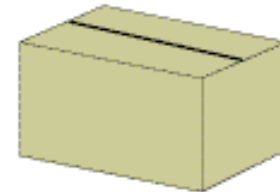
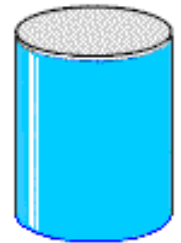
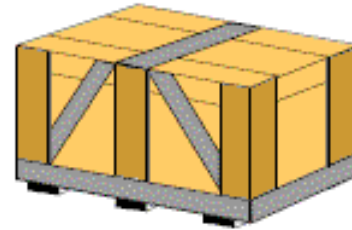
In practice, the consolidator 'selling' at the same rate as the shipping company is not uncommon.

Vamos groups all LCLs of individual shippers into FCLs, and then delivers all FCLs to RS Shipping in one lot, that is 100 containers of 20' or less, if the space is not fully 'sold'.

In such a case, VAMOS consolidator operates as a NVOCC and issues freight forwarder bill of lading to each shipper, without receiving a commission from RS Shipping.

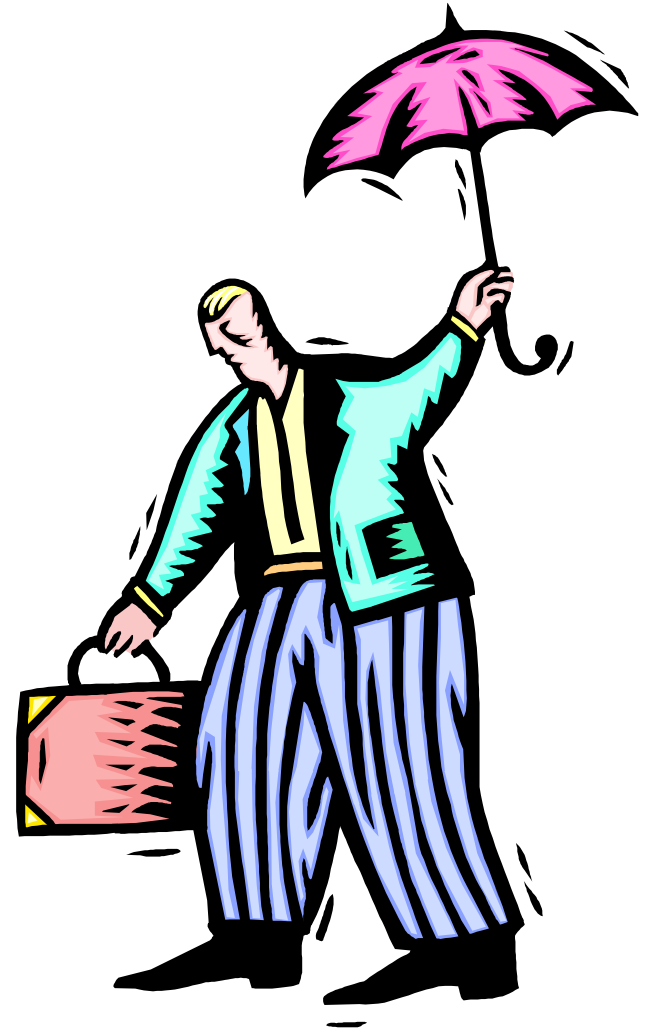
INTERNATIONAL PACKAGING ISSUES

- Main goal
- Stresses in intermodal movements
 - Insufficiency of packing
 - Major maritime casualties
 - Climate
- Case of a Taiwan firm
- Weight of packaging, a dual purpose



TRANSPORT RESPONSIBILITY

- Transport liability
 - Liability insurance
 - Carrier insurance
 - Quay insurance
 - Warehousing insurance
- Transport risks
 - Damage
 - delay
 - Forwarding agent's responsibility
 - Various sea transport guarantees



Risks that can be covered

Fire or explosion

Vessel sunk, burnt ...

Land conveyance overturned or derailed

Collision or contact of vessel with any external objects except water

Discharge of cargo at port of distress

Earthquake, volcanic eruption

Malicious damage : theft

Delay

Inherent vice or nature of the subject matter insured

Willful misconduct of the assured

General average sacrifice

Jettison (délestage)

Entry of sea, river or lake into vessel or place of storage

Total loss of any package lost overboard, or dropped while loading on to

Piracy

War

Strikes riots and civil commotions includes terrorsits or any persons acting from a political motive

Use of any atomic or nuclear weapon

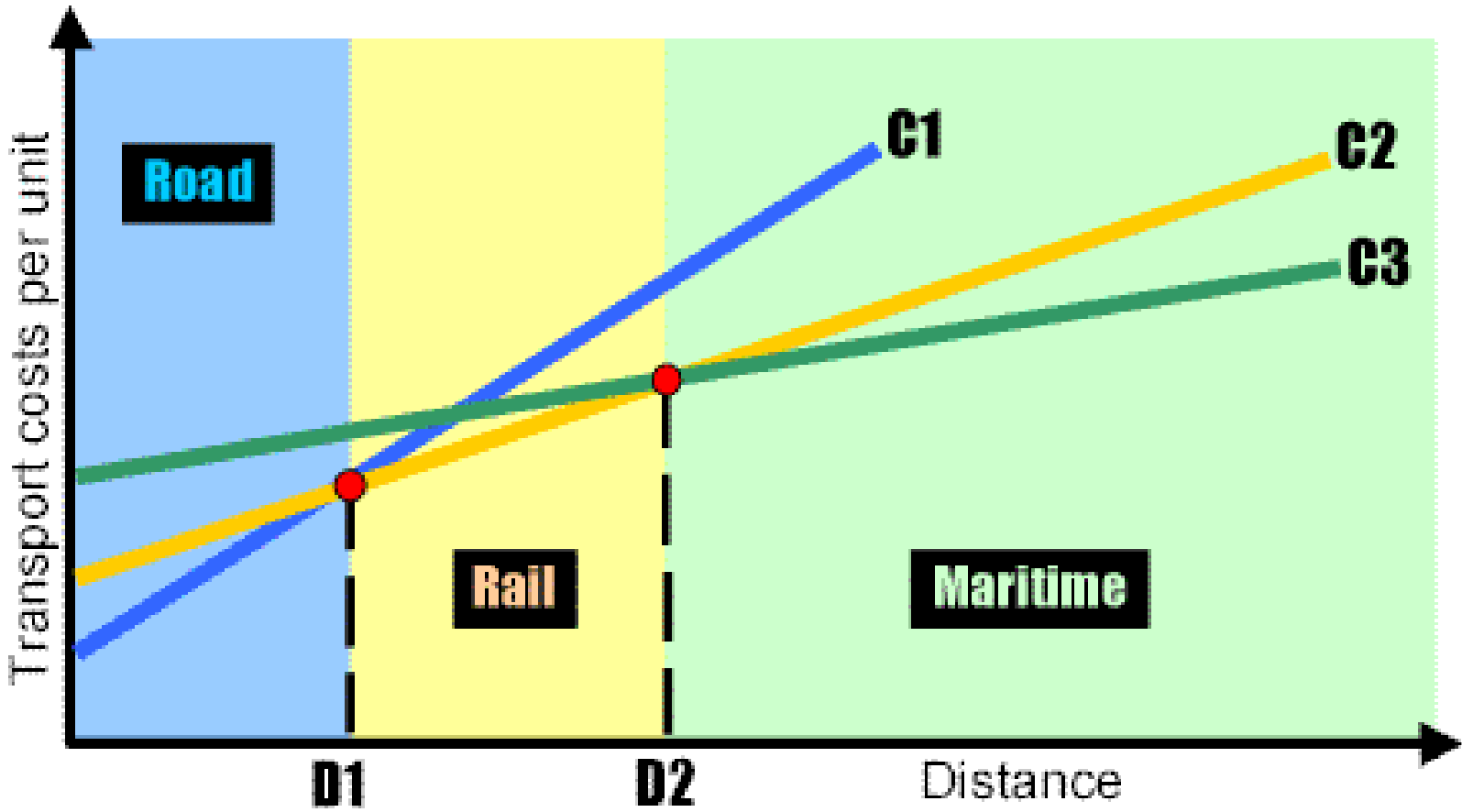
Ordinary leakage, ordinary loss in weight or volume

Insufficiency of packing

Unseaworthiness of vessel at the time of loading

Insolvency or financial default of the owners or operators of the vessel

Intermodal costs



PIONEER SHIPPING LOGISTICS INC.

SEAWAY BILL (NON NEGOTIABLE COPY)

SHIPPER EXPORTER KLARA HOBZA C/O SIBONY 63 FLUSHING AVE, UNIT 200STE 323A BROOKLYN NY 11205		BILL OF LADING NO. NYCHAM10054	EXPORT REFERENCES LOT #:OE-10054	
CONSIGNEE KLARA HOBZA C/O TILL KRAUSE LORSENPIATZ 4 22767 HAMBURG TEL: 40-3861-9754 FAX: 4037503069 Contact: KLARA HOBZA C/O TILL KRAUS		IN WITNESS WHEREOF, THE UNDERSIGNED SIGNING ON BEHALF OF PIONEERSHIPING INC. HAS SIGNED THREE(3) BILLS OF LADING, ALL OF THE SAME TENOR AND DATE, ONE OF WHICH BEING ACCOMPLISHED, THE OTHERS TO STAND VOID.		
NOTIFY PARTY		ATTENTION OF SHIPPER. THE TERMS AND CONDITIONS OF THE ORDER BILL OF LADING UNDER WHICH THIS SHIPMENT IS ACCEPTED ARE PRINTED ON THE BACK HEREOF. NOTE: UNLESS OTHERWISE SPECIFIED THE CHARGES LISTED ABOVE DO NOT INCLUDE CUSTOMS CLEARANCE AND SIMILARY NON TRANSPORTATION CHARGES WHICH ARE FOR THE ACCOUNT OF THE CARGO.		
PLACE OF RECEIPT NEW YORK	CARGO INSURANCE		B/L EXPRESS RELEASED FREIGHT PREPAID	
EXPORTING CARRIER DUBLIN EXPRESS	PORT OF LOADING NEW YORK		ONWARD INLAND ROUTING	
PORT OF DISCHARGE DUBLIN	PLACE OF DELIVERY HAMBURG		BOOKING NO. 384732NYHAM	
MARKS AND NUMBERS	NO OF PKGS	DESCRIPTION GOODS	GROSS WT	MEASUREMENT
KLARA HOBZA	7 CTN	7 CARTONS STC: PERSONAL EFFECTS AES ITN:X20090914033918	109.43 KGS	1.30 CBM
CONTAINER NO. NYKU5724883	SEAL#			CFS/CFS
THESE COMMODITIES TECHNOLOGY OR SOFTWARE WERE EXPORTED FROM THE U.S. IN ACCORDANCE WITH THE EXPORT ADMINISTRATION REGULATIONS. THESE COMMODITIES LICENSED BY THE U.S. FOR ULTIMATE DESTINATION DIVERSION CONTRARY TO U.S. LAW PROHIBITED. THE SCREENS OF THE O/H PROPERLY ENDORSED SHALL BE REQUIRED OF THE PROPERTY. INSPECTION OF PROPERTY COVERED BY THIS B/L WILL NOT BE PERMITTED UNLESS PERMISSION IS ENDORSED ON THIS ORIGINAL BILL OF LADING OR GIVEN IN WRITING BY THE SHIPPER.				
To Obtain Delivery Contact WORLD NET LOGISTICS(GERMANY) DIEPENAU 28195 BREMAN, GERMANY TEL: 49-421333088-12 FAX: 49-42133308		ON BOARD DATE 09/26/09	SHIPPER REFERENCE	
		B/L ISSUED IN NEW YORK	EXCESS VALUE	

SongAnhlogs.com

**BIMCO LINER BILL OF LADING
CODE NAME: "CONLINEBILL 2000"**



Amended January 1950; August 1952; January 1973;
July 1974; August 1976; January 1978; November 2000.

Shipper (full style and address)		B/L No.		Reference No.	
Consignee (full style and address) or Order		Vessel			
Notify Party (full style and address)		Port of loading		Port of discharge	
PARTICULARS DECLARED BY THE SHIPPER BUT NOT ACKNOWLEDGED BY THE CARRIER					
Container No./Seal No./Marks and Numbers	Number and kind of packages, description of cargo	Gross weight, kg	Measurement, m ³		
<p>SHIPPED on board in apparent good order and condition (unless otherwise stated herein) the total number of Containers/Packages or Units (indicated) in the box opposite entitled "Total number of Containers/Packages or Units received by the Carrier" and the cargo as specified above, weight, measure, marks, numbers, quality, contents and value unknown, for carriage to the Port of discharge or so near thereto as the vessel may safely get and to be delivered in the like good order and condition at the Port of discharge unto the lawful holder of the Bill of Lading, on payment of freight as indicated to the right plus other charges incurred in accordance with the provisions contained in this Bill of Lading. In accepting this Bill of Lading the Merchant expressly accepts and agrees to all its stipulations on both Page 1 and Page 2, whether written, printed, stamped or otherwise incorporated as if they were all signed by the Merchant. One original Bill of Lading must be surrendered duly endorsed in exchange for the cargo or delivery order, whereupon all other Bills of Lading to be void. IN WITNESS whereof the Carrier, Master or their Agent has signed the number of original Bills of Lading stated below right, all of this tenor and date.</p>					
Carrier's name/principal place of business		Date shipped on board		Place and date of issue	
Signature		Number of original Bills of Lading		Pre-carriage by**	
or, for the Carrier		Place of receipt by pre-carrier**			
(Master's name/signature) as Master		Place of delivery by on-carrier**			
(Agent's name/signature) as Agents					

Copyright issued by
BIMCO, Copenhagen, 2000.

*As defined hereinafter (Cl. 1)
**Applicable only when pre-carriage is arranged in accordance with Clause 8

BIMCO LINER BILL OF LADING
Code Name: "ONLINEBILL 2000"

Page 2

1. Definition.

"Merchant" includes the shipper, the receiver, the consignee, the holder of the Bill of Lading, the owner of the cargo and any person entitled to possession of the cargo.

2. Notification.

Any mention in this Bill of Lading of parties to be notified of the arrival of the cargo is solely for the information of the Carrier and failure to give such notification shall not involve the Carrier in any liability nor relieve the Merchant of any obligation hereunder.

3. Liability for Carriage Between Port of Loading and Port of Discharge.

(a) The International Convention for the Unification of Certain Rules of Law relating to Bills of Lading signed at Brussels on 25 August 1924 (The Hague Rules) as amended by the Protocol signed at Brussels on 23 February 1968 (The Hague-Visby Rules) and as enacted in the country of shipment shall apply to this Contract. When the Hague-Visby Rules are not enacted in the country of shipment, the corresponding legislation of the country of destination shall apply, irrespective of whether such legislation may only regulate outbound shipments.

When there is no enactment of the Hague-Visby Rules in either the country of shipment or in the country of destination, the Hague-Visby Rules shall apply to this Contract save where the Hague Rules as enacted in the country of shipment or, if no such enactment is in place, the Hague Rules as enacted in the country of destination apply compulsorily to this Contract. The Protocol signed at Brussels on 21 December 1979 (The SDR Protocol 1979) shall apply where the Hague-Visby Rules apply, whether mandatorily or to this Contract.

The Carrier shall in no case be responsible for loss of or damage to cargo arising prior to loading, after discharging, or with respect to deck cargo and live animals.

(b) If the Carrier is held liable in respect of delay, consequential loss or damage other than loss of or damage to the cargo, the liability of the Carrier shall be limited to the freight for the carriage covered by this Bill of Lading, or to the limitation amount as determined in sub-clause 3(a), whichever is the lesser.

(c) The aggregate liability of the Carrier and/or any of his servants, agents or independent contractors under this Contract shall, in no circumstances, exceed the limits of liability for the total loss of the cargo under sub-clause 3(a) or, if applicable, the Additional Clause.

4. Law and Jurisdiction.

Disputes arising out of or in connection with this Bill of Lading shall be exclusively determined by the courts and in accordance with the law of the place where the Carrier has his principal place of business, as stated on Page 1, except as provided elsewhere herein.

5. The Scope of Carriage.

The intended carriage shall not be limited to the direct route, but shall be deemed to include any proceeding or returning to or stopping or slowing down at or from any ports or places for any reasonable purpose connected with the cargo (including bunkering, loading, discharging, or other cargo operations and maintenance of Vessel and crew).

6. Substitution of Vessel.

The Carrier shall be at liberty to carry the cargo or part thereof to the Port of discharge by the aid of (one or more) other vessel(s) other than the Carrier or others, or by other means of transport, proceeding either directly or indirectly to each port.

The Carrier shall be at liberty to engage (hire) and to load the cargo either on shore or on board and to forward the same to the Port of discharge.

8. Liability for Pre and On-Carriage.

When the Carrier arranges pre-carriage of the cargo from a place other than the Vessel's Port of loading or on-carriage of the cargo to a place other than the Vessel's Port of discharge, the Carrier shall contract with the Merchant's Agent only and the Carrier shall not be liable for any loss or damage arising during any part of the carriage other than between the Port of loading and the Port of discharge even though the freight for the whole carriage has been collected by him.

9. Loading and Discharging.

(a) Loading and discharging of the cargo shall be arranged by the Carrier or his Agent.

(b) The Merchant shall, at his risk and expense, handle and store the cargo before loading and after discharging.

(c) Loading and discharging may commence without prior notice.

(d) The Merchant or his Agent shall tender the cargo when the Vessel is ready to load and as fast as the Vessel can receive loading. If required by the Carrier, outside ordinary working hours notwithstanding any custom of the port. If the Merchant or his Agent fails to tender the cargo when the Vessel is ready to load or fails to load as fast as the Vessel can receive the cargo, the Carrier shall be relieved of any obligation to load the cargo. The Vessel shall be entitled to leave the port without further notice and the Merchant shall be liable to the Carrier for deadweight and/or any overtime charges, losses, costs and expenses incurred by the Carrier.

(e) The Merchant or his Agent shall take delivery of the cargo as fast as the Vessel can discharge including, if required by the Carrier, outside ordinary working hours notwithstanding

any custom of the port. If the Merchant or his Agent fails to take delivery of the cargo the Carrier's discharging of the cargo shall be deemed fulfilment of the contract of carriage. Should the cargo not be applied for within a reasonable time, the Carrier may sell the same privately or by auction. If the Merchant or his Agent fails to take delivery of the cargo as fast as the Vessel can discharge, the Merchant shall be liable to the Carrier for any overtime charges, losses, costs and expenses incurred by the Carrier.

(f) The Merchant shall accept his reasonable proportion of undischarged loose cargo.

10. Freight Charges, Costs, Expenses, Duties, Taxes and Fines.

(a) Freight, whether paid or not, shall be considered as fully earned upon loading and non-refundable in any event. Unless otherwise specified, freight and/or charges under this Contract are payable by the Merchant to the Carrier on demand. Interest at Libor (or its successor) plus 2 per cent. shall run from fourteen days after the date when freight and charges are payable.

(b) The Merchant shall be liable for all costs and expenses of fumigation, gathering and sorting loose cargo and weighing onboard, repacking cargo and repacking packing due to accepted causes, and any extra handling of the cargo for any of the abovementioned reasons.

(c) The Merchant shall be liable for any dues, duties, taxes and charges which under any denomination may be levied, inter alia, on the basis of freight, weight of cargo or tonnage of the Vessel.

(d) The Merchant shall be liable for all fines, penalties, costs, expenses and losses the Carrier, Vessel or cargo may incur through non-observance of Customs House and/or import or export regulations.

(e) The same shall be liable in case of incorrect declaration of contents, weights, measurements or value of the cargo. If a claim is made against the Carrier, the Merchant shall be liable to indemnify the Carrier against such claim. For the purpose of ascertaining the actual facts, the Carrier shall have the right to obtain from the Merchant the original invoice and to weigh the cargo inspected and its contents, weight, misstatement of value verified.

11. Lien.

The Carrier shall have a lien on all cargo for any amount due under this contract and the costs of any amount and shall be entitled to sell the cargo privately or by auction to satisfy any such claim.

12. General Average and Salvage.

General Average shall be adjusted, stated and settled in London according to the York-Antwerp Rules 1904, or any modification thereof, in respect of all cargo, whether carried on or under deck, in the event of accident, damage, damage or greater before or after commencement of the voyage resulting from any cause whatsoever, whether due to negligence or not, for which or for the consequence of which the Carrier is not responsible by virtue of contract or otherwise. The Merchant shall contribute with the Carrier in General Average to the payment of any losses or expenses of a General Average adjustment which may be made or incurred, and shall pay salvage and special charges incurred in respect of the cargo. If a salvaging vessel is owned or operated by the Carrier, salvage shall be paid for as fully as if the salvaging vessel or vessel belonged to strangers.

13. Both-to-Blame Collision Clause.

If the Vessel comes into collision with another vessel as a result of the negligence of the other vessel and any act, negligence or default of the Master, Mate, Pilot or the servants of the Carrier in the navigation or in the management of the Vessel, the Merchant will indemnify the Carrier against all loss or liability to the other or non-carrying vessel or her Owner so far as such loss or liability represents loss of or damage to or any claim whatsoever of the owner of the cargo paid or payable by the other or non-carrying vessel or her Owner to the owner of the cargo and set-off, recouped or recovered by the other or non-carrying vessel or her Owner as part of his claim against the carrying vessel or Carrier. The foregoing provisions shall also apply where the Owner, operator or those in charge of any vessel or vessels or objects other than, or in addition to, the colliding vessels or objects are at fault in respect of a collision or contact.

14. Government directions, War, Epidemics, Ice, Strikes, etc.

(a) The Master and the Carrier shall have liberty to comply with any order or directions or recommendations in connection with the carriage under this Contract given by any Government or Authority, or anybody acting or purporting to act on behalf of such Government or Authority, or having under the terms of the insurance on the Vessel the right to give such orders or directions or recommendations. The foregoing provisions shall also apply where the Owner, operator or those in charge of any vessel or vessels or objects other than, or in addition to, the colliding vessels or objects are at fault in respect of a collision or contact.

(b) Should it appear that epidemics, quarantine, ice, labour troubles, labour obstructions, strikes, lockouts (whether

onboard or on shore), difficulties in loading or discharging would prevent the Vessel from leaving the Port of loading or reaching or entering the Port of discharge or those discharging in the usual manner and departing therefrom, all of which safety and without unreasonable delay, the Master may discharge the cargo at the Port of loading or any other safe and convenient port.

(c) The discharge, under the provisions of this Clause, of any cargo may be deemed due fulfilment of the contract of carriage.

(d) If in connection with the exercise of any liberty under this Clause any extra expenses are incurred they shall be paid by the Merchant in addition to the freight, together with return freight, if any, and a reasonable compensation for any extra services rendered to the cargo.

15. Defences and Limits of Liability for the Carrier, Servants and Agents.

(a) It is hereby expressly agreed that no servant or agent of the Carrier (which for the purpose of this Clause includes every independent contractor from time to time employed by the Carrier) shall in any circumstances whatsoever be under any liability whatsoever to the Merchant under this Contract of carriage for any loss, damage or delay of whatsoever kind arising or resulting directly or indirectly from any act, neglect or default on his part while acting in the course of or in connection with his employment.

(b) Without prejudice to the generality of the foregoing provisions in this Clause, every exemption clause, limitation, condition and warranty (whether or not written) contained in any bill of lading or other document issued by the Carrier shall be null and void insofar as it purports to exempt the Carrier, his servants or agents from liability for loss of or damage to the cargo.

(c) The Merchant acknowledges that no claim shall be made against any servant or agent of the Carrier and, if any claim should nevertheless be made, to indemnify the Carrier against all consequences thereof.

(d) For the purpose of all the foregoing provisions of this Clause the Carrier is or shall be deemed to be acting as agent or trustee on behalf of and for the benefit of all persons who might be his servants or agents from time to time and all such persons shall to this extent be or shall be deemed to be parties to the Contract of carriage.

16. Stowage.

(a) The Carrier shall have the right to stow cargo by means of containers, trailers, transportable tanks, flats, pallets, or similar articles of transport used to consolidate goods.

(b) The Carrier shall have the right to affix containers, trailers, transportable tanks and covered flats, whether stowed by the Carrier or received by him in a stowed condition from the Merchant, on or under deck without notice to the Merchant.

17. Shipper-Packed Containers, Trailers, Transportable Tanks, Flats and Pallets.

(a) If a container has not been filled, packed or stowed by the Carrier, the Carrier shall not be liable for any loss of or damage to its contents and the Merchant shall cover any loss or expense incurred by the Carrier, if such loss, damage or expense has been caused by:

(i) negligent filling, packing or stowing of the container; (ii) the contents being unsuitable for carriage in container; or (iii) the unsuitability or defective condition of the container unless the container has been supplied by the Carrier and the unsuitability or defective condition would not have been apparent upon reasonable inspection at or prior to the time when the container was filled, packed or stowed.

(b) The provisions of sub-clause (a) of this Clause also apply with respect to trailers, transportable tanks, flats and pallets which have not been filled, packed or stowed by the Carrier.

(c) The Carrier does not accept liability for damage due to the unsuitability or defective condition of reefer equipment or trailers supplied by the Merchant.

18. Return of Containers.

(a) Containers, pallets or similar articles of transport supplied by or on behalf of the Carrier shall be returned to the Carrier in the same order and condition as handed over to the Merchant, normal wear and tear excepted, with interiors clean and within the time prescribed in the Carrier's tariff or elsewhere.

(b) The Merchant shall be liable to the Carrier for any loss, damage to, or delay, including demurrage and detention incurred by or sustained to containers, pallets or similar articles of transport during the period between handing over to the Merchant and return to the Carrier.

ADDITIONAL CLAUSES

U.S. Trade, Period of Responsibility.
(a) In case the Contract evidences the Bill of Lading is subject to the Shipping Act of 1924 as amended by the Act of the United States of America, 1938 (U.S. COGSA), then the provisions stated in said Act shall govern before loading and after discharge and throughout the entire time the cargo is in the Carrier's custody and in which event freight shall be payable on the cargo commencing at the time of loading.

(b) The U.S. COGSA applies, and unless the nature and value of the cargo has been declared by the shipper before the cargo has been loaded over to the Carrier and inserted in this Bill of Lading, the Carrier shall in no event be or become liable for any loss or damage to the cargo in an amount exceeding USD 500 per package or customary freight unit.



Code Name: "COMBICONBILL"
Shipper

Bl. No.

Reference No.

Negotiable
COMBINED TRANSPORT BILL OF LADING
Revised 1995

Consigned to order of

Notify party/address

Place of receipt

Ocean Vessel Port of loading

Port of discharge Place of delivery

Freight payable at Number of original Bills of Lading

Marks and Nos. Quantity and description of goods

Gross weight, kg, Measurement, m³

Particulars above declared by Shipper

Freight and charges

RECEIVED the goods in apparent good order and condition and, as far as ascertained by reasonable means of checking, as specified above unless otherwise stated.
The Carrier, in accordance with and to the extent of the provisions contained in the Bill of Lading, and with liberty to sub-contract, undertakes to perform and/or in his own name to procure performance of the combined transport and the delivery of the goods, including all services related thereto, from the place and time of taking the goods in charge to the place and time of delivery and accepts responsibility for such transport and such services.
One of the Bills of Lading must be surrendered duly endorsed in exchange for the goods or delivery order.
IN WITNESS whereof TWO (2) original Bills of Lading have been signed, if not otherwise stated above, one of which being accomplished the other(s) to be void.

Shipper's declared value of
subject to payment of above extra charge.

Place and date of issue
Signed for
..... as Carrier

Note:
The Merchant's attention is called to the fact that according to Clauses 10 to 12 and Clause 24 of this Bill of Lading, the liability of the Carrier, in most cases, limited in respect of loss of or damage to the goods and delay.

by
As agent(s) only to the Carrier

Copyright, published by
The Baltic and International Maritime Council
(BIMCO), Copenhagen, 1995



Asking for a
quotation


Seller

Load

**Insurance
information**



Seller

- Company
 - Name of contact
 - Occupation of contact
 - Email
 - Company phone
 - Cell phone
 - Fax
 - Postal address
 - Zip code
 - City
 - Country
 - Company website
 - European vat no
- 

Load

- Description
- Number of pallets / of parcels
- Unit weight (tone) , Length (m), Width (m)
- Height (m), Volume (m)
- Regulated product : yes no
- Should it be yes, kind of product
- Packaged product, Paletized product
- Company for delivery, Adress for delivery
- Zip code for delivery, City of delivery
- Country of delivery
- Expected date of delivery
- Type of favourite transportation : none, sea, rail, air, road, barging



Insurance information

- Cargo insurance : yes , no
- Coverage required
- Insurance value to be covered



Transport quiz
[QuizTransport.pdf](#)

5- Clearing operations



COMMUNAUTÉ EUROPÉENNE				1 DÉCLARATION		A BUREAU D'EXPÉDITION / D'EXPORTATION			
EXEMPLAIRE POUR LE PAYS D'EXPÉDITION / D'EXPORTATION	1 Expéditeur / Exportateur No.		3 Formulaires		4 Lot, charg.		B		
	8 Destinataire No.		5 Articles		6 Total des colis			7 Numéro de référence	
	14 Déclarant / Représentant No.		9 Responsable financier No.		10 Pays prem. destn.			11 Pays transaction	13 P.A.C.
	18 Identité et nationalité du moyen de transport au départ		19 Cte.		20 Conditions de livraison			15 Code P. expéd./expor. a) b) 17 Code P. destination a) b)	
	21 Identité et nationalité du moyen de transport après franchissant la frontière		22 Montant et montant total facturé		23 Taux de change			24 Nature de la transaction	
	25 Mode transport à la frontière		26 Mode transport intérieur		27 Lieu de chargement			28 Données financières et bancaires	
	29 Bureau de sortie		30 Localisation des marchandises		32 Article No.			33 Code des marchandises	
	31 Coils et désignation des marchandises		34 Code P. origine a) b)		35 Masse brute (kg)			37 RÉGIME	
	36 Masse nette (kg)		38 Contingent		40 Déclaration sommaire / Document précédent			41 Unités supplémentaires	
	44 Mentions spéciales / Documents produits / Certificats et autorisations		Code M.S.		46 Valeur statistique			47 Calcul des impositions	
47 Calcul des impositions		Type	Base d'imposition	Quotité	Montant	MP	48 Rapport de paiement	49 Identification de l'entrepôt	
		Total:						B DONNÉES COMPTABLES	
80 Principal obligé No.		Signature:		C BUREAU DE DÉPART		53 Bureau de destination (et pays)		54 Lieu et date:	
51 Bureaux de passage prévus (et pays)		représenté par Lieu et date:		Cachet:		Signature et nom du déclarant/représentant:		cerfa N° 30-2051	
52 Garantie non valable pour:		54 Lieu et date:							
D CONTRÔLE PAR LE BUREAU DE DÉPART		Résultat:		Scellés apposés: Nombre:		marques:		Date (date limite):	
		Signature:							

COCAÏNE & CRACK



International trade
explosion

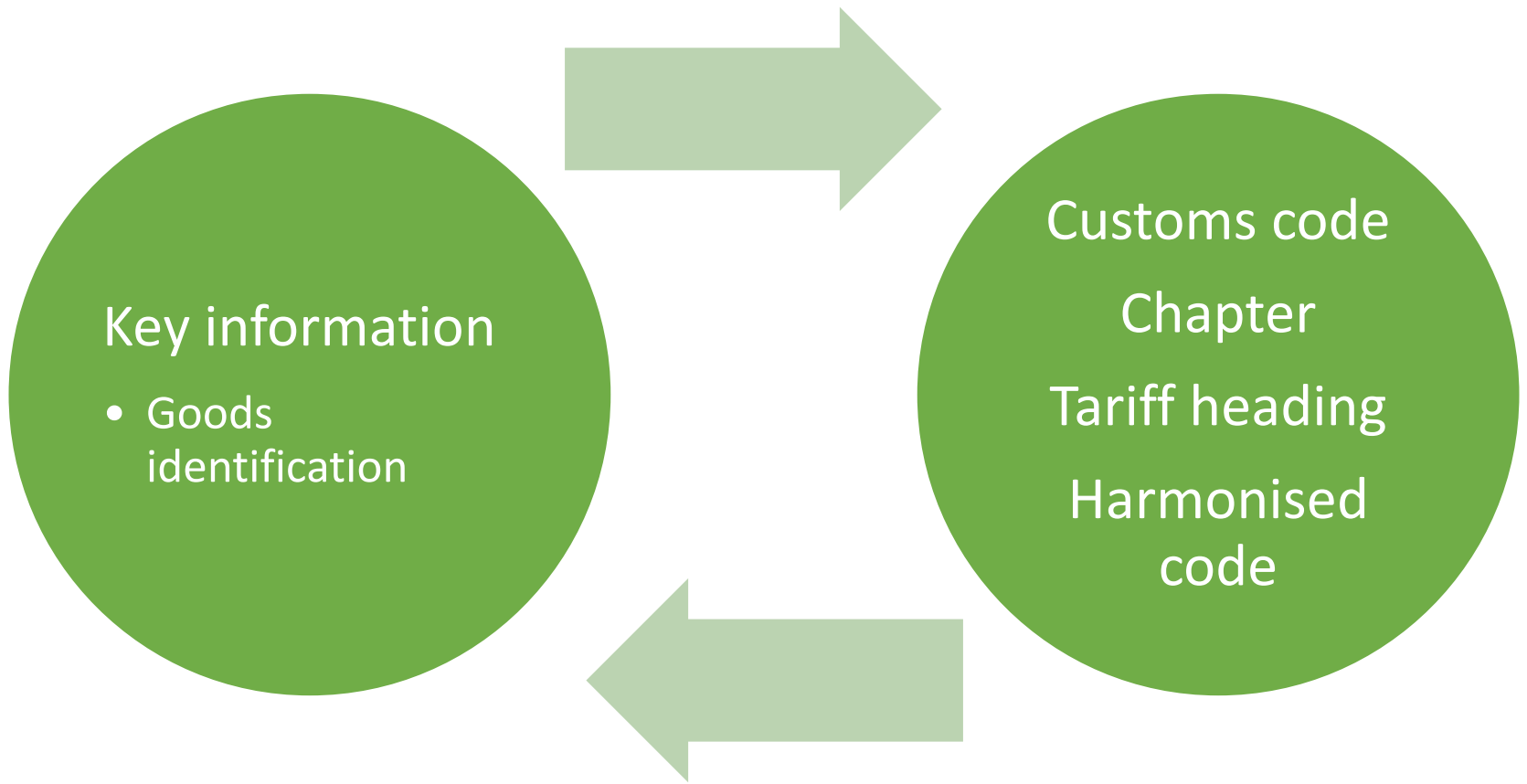
Illegal trade

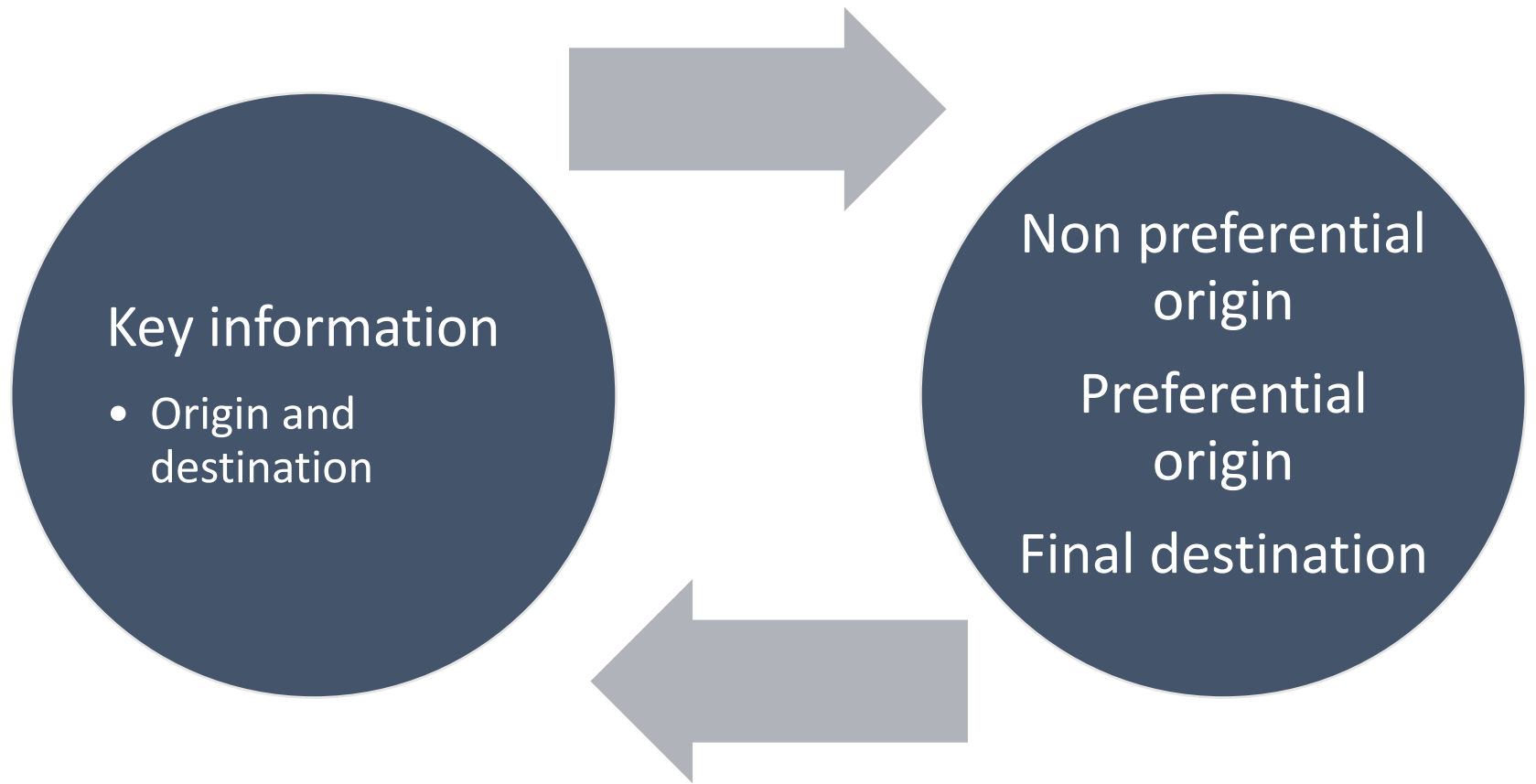
Key information

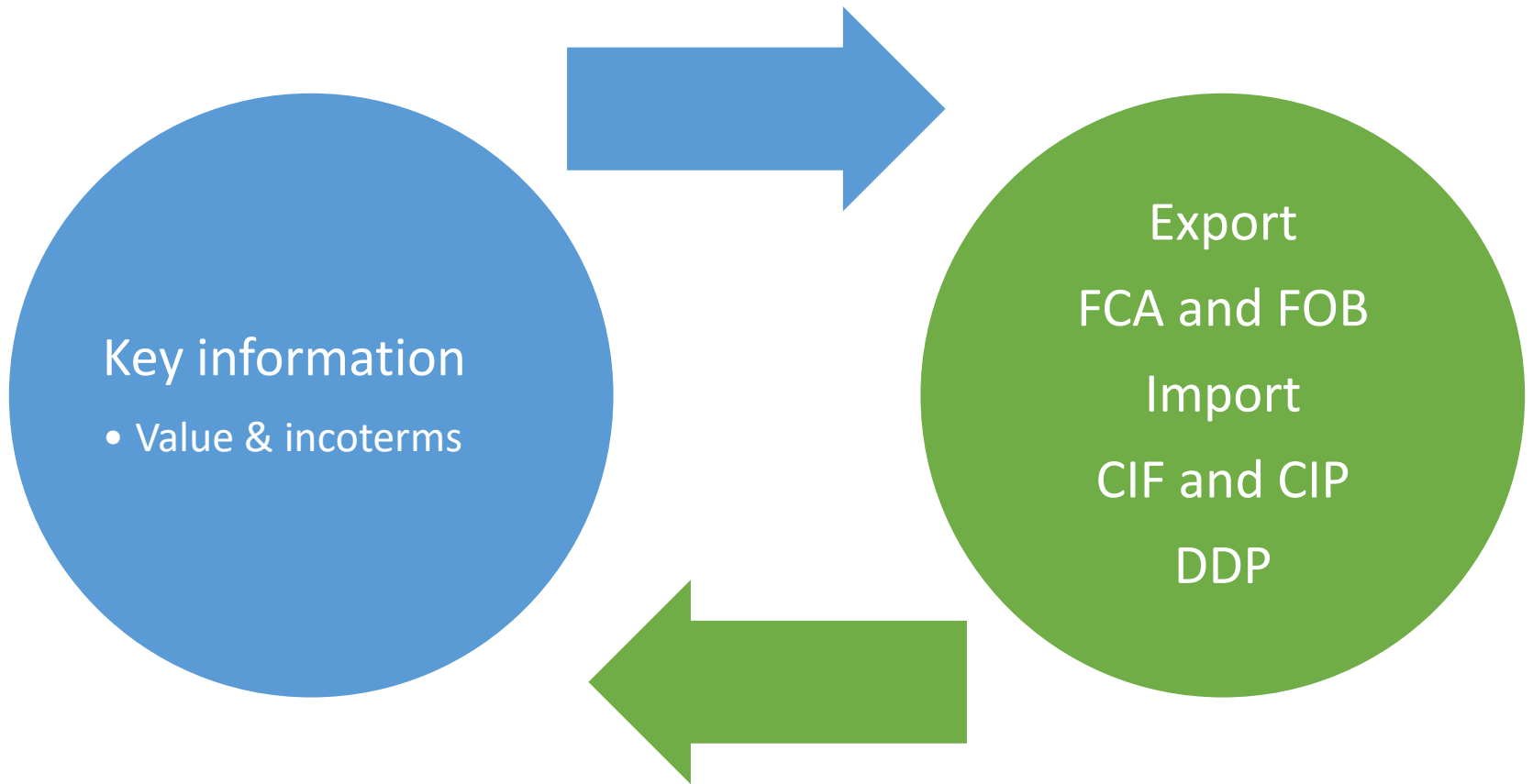
- Goods identification
- Origin and destination
- Value

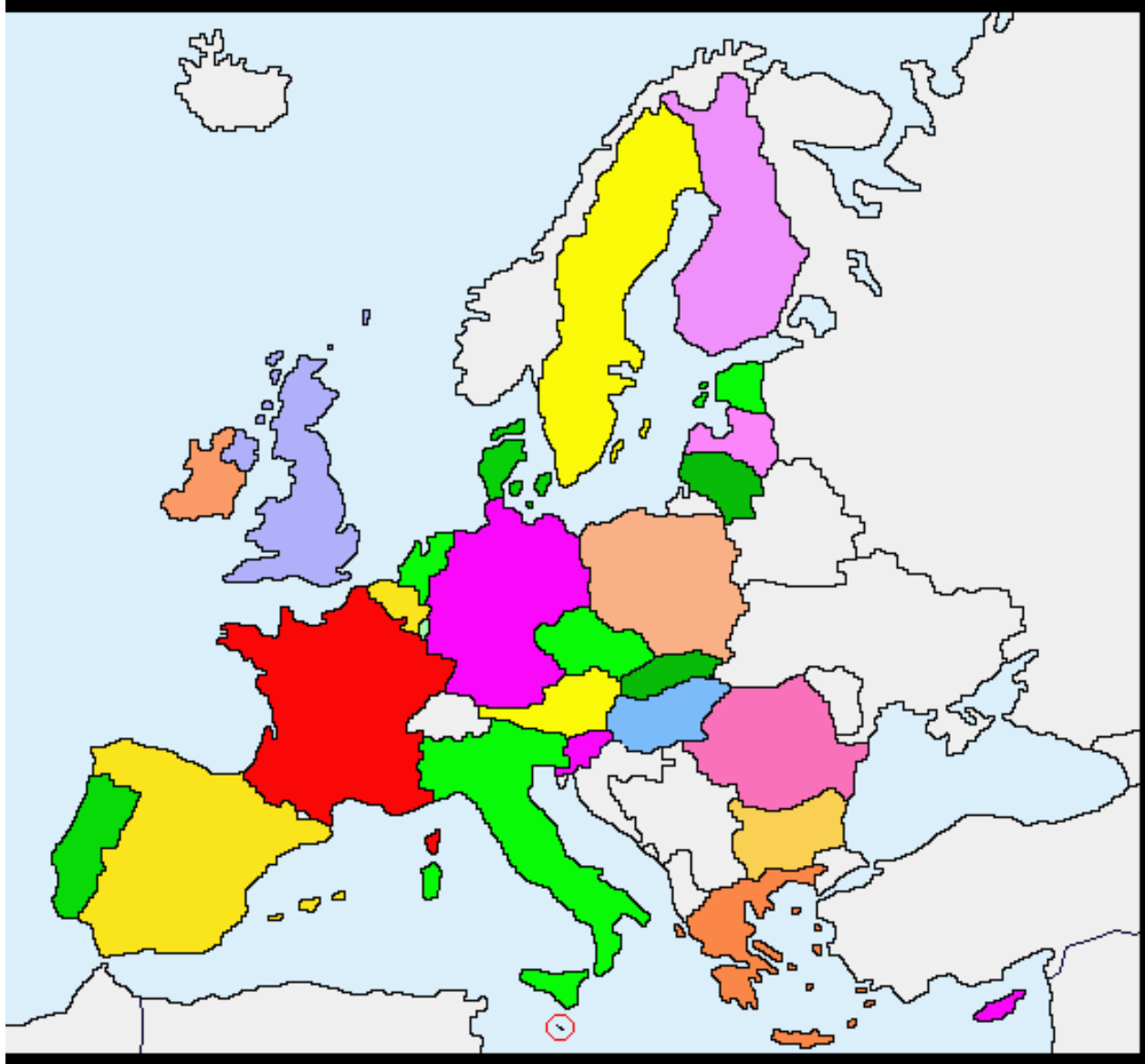
EU operations

- Free circulation
- Tax system in EU
- Customs documents









RAISON SOCIALE : BABYPRAME SA

FR : 45 655 213 747

Expéditions réalisées du 1^{er} janvier au 31 décembre 2000 : 17 126 235 francs.

Facturation le 20 février 2001 de 150 landaus pour enfants (NC 87 15 00 10) à un client assujéti néerlandais possédant le numéro d'identification
TVA : NL 787 454 197 008, pour un montant de 72 900 francs.

L'expédition a lieu le 18 février 2001 vers les Pays-Bas par transport routier. Le prix facturé inclut les frais de transport et l'assurance jusqu'à ROTTERDAM.

La déclaration d'échanges de biens doit être transmise au plus tard le 12 mars 2001 au CISD de LYON, rédigée comme suit :



n° 30-2943

MINISTÈRE DU BUDGET

Direction générale des Douanes
et Droits indirects

DÉCLARATION D'ÉCHANGES DE BIENS ENTRE ÉTATS MEMBRES DE LA C.E.E.

A. Période Année <table border="1"><tr><td>0</td><td>1</td></tr></table> Mois <table border="1"><tr><td>0</td><td>2</td></tr></table>	0	1	0	2	D. Redevable de l'information <table border="1"><tr><td>FR</td><td>4</td><td>5</td></tr></table> <table border="1"><tr><td>655 213 747</td></tr></table> Numero d'identification	FR	4	5	655 213 747	E. Service
0	1									
0	2									
FR	4	5								
655 213 747										
B. Flux Introduction <input type="checkbox"/> Expédition <input checked="" type="checkbox"/>	Raison sociale : BABYPRAME SA Adresse : 16 rue des Petits Champs 17 000 LA ROCHELLE Date, nom et signature 09/03/2001 NORMS F. Numero du tiers déclarant	(réservé à l'administration)								
C. Niveau d'obligation <table border="1"><tr><td><input checked="" type="checkbox"/></td><td>1</td></tr><tr><td><input type="checkbox"/></td><td>2</td></tr><tr><td><input type="checkbox"/></td><td>3</td></tr><tr><td><input type="checkbox"/></td><td>4</td></tr></table>	<input checked="" type="checkbox"/>		1	<input type="checkbox"/>	2	<input type="checkbox"/>	3	<input type="checkbox"/>	4	Personne à contacter : Monsieur NORMS Téléphone : 05 46 00 98 17 Télécopie :
<input checked="" type="checkbox"/>	1									
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<input type="checkbox"/>	3									
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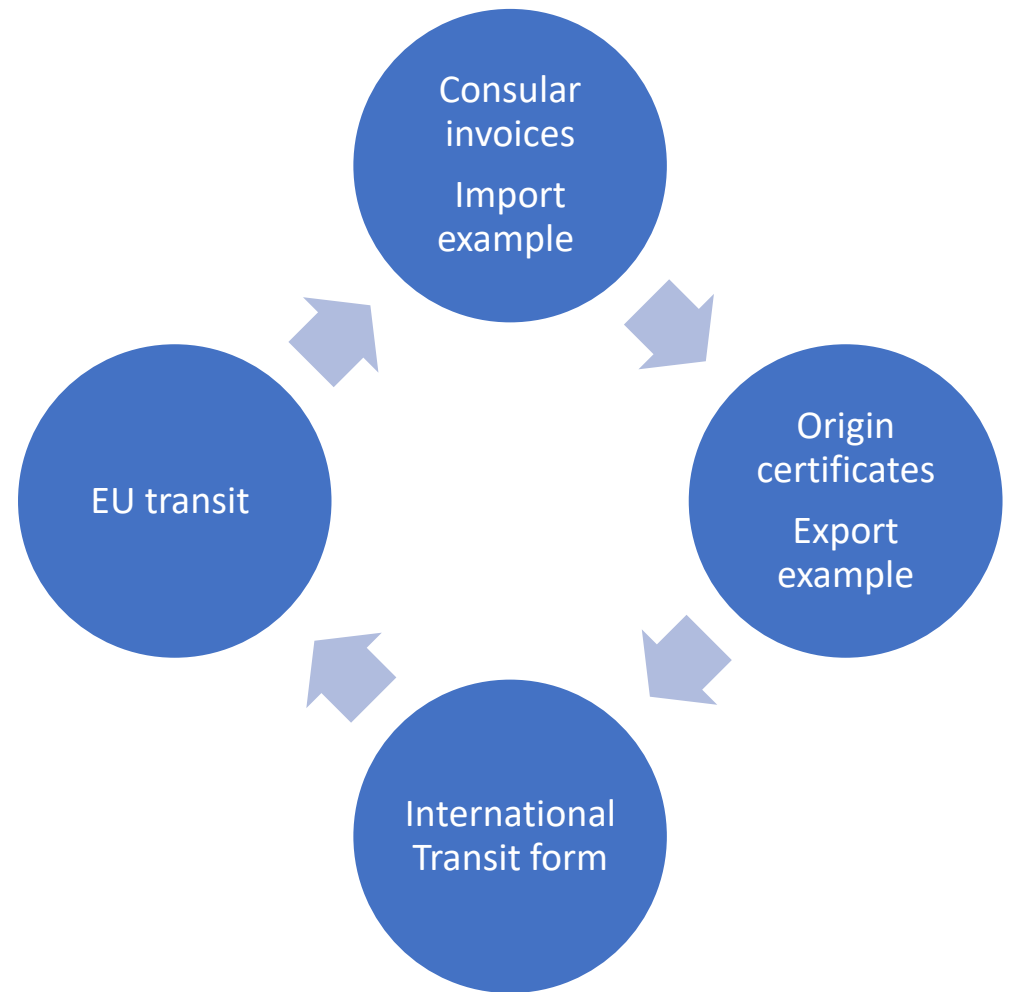
Page n°

Référence interne :

(facultative)

1	2	3	4	5	6	7	8	9	10	11	12	13	14
N° ligne	Nomenclature de produit	Pays dest. prov.	Valeur fiscale (en francs)	régime	Valeur statistique (en francs)	Masse nette	Unités supplémentaires	Nature transaction	Conditions livraison	Mode de transport	Département	Pays d'origine	N° d'identification de l'acquéreur C.E.E.
1	87150010	NL	72 900	21	71 050	1 200	150	11	CIP 2	3	17		NL 787 454 197 008

Make it easy : the clearance process export & import



Invoice, packing list
Certificates related to origin
Certificates related to conformity
Transit documents


EXPORT DECLARATION

- Key information
 - Statistical value
- Exporter
- Country of destination
- Control
 - Double use goods example

IMPORT DECLARATION

- Key information
 - Statistical value
- Importer
- Country of origin
- Control
 - Quality and sanitary
 - Duties and taxes to pay
- [Access2Markets Welcome home page \(europa.eu\)](#)

COMMUNAUTE EUROPEENNE

TRANSIT - DOCUMENT D'ACCOMPAGNEMENT	2) Prénoms/Epouse(s) GEODIS OVERSEAS No 39211803900410 3) RUE FERRER 78600 LE HAVRE DR 4030 FR		1 REGIME T1 4) Code de pays 1 1 5) Code de genre 1 6) Code de date 418		MRN05FR23000117938104 
	1) Destinataire No Societe S G		8) Numéro de permis d'importation ou, s'il y a lieu, de l'FR002300 LE HAVRE PORT 195, CHAUSSEE DU 24EME TERRITORIAL		
	10) Numéro national de l'objet de transport ou départ COL113031907 31R FR		11) Pays de destination FR		12) Autre indication au cours du transport Règles des douanes des pays d'origine 13) AUTRES AUTRES COMPÉTENTES
	3) Code et désignation des marchandises 418 CARTONS SACS NED ROTTERDAM DU 2.8.05		14) Marque de fabricant - Noms, abréviations, Nombres et mesure 418 CARTONS SACS NED ROTTERDAM DU 2.8.05	15) Article 1 No	16) Code des marchandises 17) Article brute (kg) 2335 18) Article nette (kg)
19) Marchés, espèces, Documents, Poids, Caracts et autorisations		20) Déclaration des marchandises 21) Informations sur les marchandises			
22) Transitaire Nom Lieu et pays (1) Indiquer la CE ou le VCN		(2) Indiquer la CE ou le VCN (3) Indiquer l'Etat d'origine (4) Indiquer l'Etat d'origine			
P. VISAS AUTRES COMMETEN TBS		Signature: _____ Cachet: _____ Informations déjà inscrites au système			
23) Adresse de départ 50 Avenue de la GEODIS OVERSEAS FRANCE 188 AVENUE DU BOIS DE LA PIE 95700 KOISSY FR		No 39311803900000		24) Bureau de départ LE HAVRE PORT FR002300 03/09/2005	
25) Numéro de départ 031R7780900025885		26) Numéro de destination (si applicable) 1 FR002300 CHATELROUX CRU			
27) Contrôle par le bureau de départ Reçu: Considéré satisfaisant Scelles apposés: 0 Date de validité: 14/05/2005		28) Contrôle par le bureau de destination Date d'arrivée: _____ Contrôle des scelles: _____ Remarques: _____ 29) Exemple de laboratoires après réception: _____ No: _____ Signature: _____ Cachet: _____			

IRU Union Internationale
des Transports Routiers

CARNET TIR*

4 volets

I.R.U. No 22300953



1. Valable pour prise en charge par le bureau de douane de départ jusqu'au _____ (inclus)
Valid for the acceptance of goods by the Customs office of departure up to and including _____

2. Délivré par
Issued by _____

3. Titulaire
Holder _____

4. Signature du délégué de l'association
Signature of the authorized official of the issuing association and stamp of that association: _____

5. Signature du secrétaire
de l'Organisation Internationale
Signature of the secretary of the international
organization: _____

6. Pays de départ
Country/Country of departure _____

7. Pays de destination
Country/Country of destination (1) _____

8. Noms d'immatriculation des (des) véhicules routiers (2)
Registration No(s) of road vehicle(s) (2) _____

9. Certificats d'agrément des (des) véhicules routiers (No et date) (3)
Certificate(s) of approval of road vehicle(s) (No. and date) (3) _____

10. Noms d'identification des (des) camions-camions (4)
Identification No(s) of container(s) (4) _____

11. Observations diverses
Remarks _____

12. Signature du titulaire du carnet
Signature of the carnet holder: _____

(1) Effacer la mention inutile.
Strike out whichever does not apply.

* Voir annexe 1 de la Convention TIR, 1964, déclinée en ce qui concerne les pays du Système des Nations Unies pour l'Europe.
* See annex 1 of the TIR Convention, 1964, prepared under the auspices of the United Nations Economic Commission for Europe.

VOLET N° 2 PART 2

1. Numéro de carnet de carnet
CARNET No 22300953

2. Pour usage officiel
932/010067/00/88

3. Noms d'immatriculation des (des) véhicules routiers
OR-224356

4. Titulaire du carnet (nom, adresse, pays)
DANZEAS S.A.
Rue des Lettres
1211 - GENEVE 30 SUISSE

5. Pays de départ
SUISSE

6. Pays de destination
AUTRICHE/YUGOSLAVIE

MANIFESTE DE MARCHANDISES

13. Numéro de carnet des notes de douane désignant les marchandises

14. Numéro de carnet des notes de douane désignant les marchandises

15. Poids net en kg

16. Indication de la nature des marchandises

17. Total des notes figurant sur le manifeste

1. Bureau de départ Vienna	10	15. Si cette note est indiquée sans charge à l'1 et à l'2, cocher cette case	16. Bureau de destination Belgrade	90	17. Si cette note est indiquée sans charge à l'1 et à l'2, cocher cette case
2. Bureau de transit Belgrade	90	18. Si cette note est indiquée sans charge à l'1 et à l'2, cocher cette case	18. Bureau de destination Belgrade	90	19. Si cette note est indiquée sans charge à l'1 et à l'2, cocher cette case
3. Bureau de destination Belgrade	90	19. Si cette note est indiquée sans charge à l'1 et à l'2, cocher cette case	19. Bureau de destination Belgrade	90	20. Si cette note est indiquée sans charge à l'1 et à l'2, cocher cette case

10. 1015 - 1024
10 caisses de chocolat surfin
100/005908/50/88

11. 1025 - 1104
80 caisses poudre de cacao
100/000155/70/88

12. 500 Kg

13. 4,000 Kg

14. Pour la douane de Vienne

15. Pour la douane de Belgrade

16. 1/2

17. 2+D

18. 801

19. 27.4.88

20. 1988-05-04

21. Certificat de prise en charge (seulement en transit)
TIR-15

22. Origine du transit
S.M.A.I. 1988

23. Certificat de prise en charge (seulement en transit)
100/005908/750/88

24. Certificat de prise en charge (seulement en transit)
100/005908/750/88

25. Numéro de carnet de douane désignant les marchandises

26. Numéro de carnet de douane désignant les marchandises

27. Révisé

28. Date de l'opération
1988-05-04

29. Signature du titulaire du carnet

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100. Signature du titulaire du carnet

SOUCHE N° 2 PART 2

1. Adresse soumise par le bureau de douane de
Wien 100/005908/50/88

2. Noms d'immatriculation des (des) véhicules routiers
100/000155/70/88

3. Charge
10

4. Noms d'immatriculation des (des) camions-camions
S.M.A.I. 1400 RV

5. Révisé

6. Date de l'opération
1988-05-04

7. Signature du titulaire du carnet
1988-05-04

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1988-05-04

90. Signature du titulaire du carnet
1988-05-04

91. Signature du titulaire du carnet
1988-05-04

92. Signature du titulaire du carnet
1988-05-04

93. Signature du titulaire du carnet
1988-05-04

94. Signature du titulaire du carnet
1988-05-04

95. Signature du titulaire du carnet
1988-05-04

96. Signature du titulaire du carnet
1988-05-04

97. Signature du titulaire du carnet
1988-05-04

98. Signature du titulaire du carnet
1988-05-04

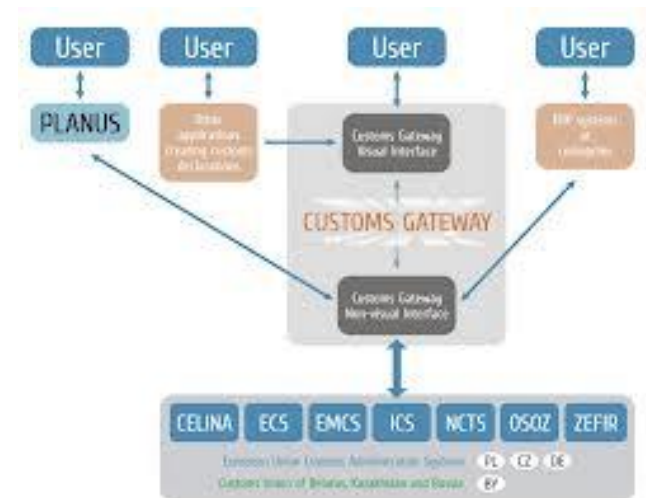
99. Signature du titulaire du carnet
1988-05-04

100. Signature du titulaire du carnet
1988-05-04

NOT FORGETTING
BILL OF LADING
AIRWAY BILL
Rail Way Bill

Security at stake

- -DELT@
 - Process
 - A unique door key
 - Clearing process





CSP Customs Security Programme

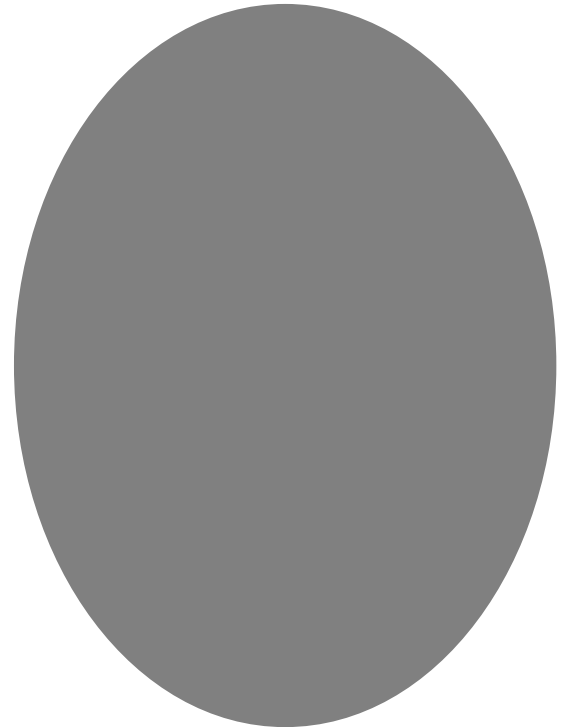
First steps about security
CSI (Container Security Initiative)
- 24h rules
USA (100% scanning-
radioactivity on containers)



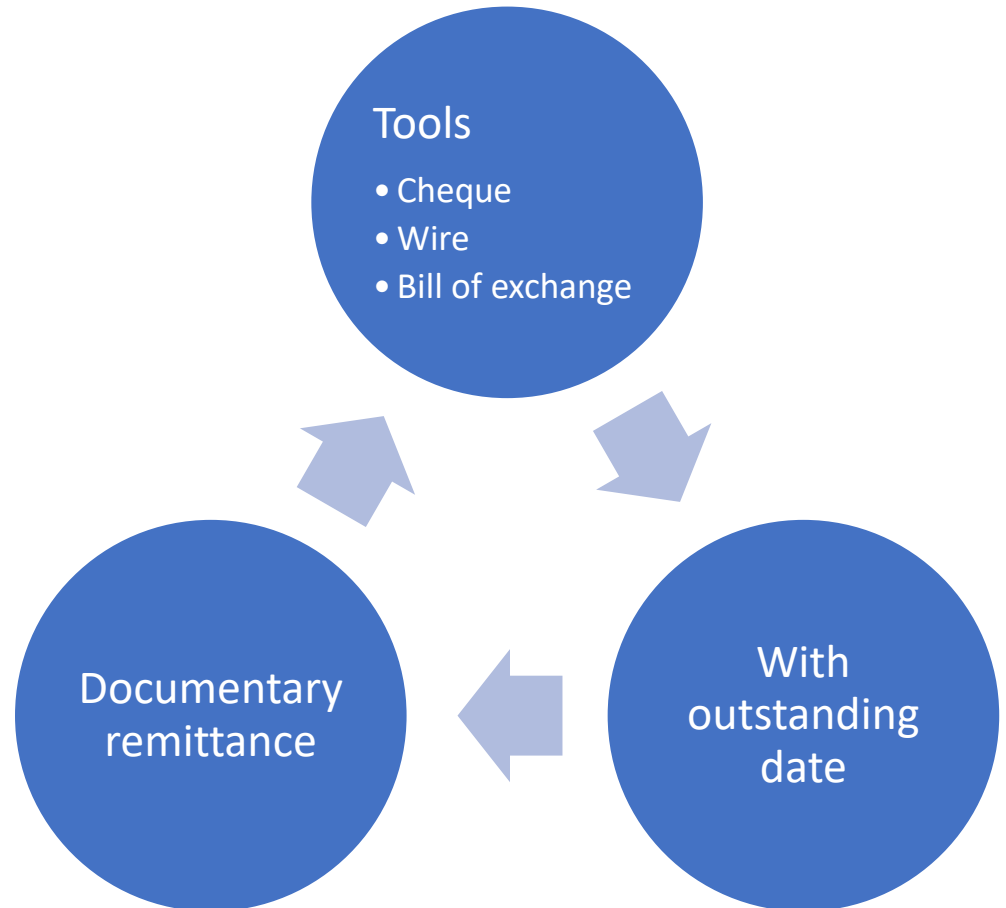
Customs quiz
[quiz&douane.pdf](#)

- Tools
 - Prepaid
 - Buyer care ?
 - By wire transfer and insurance coverage
 - Not everywhere
 - Payment against documents
 - Cash against documents
 - At sight

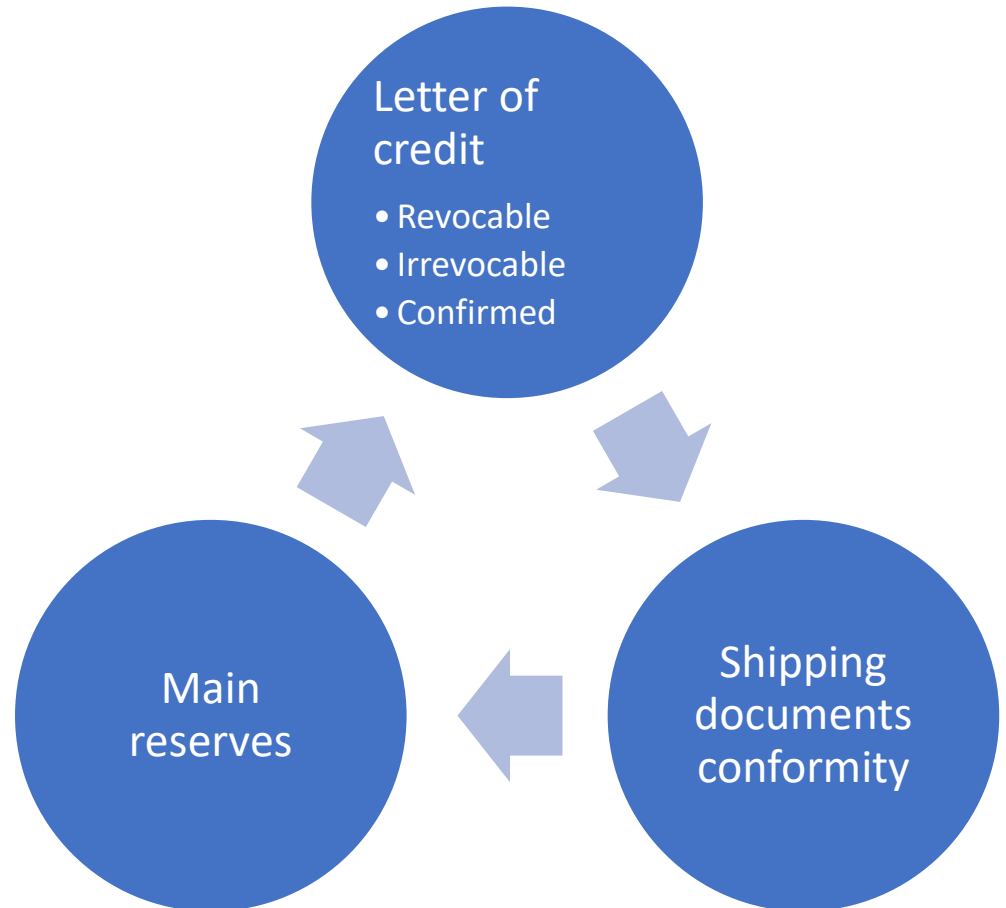
6- Payment security



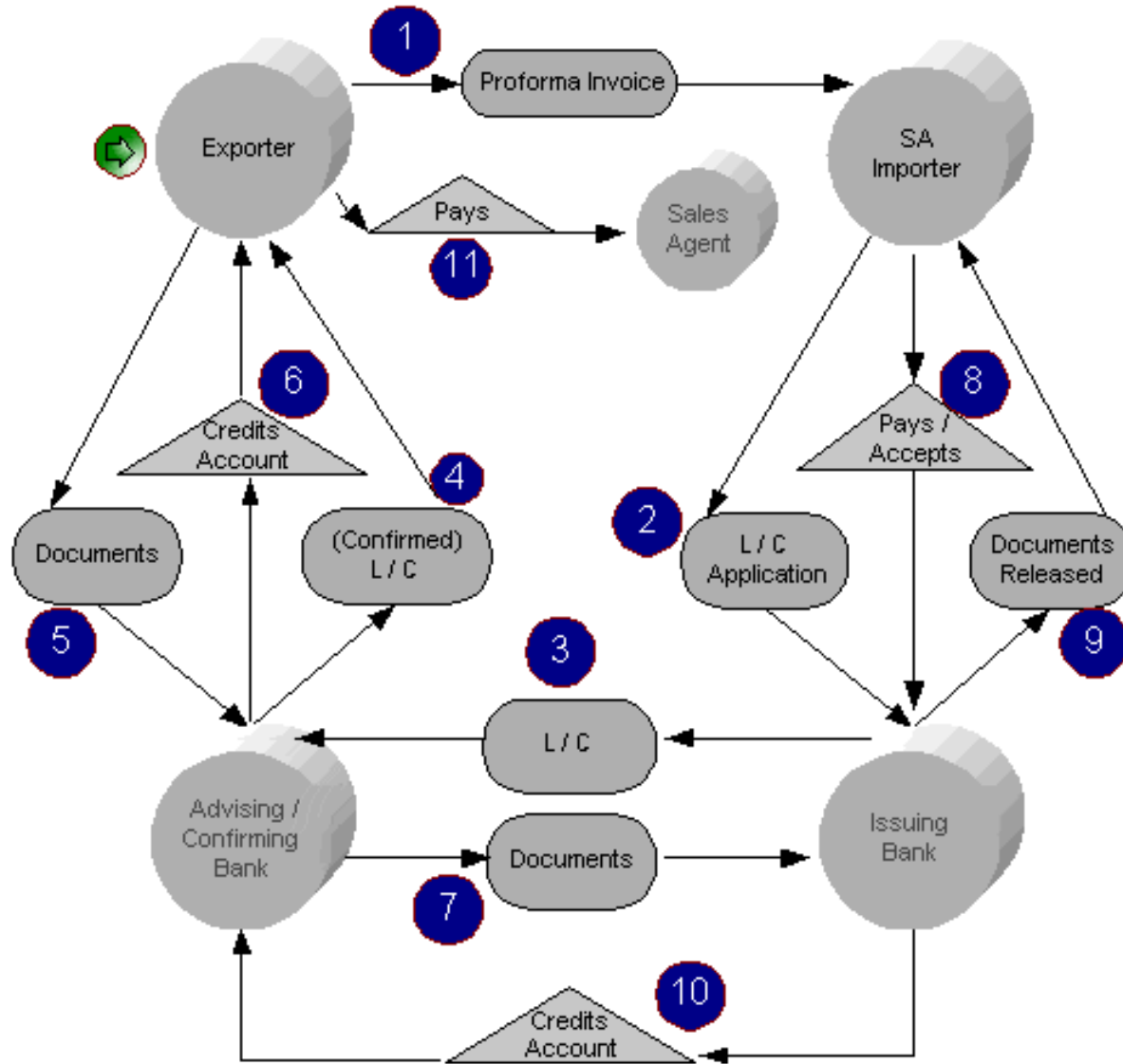
6- Payment security



6- Payment security



Revocable, irrevocable, confirmed letter of credit



What kind of documents, main dates to comply with, reserves

LETTER OF CREDIT case

COMMERCIAL BANK OF ETHIOPIA

Full name of the advising bank : Natexis Banque

Paris

We hereby open our irrevocable documentary letter of credit no 05 18671 in favour of M/s Kruger no.1
rue legras, 51100 Reims, France tél : 0326555555

For account of M/S Paul lieties & Sons Ltd PO BOX 3651 Addis Ababa Ethipia to the extent of EUR 165600
available at negotiation at sight against presentation of the following documents

Documents :

1.1. Signed original commercial invoices in five copies specifying cost and freight. All copies certified by
the chamber of commerce.

Licence no 112/005444/03 indicating exchange control

1.2 signed original maunfacturs invoices in – copies – certified by the chamber of commerce

1.3 packing list in five copies

1.4 full set of clean on board ocean bills of lading and one non negotiable copy marked freight prepaid
made out to order of commercial bank of Ethiopia dated

Not later than June 10, 2003 marked notify Paul Liesties & Sons (Eth) Ltd Ltd PO Box 3651 Addis Ababa

.....

Case ...

1.5 one original and two copies of certificate of origin issued by competent authority evidencing that goods are of France origin

1.6

Covering merchandise described as

Evidencing shipment of 300 cases (X 1800 BOTTLES) CHAMPAGNE KRUGER AS PER PROFORMA INVOICE DATED 24.02.03

8. DELIVERY TERMS C & F

Shipment from France

Shipment to XXXXX DJIBOUTI VIA ADDIS ABABA

INSURANCE

Insurance policy or certificate in full set blank endorsed issued by an approved insurance on covering marine air and war risks extended to cover institute cargo clauses (all risks) WPA/FPA including theft, pilferage, no delivery, Value for shipment + %

X insurance covered locally

PARTIAL SHIPMENT are permitted

TRANSSHIPMENT IS PERMITTED BUT THROUGH ONE AND SAME BILLS OF LADING

Case ...

DATE AND PLACE OF EXPIRY OF CREDIT JUNE 25, 2003 France

All banking charges outside Ethiopia are for the account of BENEFICIARY

Please advise the Beneficiary WITHOUT your confirmation

Beneficiary's certificate is required to evidence the following conditions in the L/C

1. Packages to be marked PAUL THIRIES & SONS (ETH) LTD. PR3/IMP/103/03
2. Non negotiable copies of shipping documents should be sent directly to buyer
3. Transshipment/shipment to be effected by
4. REIMBURSEMENT INSTRUCTIONS
5. The negotiating bank is authorized to reimburse itself on our EURO account with YOU
6. Payment conditions
7. Original invoices and original BILLS OF LADING should indicate breakdown of the actual freight charges paid which must be supported by the CARRIER freight invoices.

Case ...

Negotiation under this L/C is restricted to FOB value of EURO 156600,00 plus –

The actual freight amount substantiated by the CARRIER freight invoices

Freight amount on BILLS OF LADING and freight invoices should be indicated in the currency of the L/C, the exchange rate of that currency against the L/C currency should be indicated

The negotiating bank must send all documents to us the first set by courier service and the second set by registered express air mail to the following address :

COMMERCIAL BANK OF ETHIOPIA

ABABA GIORGIS BRANCH

P.O. Box 2941

Addis Ababa, Ethiopia

Except so far as otherwise expressly stated herein this credit is subject to the uniform customs and practices for commercial documentary credit fixed by the international chamber of commerce 1993 revision brochure no 500 stop.

This telex is the operative credit instrument and the mail confirmation will follow.

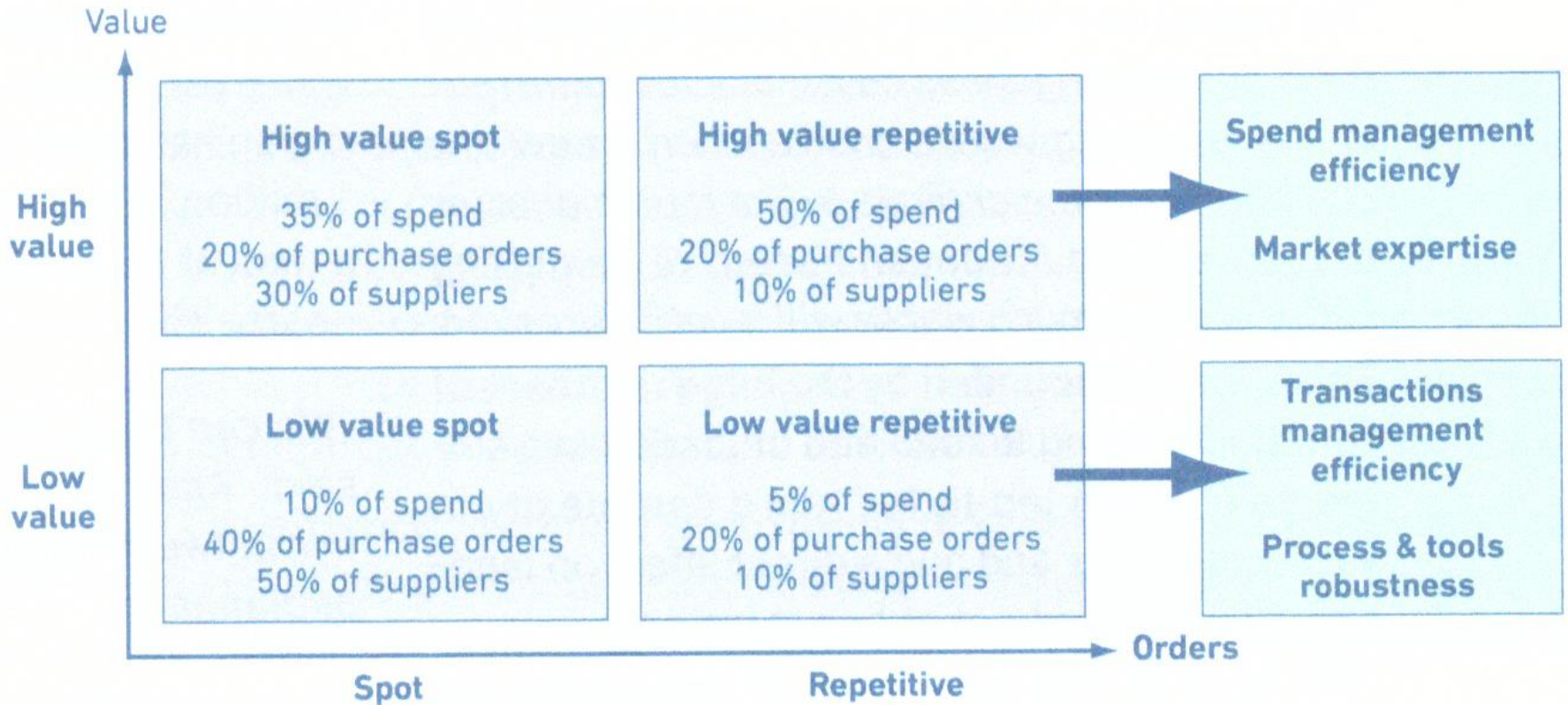
Please acknowledge receipt of this LC indicating your reference number and our L/C number for future communication.

Authorized signature

Payment quiz
[Quiz12bq.pdf](#)

7-Import management

About sourcing





Why purchasing abroad

- To enlarge suppliers offer
- Some products might be unavailable on the domestic market
- Outsourcing opportunities
- For strategic purposes

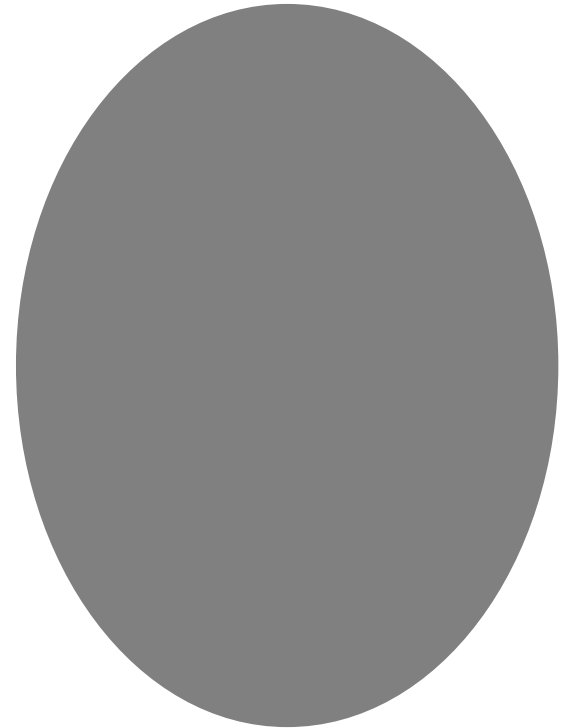
7-Import management



- **Main situations**

- Unable to deliver
- Not in conformity with the order
- Shipment
- Origin control
- Loading & Supplier export department failing

Overcost risk



Overcost risk

- **From the buyer**

- Constraints (technical and others) are not taken into account
- Buying conditions are under estimated (payment)
- Insufficient risk coverage (insurance)
- Economic & political situation to be considered
- Fluctuations (raw material / currencies)
- More constraints due to Customs regulation
- All included costs to buying decision

Planning global buying process



Purchase

Request has to be precise

Due to

- technical constraints
- Logistics constraints

To look for suppliers

- Specialized networks : Business France, Chamber of Commerce ...
- Call for offers
- Companies directories
- Canvassing

- Suppliers selection
- To assess capacity and reliability
- Useful to meet the supplier



Suppliers sourcing

- First contact
 - Identity
 - Visibility
 - Relationship level
- Offer and demand matching
- Sales conditions
- Ability to answer specific requests (for instance regulation adaptation)
- Capacity assessment
- Innovation possibilities
- reactivity

Planning method

To place the order

- Order management
- Goods conformity
- Purchaser guarantee and supplier payment
- Information follow up

Transportation

- Transport mode
- Transport operator
- Risk coverage

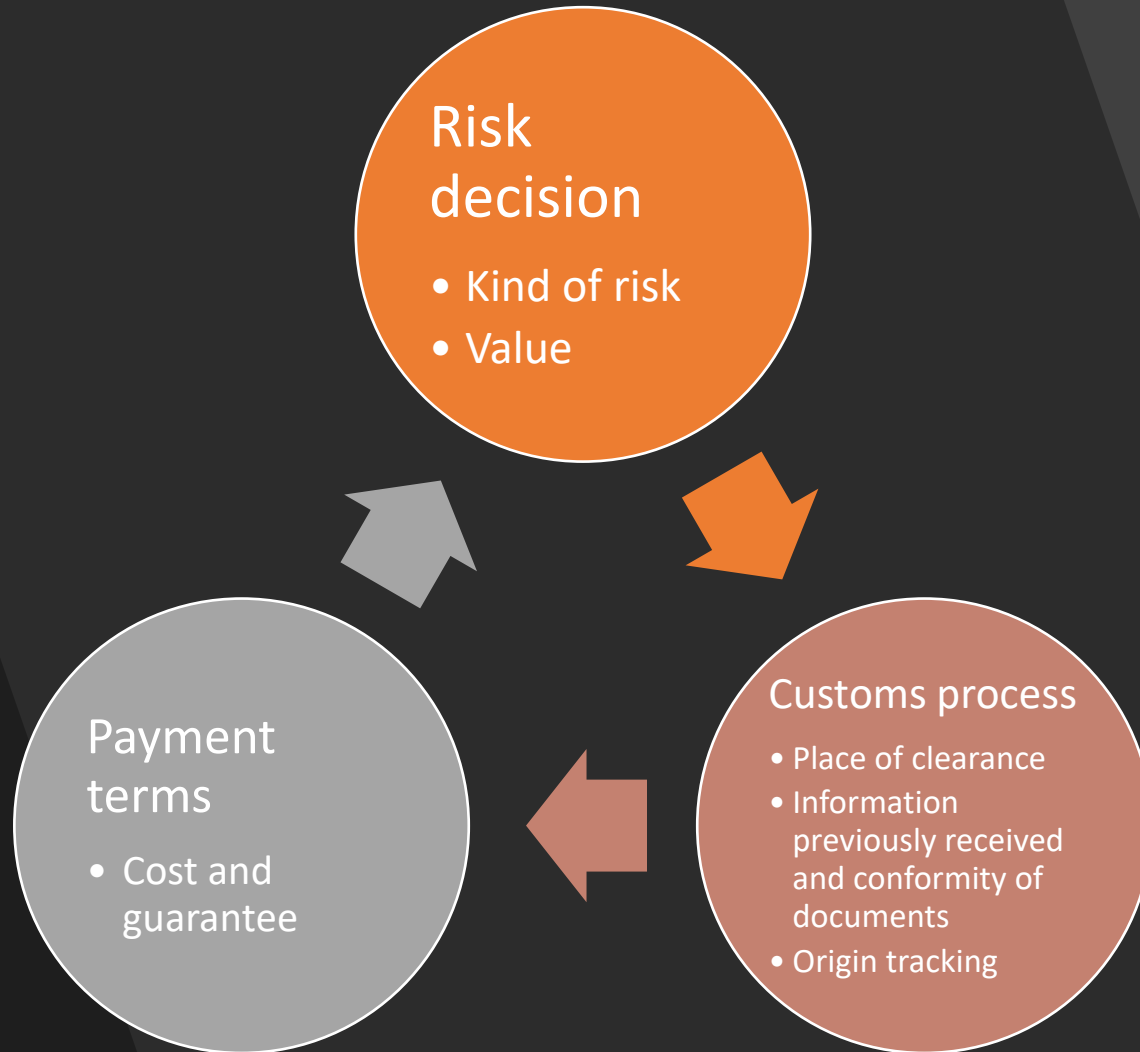
To meet legal requirements


- What is at stake
 - EU norms example
 - EU conformity 'CE'
 - Conformity declaration
 - EU rules examples
 - REACH for chemical substances
 - Means Reach tracking
 - ROHS for hazardous goods
- Resulting in conformity certificate

Buyer incoterm decision

- From which place we buy
- The maximum risk is ...
- 2020 incoterms rules
- To identify precisely the place

Procurement method



- 
- Conditions of purchase
 - Goods : *accurate information*
 - Delivery *incoterm and transport mode*
 - Price *and currency*
 - Payment terms *tool and mode*
 - Ownership transfer *till ultimate payment*



- Purchasing cost

- Direct cost


- Sourcing cost

- Regulation conformity and duties to anticipate

- From EXW to DDP cost

- Indirect cost

- Financial and banking costs



And ... a quiz

[zOOM16Import.pdf](#)