No. 127 | May 2019

FIATA REVIEW

Magazine of the International Federation of Freight Forwarders Associations

Headquarters Session 2019 in Zurich

AN EXCELLENT MIX
Hundreds of delegates from all the regions

DON'T PANIC!
How to deal with lost Bills of Lading

COUNTRY REPORT
Assets of la República Oriental del Uruguay

SWISS WorldCargo

How we contribute to the success of cancer research.

Recently we transported some 2°C to 8°C temperature-sensitive biotech products in special boxes from San Francisco to a Swiss laboratory where cancer drugs are prepared to improve patients' quality of life worldwide. This is just one of the many success stories we share with our customers.

swissworldcargo.com

We care for your cargo.

CONTENTS

Editorial
5 From the President's Desk

HQ Session 2019 in Zurich
6 AFI, CAI, MTI, Rail, Road, Sea
12 ABIA, ABIT, ABLM, ABSS, ABVT
19 RAME, RAMNS, REU, FLA
22 Association Members' Forum

Working Group Sea
24 Opportunities: Detention / demurrage

Country Report
26 Uruguay – a regional gateway in Latin America

Meeting the VLA in Vietnam
28 Working Group Sea Transport

Good advice on the BoL
29 What to do in case of loss?

A big hurray for 45 graduates
30 Malaysia's new generation steps in

Personally
32 New on Board: Joana Nunes
32 René Zimmermann retiring
33 Meet Ahmed M. Hamed Khaleel – Vice-President of FIATA
34 Obituary

Here & There / Agenda
35 Happy Birthday!
35 Forthcoming Events
35 Masthead

Cover
Beautiful Zurich in full bloom.

Photo: Thinkstock

the global voice of freight logistics

FIATA Secretariat
Schaffhauserstrasse 104
CH-8152 Glattbrugg/Switzerland
Phone +41 (0)43 211 65 00, Fax +41 (0)43 211 65 65
info@fiata.com, www.fiata.com

AVALON
RISK MANAGEMENT

Exclusive Provider of the FIATA Group Bond Programme

Avalon's programs are designed specifically for international logistics providers and our products and services are tailored for FIATA members. In addition to the FIATA Group Bond Programme, we also offer the following:

- Forwarder's Liability Insurance
- Errors & Omissions Insurance
- Surety Bonds
- Cargo Insurance
- Business Insurance
- Claim Handling & Subrogation Services

Contact us at fiatabond@avalonrisk.com or +1 847 700 8176.

www.avalonrisk.com

FIATA 2019 WORLD CONGRESS

CAPE TOWN
1-5 OCTOBER 2019

Where Technology and Logistics Meet

THE LARGEST AND MOST INFLUENTIAL BUSINESS PLATFORM IN THE WORLD FOR THE FREIGHT AND LOGISTICS INDUSTRY.

1200	+75	60	15
PARTICIPANTS	COUNTRIES REPRESENTED	EXHIBITORS	HOURS OF NETWORKING

REGISTER NOW

REGISTER NOW AND BOOK ACCOMMODATION AT THE SAME TIME

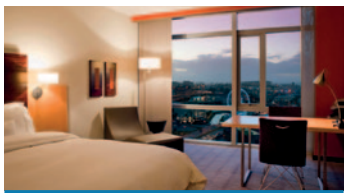
www.fiata2019.org

The International Federation of Freight Forwarders Associations (FIATA), with the South African Association of Freight Forwarders (SAAFF), is pleased to announce that the 2019 World Congress will take place in Cape Town, South Africa from 1 to 5 October 2019.

FIATA SAFARI

PRE-CONGRESS GOLF - STEENBERG

DAY TOURS



BOOK ACCOMMODATION

FIATA World Congress 2019 Organiser:
T +27 (0)21 683 2934 **E** info@fiata2019.org

www.fiata2019.org

Dear Colleagues and Friends

FIATA held its Headquarters Session 2019 in Zurich, Switzerland from the 27th – 30th of March. This was a productive Session, where FIATA members came together to address the challenges that have arisen over the last twelve months in international trade and therefore also in international transport, through changing bilateral and multilateral trading arrangements and positions of some of the world's larger economies.

FIATA discussed issues with representative national association members from 108 countries, addressing the following, amongst others.

– The digitalisation of FIATA documents, in particular its multimodal bill of lading, and the potential of the enhancement of its use in international trade, in particular its common recognition also by financial institutions.
– The key work being undertaken between FIATA and IATA concerning improvements and changes to the industry's air cargo programme.
– Delivering information to members to support them in their ongoing information technology protection processes, through the release of a best-practice paper on cyber security.
– Release of best-practice guidelines on container process management, focusing on the quality of containers provided by shipping lines, which it is noted has decreased significantly, and the need for shipping lines to provide empty containers that are 'fit for purpose'.
– Release of its first three e-training modules, covering the 'introduction to international trade', 'maritime' and train-the-trainer courses, which will be provided to FIATA members with limited resources, to deliver to their members for training initiatives.
– Overview for members of the implication relating to Brexit, noting in particular the impact on physical resources relating to the movement of goods across borders, a significant increase in the submission of customs declarations, and other certificates relating to origin and phytosanitary issues to support border clearance.

The MTI Working Group Sea reported on an enlightening case from Antwerp, which is fully in line with FIATA's best practices concerning *'Demurrage and Detention in Container Shipping'*, which state that when demurrage arose from terminal congestion beyond control of the merchant or forwarder, the latter should not be liable for expenses.

The HQ Session 2019 also witnessed changes in the Secretariat team. Mr. René Zimmerman retired after 14 years of service to FIATA. FIATA appreciates his contributions and wishes him the best in his retirement. I am very glad that Ms. Joana Nunes has joined the team to be the new MTI Manager. Joana is from Portugal and has qualified as a lawyer, she has previously also worked with the Portuguese Freight Forwarders Association.

It is with great sadness that we heard of the passing away in early March of RAME Chairman Mr. Stephen Elias Joseph Ngatunga. Stephen was a passionate practitioner as well as an industry leader committed to promoting FIATA in the RAME region. FIATA expressed its deep condolences to Stephen's family.

Kind regards,
Babar Badat
FIATA President

ANOTHER DELEGATES RECORD AT HQ MEETING

A great event!

The number of delegates and attendees at the HQ Session in Zurich underlined our members' extensive interest in FIATA's institutes and working groups. The broad variety of meetings and sessions held was once again unmatched. The new e-registration tool passed its test, and the provision of a 'goody bag' by 'Zurich Tourism' has become a fine tradition.

Over 276 participants joined FIATA's 2019 Headquarters Session from the 27th to 29th of March in Zurich, with a record spread of delegates from more than 69 countries! The Crowne Plaza Hotel Zurich remained the venue, and new and improved features were introduced, such as an event app and the extension of the free pass for public transport. This, and a fine-tuned e-registration option, launched a great variety of excellent sessions. We also put our hands together for 'Zurich Tourism', which again provided a 'goody bag'. Thank you Zurich for the warm welcome to our delegates!

The FIATA team cherished having you, our members, with us, and is looking forward to welcoming you again next year!

AIRFREIGHT INSTITUTE (AFI)

Delegates assembled for the 100th AFI Meeting on Friday the 26th of March 2019. The Chairman, Mr. Keshav Tanna, ACAAI, India, informed his audience that FIATA was celebrating the 100th AFI Meeting and the fiftieth birthday of its existence – see also page 6 of *FIATA Review,* No. 126, March 2019.

He announced the presence of two former AFI Chairman, Mr. William Gottlieb and Mr. Rodolfo Sagel, and regretted the fact that two other past Chairmen, Mr. Sarosh Nagarvala and Mr. Herman Donker, were not present at this centenary meeting. These past Chairmen had also made immense contributions to the AFI. "All of these gentlemen have devoted many, many years to AFI and brought it to where it is today."

The meeting received two presentations from Guest Speakers. The first, Mr. Ariaen Zimmerman, Executive Director of Cargo iQ, informed his audience of **"Cargo iQ? The Importance of Planning & Control for the Air Cargo Industry".** Cargo iQ is an IATA special interest group, made up of forwarders, carriers, ground handling firms, trucking companies, IT enterprises and strategic partners, such as airports.

The second presenter was Mr. Steven Polmans, TIACA Vice Chair, Head of Cargo & Logistics of the Brussels Airport Company and Chair of Aircargo Belgium. He presented **"Collaboration and Opportunities FIATA / TIACA".**

Mr. Polmans complemented Cargo IQ by announcing that Cargo Service Quality (CSQ) is a new assessment tool to measure clients' satisfaction. Forwarders using the tool are able to rate the level of service quality provided by Cargo Terminals. The collected research data will provide unique and transparent information that will flow in the CSQ's journey, consisting of Quality Assessment, Benchmarking and Improvement, and will lead to higher standards and to Excellence.

TIACA would like to work together closely with FIATA on different topics. It does not want to duplicate FIATA, which is *the* forwarders' organisation, and nobody can do this better, as Mr. Polmans stated. Therefore, TIACA has a different strategy and is seeking the collaboration of FIATA and of its Forwarder Members to strengthen its CSQ tool to improve services provided at airports.

Photos: FIATA

The Executive Director of Cargo iQ, **Ariaen Zimmermann,** put forward the IATA special interest group's goals in planning and managing the air cargo industry.

The Deputy Chair, Mr. Mike Jones, provided an update on recent deliberations made at the IATA / FIATA Consultative Council (IFCC). Members were notified of some positive achievements, which promise significant improvements to conditions, or in other words, a relief of some cumbersome requirements, which will benefit the airfreight forwarding industry globally and regionally. However, some other topics continue to be painful and the AFI is tirelessly marching on to overcome obstacles and to achieve change, withdrawal or improvement related to certain rules or measures introduced by IATA and / or its members.

Mr. Bill Gottlieb, FIATA Past President, provided an interesting update on ICAO, the status and a preview of the Dangerous Goods collaboration, the evolvement of Training Centres and an overview of GACAG and its agenda

that was recently set for the year 2019. Ms. Joana Nunes, FIATA's IFACP Governance Manager, provided an update on the programme and the ongoing discussion of amendments to the IFACP Forwarders Agreement.

The Chair then provided further comments on this topic and informed members of some strong headwinds that are being faced by the IFGB, the issues being mainly legal in nature. He praised the tremendous efforts that had been invested by Board Members on both sides – Airlines and Forwarders. However, he said that "somewhere along the line, legalities have perhaps moved ahead of commercial requirements. That said, both sides, airlines as well as forwarders on the IFGB, are trying to ensure that all efforts and time fructify into a successful Global Programme."

CUSTOMS AFFAIRS INSTITUTE (CAI)

CAI MEETING, HQ, MARCH 2019

The CAI Chair Mr. Steve Parker introduced CAI's special guest, Ms. Ekaterina Stoyanova, who recently took over from Mr. Ferdinand Desmazières as FIATA's representative at the World Customs Organisation (WCO). Interested FDDS readers, being CAI Delegates or FIATA Associations receiving CAI documents, may already have benefited in the past from excellent reports derived from meetings related to CAI and the WCO, etc. All this information, provided with documents, is meant to serve and assist FIATA members for advocating with their Government Agencies for the improvement of their constituents' daily work with Customs Authorities. The quality of these tools and the benefit gained from them was confirmed by attendees from Canada and Australia.

THE WCO

Ms. Stoyanova informed delegates of FIATA's involvement in relevant discussions at WCO level. She presented in detail the work and structure of the different WCO working bodies and sub-groups, and how FIATA has contributed to WCO decision-making processes throughout this time.

Members had the chance to learn more about the recently-adopted 'WCO Framework of Standards on Cross-Border E-Commerce', a freshly-launched Comprehensive Review of the Revised Kyoto Convention (RKC), the work of the WCO on 'the Future of Technologies', as well as other ongoing WCO activities in 2019.

The issues of e-commerce and the RKC Review were identified as crucial and deserving special attention. New, amended or created standards and procedures that will pave new ways for our industry in Cross-Border and Customs issues were on the agenda and debated at the WCO and, once finalised, will become WCO rules and eventually rules in many of its Member States.

Ms. Stoyanova noted that it is important to grasp every opportunity to contribute to key WCO developments. CAI is looking forward to FIATA members' and CAI delegates' support, and encourages members to provide their valuable and rich input with regards to the issues discussed during the meeting, in particular the revision of the RKC.

BREXIT

The CAI Chairman informed and updated his audience on Brexit, with the aim that forwarders and logistics service providers themselves apply and prepare possible scenarios.

However, as the world knows, the Brexit is now postponed and we will have to check the future outcome and the news for an ongoing and longer time. We shall see how exactly this amazing Brexit is going to be fixed – or maybe disappear.

MULTIMODAL TRANSPORT (MTI)

The Chairman of the Multimodal Transport Institute, Mr. Robert Keen (UK), welcomed a large number of participants.

INCOTERMS 2020

Mr. Tej Contractor gave an update on the next edition of the Incoterms and reported what the ICC working group, in which FIATA is included, has being developing it for the past three years.

The first edition of the Incoterms started in 1936, and we are now on our way to the 9th edition in 2020. The first draught of this updated edition was made in August 2016, and it is envisioned that the final text will be concluded in June 2019. In Cape Town FIATA will be able to present the final text, set to become effective in January 2020.

Throughout this process there were several points that were analysed by the FIATA team and the ICC working group. Should EXW / DDP be applied in domestic moves only, is insurance coverage sufficient or should clause A be included, should FOB be excluded for containers, should FAS be deleted, should scanning of containers and VGM be included in the Incoterms, should we have separate Incoterms for e-commerce? FIATA has given comments and inputs on all of these matters.

CIF and CFR have been in use for a very long time for inland waterways or sea transport CIP and CPT have been added afterwards and are being used effectively in any mode of transport. There was a discussion in the last draught to allow CIF / CFR to inland destinations as well. FIATA feels this would create confusion and therefore recommends the use of these terms as they are currently used.

Insurance form Clause C to Clause A. The second draught sought to change Clause C to Clause A, but in the third draught CIF shipments retain Clause C and CIP / CPT will allow the minimum standards to be under Clause A. FIATA insisted that it would not be positive to have two different minimum standards.

EXW to be loaded in the means of transport. It is not practical that the buyer arranges the loading of the goods at the seller's premises, but still the ICC maintained EXW not loaded.

Regarding transport documents, often in FCA and FOB the seller is required to produce the transport document at the buyer's risk and expense. FIATA suggest-

ed that the ICC brings to the terms what is happening in practice.

One additional change is changing the name of DAT to DPU. It will be only a name change, with no substantial change in the contents.

BEST PRACTICES GUIDE ON CONTAINER SHIPPING AND THE QUALITY OF CONTAINERS

Mr. Jens Roemer (Belgium), Chairman of the Working Group Sea Transport, introduced its '*Best Practices Guide on Container Shipping and the Quality of Containers.'* This is the second volume of the MTI's Best Practice publications, with the first related to demurrage and detention, which was introduced at the FIATA World Congress in New Delhi. The FIATA WG Sea has received a lot of acknowledgement and positive feedback from FIATA members and other stakeholders on the first volume, and was therefore pleased to release its second Guide on Best Practices focusing on the quality of containers.

Forwarders often try to pick up empty containers and then notice that it is in a bad condition and not suitable for transport. In the meantime, transport has been arranged and charges have occurred. Shipping lines usually refuse to take any responsibility, leaving the forwarder with additional costs and possibly an unhappy customer, due to the delay.

In a nutshell, FIATA noticed the quality of containers provided by shipping lines has decreased substantially and one has to come to the conclusion that shipping lines are cutting costs in the maintenance of equipment. FIATA's guide identifies responsibilities, refers to practical considerations and suggests best practices that could be implemented by all parties in order to avoid customs that lead to delays and unnecessary supply chain costs. The document allows National Associations, members of FIATA, to attach their logo to it and use it in their national discussion and negotiations.

RAIL

Mr. Ivan Petrov reported on tendencies in the railways and how the are moving into multimodality, on the interaction of FIATA with other international organisations and also on the interaction of the Working Group Rail with various other bodies of FIATA.

Cooperation with the OSJD is ongoing. The second meeting of the enlarged Working Group FIATA/OSJD on Rail Transport was held in Istanbul, Turkey. The meeting was hosted by UTIKAD, the Turkish Forwarders Association, with 55 participants from 18 countries discussing 'new possibilities of Europe–Asia–Europe multimodal transportation'. The following topics were addressed.

1. Multiple transport and trade facilitation agreements / initiatives will benefit the railway sector in a long term.
2. Forwarders and railway operators are pioneers in the overall process; one example is the operation of China–Europe blocktrains.
3. The next meeting with OSJD officials will probably be in 2020.
4. The joint OSJD / FIATA learning programme is being prepared, for FIATA and OSJD to strengthen their forces in education. The ABVT is also involved in this programme, and both FIATA and the OSJD are committed to implementing a programme that will respond to market needs.

Further information on the draught of this programme will be released in South Africa, at the FIATA World Congress in October.

FIATA participated in a CIT meeting, the fifth meeting of the Multimodality Committee, which was held in Bern, Switzerland, on the 16th of November, where several topics were discussed, including the legal regimes (CMR-CIM-SMGS) in collaboration with the IRU. A Comparative Table was presented to delegates. Mr. Erik Evtimov from CIT will have a meeting with FIATA's railway specialists during this HQ Session, and FIATA made it very clear that the Negotiable FIATA Multimodal Bill of Lading is the only existing document that can be issued as well as used in railway transportation operations.

Regarding this topic, and considering the urgency of digitalising the FBL, Mr. Petrov also informed his audience that there is an ad hoc FIATA Working Group on the e-FBL, which is a joint WG (ABIT, ABLM and MTI) under the leadership of ABIT. It is already evaluating the introduction of a FIATA e-FBL, which can also be issued for railway transportation.

Regarding UNECE, FIATA participated in a meeting of the UNECE Inland Transport Committee on international Transport and Logistics, held in Geneva (19th–21st of November 2018). The Working Party organised a workshop on Intermodal Transport, which contributed to the realisation of the goals of the 2030 agenda for sustainable development, and also for facilitation of cross-border activities, increase of railways' ability to compete and enhanced cooperation between various stakeholders.

Furthermore, the CLECAT Rail Institute meeting took place on the 14th of November 2018 in Brussels.

The old Combined Transport Directive, dating back to 1992, has been interpreted with significant differences amongst the Member States, which led to the Commission's proposal for the review of the Directive. The compromise 'Proposal on Combined Transport' was presented, which intended to limit the scope of the CT Directive to apply only to international CT operations (including intra-EU movements and operations between Europe Union Member States and third countries), but excluding domestic CT.

The Forwarders' priorities for rail continue to be to improve service quality, promote competition and promote multimodal transport by strengthening combined transport.

Under the FIATA/UIC partnership Mr. Petrov informed his audience that the Market Place Seminar 2019 will take place during the Transport Logistic trade fair in Munich, Germany, on the 4th of June. Mr. Petrov showed his appreciation for the work carried out on behalf of the WG Rail.

ROAD

Mr. Mark Bromley (BIFA), in the absence of Mr. Tomas Suhanyi (Slovakia), Chairman of Working Group Road Transport, reported that there were two new acces-

sions to the TIR Convention – Argentina in October 2018 and Oman in November of the same year.

There was a case study shown, of an intermodal TIR transport from the UAE to CZE. The movement of goods between Free Zones in the UAE was made without the need to pay 5% customs duties and taxes deposit, with a total saving for three containers of approximately USD 14,000. There were simplified customs clearance procedure in the UAE's customs processes, which led to saving of cost of customs clearance at customs of departure and exit by AED 350 (using TIR) vs. AED 750 (non-TIR).

In this transport task, priority was given to inspection for TIR operations, reducing the waiting time to approximately 30 - 45 minutes vs. two hours without TIR. Customs stamps on the TIR carnets, eliminating the use of Exit / Entry Certificate, saving time by only two hours with TIR (integrated IT systems) at the customs of exit vs. the average three days that are spent at the customs of exit to obtain an exit stamp on the 'Exit / Entry Certificate'.

The main benefit of the use of TIR is that TIR is used as a guarantee for payment of customs duties and taxes and transit declaration for the rail leg between Germany and Czechia, and also that the German and Czech customs authorities accepted the use of sub-contractors in the intermodal TIR operation.

Regarding the member updates on the Working Group Road, the main topics addressed were the changes in requirements in Freight Forwarders' licences in Turkey, the lack of secure parking areas for trucks in Europe, and also the implications of Brexit, regarding the current state of play and contingency plans for the UK and Europe.

The European Union issues were dealt in the Region meeting Europe

SEA

Mr. Jens Roemer (Belgium), Chairman of the Working Group Sea Transport, reported that the focus of the WG Sea was on the Best Practice Guide introduced at this meeting. After the WG meeting in New Delhi the WG Sea again met on the 12th of February in Ho Chi Minh City, hosted by VLA and coinciding with an event hosted by VLA for its members. It was well attended, not only by VLA members, but also by HAFFA members, with the event ending with a visit to the Tan Cang – Cat Lai container terminal.

On maritime security, the Working Group Sea has been advised by the Japanese Association that the 24-hour rule advance manifest is being enforced strongly and non-compliant containers will not be discharged.

Concerning the FBI investigation of major shipping lines on price-fixing practices, the US department has dropped an investigation, clearing all firms involved in the investigation that started in March 2017.

On the FMC investigation on demurrage and detention fees by container shipping lines (Fact Finding 28) the final report was published in December 2018, with the following conclusions and recommendations:

1. Transparent, standardised language for dem / det practices should be available.
2. Clear, simplified, and accessible demurrage and detention billing practices and dispute-resolution processes should be available;
3. Explicit guidance regarding the types of evidence relevant to resolving demurrage and detention disputes should be available;
4. Consistent notice to cargo interests of box availability and an FMC Shipper Advisory Board to be created.

On the FMC tariff filling requirements, the FMC have made several amendments in the rules for tariff filling requirements as it changed, modernised, updated and reduced regulatory requirements, eliminating filing requirements

The **Crowne Plaza Zurich** remained the venue for 2019's FIATA HQ Meeting.

for negotiated overall rate agreements under certain conditions.

This has been a great achievement resulting from many years of lobbying by FIATA and TIA.

EUROPEAN CONSORTIA BLOCK EXEMPTION REGULATION (BER)

The BER exempts certain activities of consortia from competition rules, and it is up for renewal in 2020. Stakeholders were asked to comment, and FIATA /CLECAT's main concerns are legal certainty and the concern that any such block exemptions should clearly be focused on sea freight activities from port to port only.

A verdict in a court in Antwerp related to demurrage charges due to congestion in a container terminal. Due to other commitments we have yet to write an article on the interesting decision of a court in Antwerp that has supported a forwarder in its claim that the charging of demurrage charges is unjust in case of congestion. This will be done for the next issue of the *FIATA Review*.

GLOBAL MARITIME LOGISTICS DIALOGUE

An initiative lunched by the International Transport Forum. In early 2017 it suggested a meeting of stakeholders in the logistic chain (shippers, ports, terminals, shipping lines and freight forwarders), with the objective of increasing the performance of the maritime logistics chain via collaboration and dialogue – considering that there are still many win-win opportunities. This could be achieved by bringing together the leaders of the five members stakeholders group and international organisations.

The first meeting was in 2017 and the last meeting took place in December 2018 (fourth meeting). The next meeting is scheduled will be held in Leipzig in May 2019.

The FIATA WG Sea recommends the ITF report on *"Information sharing for efficient maritime logistics"*, which is available on the ITF webpage.

CONTAINER TERMINALS AND CONTRACTUAL RELATIONS

Is there a need for a contractual relation between freight forwarders and terminal operators? The Working Group discussed the need for a contractual relationship between terminals and freight forwarders acting as carriers.

Due to ever-bigger vessels, high peaks and related cascade effects, many terminals around the world have to deal with congestion. On the other hand, forwarders often try to speed up the delivery or receipt of a container – which would be an advantage for terminals. But the contractual relationship is between carrier and terminal, which gives the forwarder no room to negotiate terms with the terminal that may lead to less 'in-terminal hours' of a container, and to higher productivity of a terminal.

Some examples on how the terminal could benefit from a contractual relationship with the Forwarder were given and are available in the report, which will be uploaded to FIATA's website.

IMO 2020 SULPHUR CAP

The new lower 0.5% limit on sulphur in ships' fuel oil will be in force from the 1st of January 2020, under the IMO's MARPOL treaty, with benefits for the environment and human health. The new limit will be applicable globally – while in designated emission-control areas (ECAS), the limit will remain even lower, at 0.1%.

Most ships are expected to utilise new blends of fuel oil, which will be produced to meet the 0.50% limit on sulphur in fuel oil. Currently, the maximum sulphur limit in fuel oil is 3.5% globally (and 0.1% in the four ECAS; namely in the Baltic Sea area; the North Sea area; the North American area (covering designated coastal areas off the United States of America and Canada); and the United States Caribbean Sea area (around Puerto Rico and the United States Virgin Islands).

The sulphur regulation also allows vessels to meet the requirement by alternative means, such as scrubbers, which allows a ship to continue to use fuel oil which has a high sulphur content, as the scrubber 'cleans' the emissions on the ship.

Whilst sea transport is (relatively) one of the most environment-friendly modes of transport, there is a lot of room to reduce the overall environmental impact of ships and their engines even further. As such, the Working Group fully supports all of theses steps and is fully aware that it will have a serious impact on transport cost.

Some shipping lines started to announce Sulphur Surcharges to be implemented prior to January 2020, well ahead of the actual implementation date. The Working Group is concerned that shipping lines may abuse the regulation to implement unreasonable surcharges, in order to increase profits. The Working Group decided to refrain from making a public statement, however.

ROTTERDAM RULES – UPDATE

The formal name of the Rotterdam Rules is the United Nations Convention on Contracts for the International Carriage of Goods Wholly or Partly by Sea.

As of today only a few countries have ratified the convention into their national law. Another 20+ countries have signed the convention. To become International law, 20 countries will need to have ratified the convention. The effective date will be twelve months after the 20th country finalises its overall ratification process.

The signing of the convention is expected to gain momentum after the United States of America has signed the convention. But the overall timing remains uncertain and does not appear to have ben accorded any priority. There is nevertheless encouragement from various sources (CMI) to motivate governments to sign the Rotterdam Rules, also in view of its relevance with regard to electronic commerce.

FIATA has adopted a neutral stance and it is for FIATA Association Members to decide on whether they support the Rotterdam Rules or not and make any representations, for or against, to their own governments.

DIGITALISATION

It is expected that in coming years our industry will go through dramatic changes. With the event of digitalisation, big data and the Internet of Things (IoT), there will be challenges and also opportunities for operations by traditional Freight Forwarders.

Threats are not only expected to come from the traditional market players, but also from start-up companies with very strong IT bases and substantial access to funds. On the other side, the concentration of shipping lines will lead to very powerful and big companies with their own plans and agendas. Maersk Line is very transparent in its ambition to become the integrator of container logistics, in the process being a serious threat for our industry. Their Trade Lens product was discussed and reported on in the previous report.

CMA CGM has recently purchased the firm Ceva and a handful of container shipping lines have joined forces to jointly develop digital products.

THE DIGITALISED FIATA BILL OF LADING (E-FIATA B/L) AND THE PROPOSAL OF A FIATA PLATFORM

The e-FIATA B/L is a project run by ABIT and the WG Sea is highly committed to support FIATA and ABIT on these projects. The Working Group keeps in close contact with ABIT and is updated by ABIT on the further developments.

INTERNATIONAL MARITIME BUREAU – NVOCC REGISTER AND CODE OF CONDUCT (FOR NVOCC)

The International Chamber of Commerce (ICC) International Maritime Bureau (IMB) launched its Non-Vessel Operating Common Carriers (NVOCC) Register and Code of Conduct on the 15th of January 2019.

It is noted that there is a prevalence of incorrect NVOCC bills of lading presented to banks and other stakeholders in the trading and finance chain, with the aim of defrauding the trade finance system, possibly for the purposes of multiple financing, money laundering, etc. The ICC estimates that more than 95% of the false bills of lading the IMB identifies are issued by NVOCCs.

The purpose of the NVOCC Register is to improve anti-fraud standards and provide a mechanism to recognise participating NVOCCs that adhere to a minimum standard of anti-fraud measures in their operations.

When it comes to an international quality standard related to NVOCC Bill of Ladings, ideally it should have a major involvement of FIATA, with the FIATA B/L additionally being the preferred document.

The next meeting of the Working Group is scheduled to be held in Beirut, Lebanon. It is simultaneously scheduled to coincide with the RAME meeting, which in turn is set to be held from the 24th to the 26th of June 2019.

ADVISORY BODY INTERNATIONAL AFFAIRS (ABIA)

The Advisory Body International Affairs (ABIA) held its annual Headquarters Session meeting with vibrant participation from all in attendance, to hear about the body's work over the past five months and also to highlight a new and emerging topic that typically goes overlooked in our industry. FIATA members had a first-hand look at how refugees and immigration impacts international trade and encourages governments to engage in protectionist policies.

After opening the meeting, the ABIA Chair Mr. Paul Golland asked Mr. Bassil Eid to provide a brief update of FIATA's recent participation in the 2018 UN High-Level Political Forum in New York. Mr. Eid informed delegates that this was the one time every year that the UN opens its door to the private sector's input, and that it specifically wants to hear from the trade and logistics industry regarding its role in achieving the newly-established 17 Sustainable Development Goals (SDG).

Although logistics does not have a standalone goal in the SDGs, it is nevertheless mentioned 20 times in direct targets, which are critical to SDG implementation. Mr. Issa Baluch participated on a panel in June last year with other private sector stakeholders where he emphasised focus on logistics connectivity within the proposed SDGs to ensure a future of sustainable trade and long term economic prosperity.

Following the SDG update, the meeting moved to our panel with our first speaker, Ms. Rosa Losada, a Research Fellow at World Trade Institute. Ms. Losada briefed delegates on the interdependencies between migration, human rights and trade and investment in fostering development in third-world countries, using the common concern theoretical framework. She highlighted that many key migrants put forth immense efforts to integrate into societies that are foreign to them and contribute to eco-

nomic development, to boost prosperity for all. She advised her audience that unfortunately, political agendas play a role in restricting migration and political proponents use this topic as a tactic to gain popularity and garner votes, especially as elections near. These anti-immigration political agendas also spill over into trade, as when migrants are no longer able to cross borders, there is also a tendency to reduce the import of goods with less demand for imported goods.

Following Ms. Losada, Mr. Golland introduced Ms. Khadija Jaamac, of the Somaliland Swiss Association, from Bern, Switzerland. Ms. Jaamac experienced the migrant experience personally, having migrated from Somaliland to Switzerland. She told her audience about her experiences during an evening with friends, with her friends discussing their dislike of migrants who have come to Switzerland, but in the meantime also refusing to acknowledge Ms. Jaamac as a migrant herself, because she was seen as a friend and already established as a member of society. However, Ms. Jaamac explained that integration was a process and required time. She highlighted three different groups with different perspectives of migration, ranging from those that support migration to those that wish migrants would leave and go back home. She believes that religious and cultural upbringing play a role in establishing which group a person belongs to.

Ms. Jaamac was followed by Ms. Josephine Liebl, the Head of International Advocacy at the European Council on Refugees and Exiles, who gave a more Euro-centric view on immigration. She highlighted the political crisis in Europe, which focuses on the influx of immigration from Eastern European and Middle Eastern states.

This has resulted in a string of re-nationalistic policies and the rise of political movements that are centred on anti-immigration sentiments. Regardless of the facts and statistics, immigration is something that voters can see in their everyday lives and is therefore more easily relatable to than statistics, such as immigration's contribution to raising economic wealth, for example. The European Union has proposed advocacy on responsibility sharing inside the EU; external Affairs, Return, Inclusion, EU funding instead of having a specific sub-set of states bearing the full burden of responsibility as well as of costs.

Following on from all three engaging presentations, Chairman Mr. Golland opened the floor for questions that covered a wide range of queries, from how technology has impacted migrant flows, to what the private sector can do to help promote the value of migrant workers in their day-to-day operations.

As time ran out, Mr. Golland announced the closing of the meeting, giving details of the next meeting that will be held at the 2019 FIATA World Congress in Cape Town, South Africa, in October of this year.

ABIT manager **Bassil Eid** explained the pilot for the electronic FIATA Bill of Lading (e-FBL).

ADVISORY BODY INFORMATION TECHNOLOGY (ABIT)

The topic of Information Technology (IT) has witnessed a revival within FIATA, and the body has grown and reshaped itself to meet the demands of FIATA members. At our annual 2019 HQ session, the Advisory Body Information Technology (ABIT) chair Ms. Anne Sandretto advised members that the body will focus on practical projects, starting with recent work and the development of the electronic FIATA Bill of Lading (e-FBL) and move on to a diverse panel of experts to discuss the future of IT developments in the logistics sector.

Mr. Bassil Eid, ABIT manager, started the discussion by updating members on the recent development of the e-FBL. He advised his audience that FIATA worked with an IT Supplier called essDOCS, conducting five pilots with five Association Members (France, Vietnam, Romania, Netherlands and South Africa), taking on board a freight forwarding member to execute an FBL on the digital platform. The pilot revealed the key requirements needed to move the project forward in developing a fully-fledged overall solution.

In the primary launch of the pilot all the freight forwarder's stakeholders (agents, banks, carriers, etc) were not taken on board into the digital system, making it difficult for them to execute an e-FBL shipment. Therefore, it was required to offer a solution for forwarders to print the e-FBL, after producing it in the digital system, and through a secure barcode and chip circulate the e-FBL through the supply chain.

As the e-FBL circulated to various stakeholders in the supply chain, those stakeholders have the capability to scan the barcode through a downloadable application, pull up data that confirms the authenticity and ownership of the FBL, as well as providing tracing updates of the stakeholders that received it.

This system will also allow FIATA members to use an electronic FBL without having all of the stakeholders in the digital platform. Mr. Jaco Voorspuij, Senior Manager Transport & Logistics at GS1, confirmed that it is available to provide GS1 standards, such as the Global Location Number, uniquely identifying each user in the system and enhancing security within the e-FBL and FBL. The applicability of using this platform to execute and/or exchange Fiata Members HBLs, and/or information with the different stakeholders through the overall supply chain, was also studied and discussed in the meeting.

Following FIATA's update on the e-FBL, Mr. Henk Mulder, Head of Digital Cargo at IATA, detailed IATA's new 'One Record Project'. IATA's goal is to establish an end-to-end digital logistics and transport supply chain, where data is easily and transparently exchanged in a digital ecosystem of air cargo stakeholders, communities and data platforms. The essence of the One Record is to move from a peer-to-peer messaging model to a data-sharing model, relying on a Virtual Single Record. Data is shared through an Internet of Logistics, using existing web standards, such as HTTP and JSON, relying on standard Application Programming Interfaces (APIs) to allow for example an airline that wants to have access to the shipment record of a particular AWB. The security of One Record is managed through a Trust Network. The steps to bring a user on board are as follows. Register the One Record participant through a dedicated accreditation process; issue a One Record certificate as an identifier; verify the validity of the One Record certificate; and finally, managed by the data owners, regarding who can grant access to specific companies or groups of companies. Mr. Mulder said that currently, 60 participants from all areas of the air cargo industry are participating in this project, which includes five freight forwarders, 21 airlines and two customs authorities.

Following Mr. Mulder's presentation, Mr. Salvatore Bocchetti, Strategic Director at Flyability, took the floor to discuss the practical uses of drone technology in confined spaces. This presentation highlighted a different angle for the use of drones, as previously drones were viewed as a last-mile carrier that was not a market-ready product for the logistics industry. This drone technology, however, was created to operate in confined spaces, such as warehouses and ports, moving parcels over short distances within a small space, or utilising drone technology for inventory count through barcode scanning.

Mr. Bocchetti presented an overall case for drones in the logistics industry that could add value today and not in the future, for which it is predominantly seen as a last-mile carrier.

Before closing Ms. Sandretto updated members on the European Digital Transport Logistics Forum, which she attended as ABIT Chair in March 2019. She advised listeners that the second phase has commenced, creating two working groups: 1) Paperless Transport and 2) Corridor Information System. The first working group focuses on assisting the implementation of the e-FTI Regulation, while the second working group aims to create a European Generic Digital Platform prototype, offering third-party services for transport and logistics, including customs-clearance aspects based on interoperability, amongst others.

Closing the session, the Chair commended the panellist for their contributions and their work in the IT logistics field. She said that FIATA will remain on top of the ongoing technological developments and continue to advise members accordingly on projects, both internally and externally.

ADVISORY BODY LEGAL MATTERS (ABLM)

The session of Advisory Body Legal Matters (ABLM) took pace on the 28th of March, and it featured an informative panel discussion on the subject of 'due diligence on sub-contractors', attended by Dr. Barbara Furrer, Head of Legal Switzerland of the Deutsche Post DHL Group, and Ms. Snowden, Executive Director of the Canadian International Freight Forwarders Association, and pub-

A lively panel discussion on **due diligence on subcontractors** took place in the **ABLM session.**

lication of FIATA's best-practice guide on *'The Prevention of Cybercrime'*.

Dr. Barbara Furrer said that the DP-DHL compliance programme is made up of three parts: Anti-Corruption & Business Ethics Policy, Supplier Code of Conduct, and an Online Due Diligence Questionnaire. Possible criteria to decide whether a sub-contractor needs to go through a complete due diligence process include annual revenue, Corruption Perception Index, brand use and some particularly sensitive criteria.

She advised her audience that forwarders should have back-to-back contract conditions with customers and suppliers, especially on obligations on service performance, liability, demurrage, liens and retention rights, and quality agreement. In supplier contracts it is important to have termination rights, in case the supplier is in breach of its compliance obligations.

Ms. Snowden started by pointing out the risks of not having proper DD, such as non-payment, extension of forwarders' own liability, failure to perform for customers, fraud, theft and financial ruin. She cited an example of a young couple that had to pay a demurrage fee of USD 160,000, as one consignee did not pick up the cargo for eight months. This tragedy was mainly the result of the couple failing to do DD on their shipper.

She advises freight forwarders to have one agent in an overseas city to develop a more controllable and sustainable partnership. She also suggested forwarders check questions, such as whether an overseas forwarder is a member of FIATA or its local association, what credibility it has, whether there is a collect house airway bill under the master airway bill, and whether the consignee is known to the freight forwarder.

Q1. Some forwarders shop for the lowest rate, without regard to the reliability of the party offering the rate. What are the risks of this approach?

Ms. Snowden: You get what you pay for. The rate is critical, however; if everyone presses prices down, then this leaves no margin for the supplier to train employees properly and adopt new technologies, and then the whole supply chain will suffer in the long term.

Dr. Furrer: More and more European countries have legislation for minimum wages for drivers. If a freight forwarder goes only for the low rate, which possibly does not comply with the minimum wage, the liability may come back to the freight forwarder.

Q2. For truck transport in Europe, people now go to online platforms to search for the cheapest trucker. It is my concern that people neglect the due diligence process when using these platforms, without knowing who the real carrier is. What are your thoughts?

Ms. Snowden: every organisation should have a qualified supplier list created based on its past experience. It is not clear whether these platforms will make proper financial and qualification assessment over the truck companies. It is a 'buyer-be-aware' situation.

Dr. Furrer: Most of these platforms do not offer guarantees for the performance of suppliers. DPDHL conducts DD on these platform suppliers, the same way as other suppliers.

Mr. Gluck: This trend is also developing in the United States of America. Some of these websites will have due diligence guidelines on these suppliers, but forwarders will need to do DD on their own, so prudence is required.

Q3. Normally, sub-contractors only have carrier's liability insurance, but the coverage is low; is it legally feasible to request them to have insurance for the cargo?

Ms. Snowden: CIFFA has a plan to advise member firms to handle only cargo covered by cargo insurance. CIFFA requests members to have errors and omissions insurance and legal liability insurance for a minimum of USD 250,000. Insurance is a good way to mitigate risks.

Dr. Furrer: it is possible to request sub-contractors to do so in the contracts. But it is better to make sure that customer have sufficient cargo insurance coverage.

FIATA's best-practice guide on *'The Prevention of Cybercrime'* was released in the session. FIATA members and global forwarders can go to www.fiata.com – 'Media' – 'Document for download' to obtain this document.

Mr. Michael Yarwood said that this is an ABLM initiative, having recognised the risks posed by cybercrime in recent years. The document provides an introduction to the concept of cybercrime, identifies the primary perpetrators, their motivations and objectives, highlights the current regulatory framework, provides guidance on assessing businesses risk exposure and introduces the applicable overall IMO framework.

In the **Advisory Body Safety Security** session the main discussion topic addressed DG software for the handling of hazardous goods.

ADVISORY BODY SAFETY SECURITY (ABSS)

The Advisory Body Safety Security (ABSS) presented an in-depth agenda at this year's 2019 FIATA HQ Session. The meeting began with short updates from the USA, Europe and Australia. Mr. Brian Lovell, ABSS Vice Chairman, confirmed that in regard to Australia, as of the 1st of March 2019, all export cargo to any global destination needs to originate from a known consignor, or receive technical screening before being loaded on board an aircraft. Since the 1st of July 2017, all air cargo bound for US destinations has already been processed under new arrangements, but it only represents 5% of Australia's export air cargo. Everything has gone smoothly so far, with many large forwarders implementing off-airport screening at their facilities, and many larger exporters joining the Known Consignor (KC) export scheme.

Mr. Will Sehestedt updated matters concerning the USC-TPAT, highlighting that there is a re-authorisation bill introduced in Congress to revive the programme. In addition, the US CBP's Air Cargo Advanced Screening programme (ACAS) went into effect in June 2018, requiring a set of pre-shipment advance data to be filed with the CBP for analysis, before permission is granted for cargo to be loaded on aircraft bound for the USA.

Mr. Niels Beuck reported on a German road freight initiative called 'Project Cargo'. Organised by the German policy agency, the unit targets organised crime in road freight. The policy unit has managed to contain a crime structure in Poland which sent mobile teams throughout Europe. During 2018-2019, the project has so far resulted in an 80% reduction in organised road freight crime. The plan is to expand this project throughout Europe. Mr. Andreas Wilhelm advised his audience that due to Brexit it is now necessary to redistribute

responsibility for designation of ACC3, RA3, KC3 identified entities to the remaining 27 member states. The former are entities handling cargo with destinations in the EU. They published a list of these new assignments, which will be available to FIATA members.

Following the short updates, ABSS Chair Mr. David Fielder advised delegates that the main discussion topic for this session will address the growth of DG software and how the industry will incorporate this technology when handling DG sensitive goods.

FIATA invited speakers from Dangerous Goods Management (DGM) and the International Air Transport Association (IATA) to demonstrate their dangerous-goods software live for the audience. Mr. Herman Teering, Managing Director at DGM, primarily focused on the multimodal capabilities of DGM's software. Mr. Teering advised his audience that its products are designed to operate together with the most common administrative computer systems, including SAP, Navision, AS 400 systems, Unix systems, etc. He confirmed the product provides automatic insight into what is allowed and obligatory in trade, transportation, handling, storage and production and fulfils all the required documentation and labelling needs to ensure FIATA members stay compliant with legislation. The software is also updated constantly to continuously comply with the applicable rules and regulations of the ICAO Technical Instructions, which are released every two years; but with more frequent updates when required.

Following Mr. Teering, Mr. Christophe Gevrey, Product Manager at IATA, and Mr. Frédéric Leger, Director APCS at IATA, demonstrated their DG Auto Check software specifically focused on the air transport sector. They advised listeners that today, checks are performed manually by certified Category 6 trained personnel to accept or reject consignments using IATA checklists. DG AutoCheck is an IATA solution built to assist users during the acceptance process. They highlighted the fact that their software helps enhance the checking process time, with an estimated 50% less time required. Their proposed solution improves regulatory compliance and reduces airline's rejection and therefore reduces regulatory fines. It has the ability to send check results electronically to internal and external stakeholders, such as a message to the Notification to Captain Document, or error reports to the shippers, and manage all check processes and report globally within the organisation, which reduces per usage (all DGD are scanned). They currently have a cohort of freight forwarding members testing the software, including DHL, Panalpina, Kuehne + Nagel, and others.

In addition, there were representatives from Lufthansa DG department who joined the other two presenters after the session, to meet attendees and answer any further questions

Following both engaging demonstrations, ABSS Vice Chairman Mr. Lovell moderated a panel session. Training was a key question of interest from many delegates, with both speakers confirming that certified training will still be required by those utilising the software, as software should be seen as a tool to supplement existing mandatory training requirements and the user of that tool is liable.

In closing the meeting with sincere thanks to all presenters, ABSS Chair Mr. Fielder said that the next meeting will be held at the 2019 FIATA World Congress in Cape Town in October.

ADVISORY BODY VOCATIONAL TRAINING (ABVT)

This session provided delegates with an update on all ABVT matters, including diploma and validation statistics. It also features two speakers, namely Dr. Mohammad Saeed, Senior Trade Facilitation Adviser, International Trade Centre, with the topic 'TFA implementation – from learning to community-based learning', and Ms. Julia Mathis-von Planta, the Training Manager of Spedlogswiss, with the topic 'the Dual Training System in Switzerland'.

The Chairman Mr. Thomas Sim offered the following statistics on validations and diplomas issued:

- 17 FIATA Associations validated the FIATA Higher Diploma in Supply Chain Management (FHDSCM).
- 311 Higher Diplomas in Supply Chain Management have been issued since 2015. Of these, 153 were issued in REU, 105 in RAP and 53 in RAME.
- 413 Trainer Certificates have been issued since 2011, 182 in RAP, 152 in RAME, 47 in RAMNS, and 32 in REU.
- 61 programmes in 53 countries have validated the FIATA Diploma in Freight Forwarding at least once, and 45 programmes in 41 countries have re-validated it in the last four years.
- 15,075 FIATA Diplomas in Freight Forwarding were issued between the 1st of January 1996 and the 8th of March 2019. The region with most diplomas is REU, with RAP, RAME and – last but not least – RAMNS catching up fast.
- 614 FDFF have been issued in the last six months, with RAP taking the lead.

A handover of the Validation Certificates followed. BAIF (Belarus), IOFFLAT (Chinese Taipei), TLF (France), AFG (Georgia), GIFF (Ghana), PIFFA (Poland), CBFCA (Australia), TAFLA (Chinese Taipei) successfully re-validated the FDFF. PIFFA (Pakistan) re-validated the FHDSCM. Mr. Sim appreciated the improved quality of training programmes coming for re-validation. He noted that CBFCA Australia's training programme was fully online, which demonstrates the trend of online training in the future.

Dr. Saeed of the ITC said that since the negotiation for WTO Trade Facilitation Agreement was concluded in 2013, the ITC had been assisting countries in adopting and implementing the agreement. The ITC's services in capacity-building for SMEs have evolved with time, with training manuals – instructor-led training – on-the-job coaching – train-the-trainer methodology – e-learning courses – community-based learning.

A Training Manual, *'SMEs and Trade Facilitation Agreement'*, is free to down-

The Chairman of the ABVT, **Thomas Sim,** handed over validation certificates to a number of associations, including BAIF (Belarus), TLF (France), GIFF (Ghana), AFG (Georgia) and PIFFA (Poland).

load from ITC's website, which demonstrates how SMEs can take advantage of the various TFA measures. Interactive instructor-led training sessions have been held for more than 600 businesses in more than 20 countries worldwide. Two e-learning courses, 'Introduction to the WTO Trade Facilitation Agreement' and 'Introduction to International Transport and Logistics', have been developed, with around 25,000 enrolments in 2018.

Dr. Saeed noted that with the development of technology, traditional learning courses will evolve into community-based courses, with the role of teachers changing to facilitators. An example of Liberia LIBUS was shown. He encouraged FIATA members to join the ITC TFA e-learning courses and suggested that the two organisations could jointly develop the courses. Mr. Sim informed his audience that ABVT will seek to develop a joint training programme with the ITC on TFA implementation.

Ms. Mathis-von Planta started her presentation with introduction to Spedlogswiss, which has 330 members and is the only state-approved training and examination association of the freight forwarding industry in Switzerland. She said that there are several options to complete an apprenticeship: two years of basic training for weaker students; three years of training to get federal certificate for a certain profession. There are 21 training sectors in commercial training, including international forwarding logistics.

In the apprenticeship, students will study freight forwarding practices in companies, study fundamental knowledge in vocational school and will take 16 days of inter-company courses. Spedlogswiss offers blended learning for inter-company courses, where students will have both face-to-face courses and online study. Topics covered in inter-company courses include import and export, transport and insurance, customs, marketing

and sales, occupational safety and health protection, etc. Mr. Sim noticed a trend in many countries nowadays to encourage workplace training, namely combining classroom and online learning with internships or practice in the workplace.

The Chairman of the YIFFYA Steering Group, Mr. Michael Yarwood noted that 16 candidates were nominated in the Young Freight Forwarder of the Year Award 2019, which included seven from REU, five from RAME, two from RAP and two from RAMNS. TT Club hosted the 2017 global winner, Mr. Bradley Davis, in its Hong Kong office, and offered one week of training and activities on insurance. Mr. Yarwood noted the growth of social media for the Award and encouraged FIATA members to follow the YIFFY social media accounts.

Mr. Yarwood was particularly happy to see that Ms. Daniela Smal, 2015 global winner, joined the Headquarters Session. He had also contacted association members to look into ways participation can be promoted. Associations that have not nominated participants yet are encouraged to contact the YIFFYA team if they need any assistance.

Mr. Jean-Claude Delen, the FIATA Foundation President, reported that the next Training-of-Trainers course will be held in Uganda. A blended training approach will be adopted for the first time, namely the basic TOT course will be conducted online. FIATA Foundation is currently reviewing applications from several countries. Mr. Sim added that the TOT course in Uganda was shortened from 14 to 10 days, thanks to the adoption of the online course.

Mr. Sim announced the next ABVT session to be held in Cape Town, South Africa. He thanked the speakers and his audience for their participation, the ABVT members and ABVT Manager for their work. The meeting was then closed.

REGION AFRICA MIDDLE EAST (RAME)

This year, the Region Africa Middle East (RAME) started in a sombre mood as the region said goodbye to one of its long-time friends and leaders, Mr. Stephen Ngatunga. Mr. Ngatunga, who was the active RAME Chairman from 2017–2019, had suddenly passed away only two weeks prior to the HQ Session in March 2019. Mr. Basil Pietersen, the past RAME Chairman who took on chair duties as interim chair, held a one-minute silence for Mr. Ngatunga, praising him and reading out FIATA's eulogy that was sent to his friends and family. In addition to his condolences for Mr. Ngatunga's friends and family, Mr. Pietersen also extended his condolences to those affected by the recent Addis Ababa plane crash, which affected many colleagues and friends throughout the region.

Although it was rather difficult, the meeting moved on to matters at hand. Mr. Pietersen first thanked Mr. David Philips for taking on the post of RAME Deputy Chairman, an appointment that was made by the late Mr. Stephen Ngatunga. In order to maintain the integration of both regions Africa and Middle East, Mr. Ngatunga had stated it was important that the deputy chairman be from the opposite region, which in this case means the Middle East.

Policy developments were next on the agenda, with an update from Mr. Salahadin Khalifa, who told the meeting that 52 countries have signed the African Continental Free Trade Area to date, with the exception of Benin, Eritrea and Nigeria. The Agreement will come into force after ratification by 22 countries. As of the 20th of February 2019, 15 countries have now deposited their official Instruments of Ratification.

Continuing on the topic of policies, Mr. Bassil Eid advised members that 28 countries have signed the African Union's Single Air Transport Market (SAATM), of which only two have fully implemented the agreement. COMESA is also working with its local members to implement the agreement, having signed

Basil Pietersen, who has chaired RAME since 2013, listening to a session attentively.

Vice President **Nadia Abdul Aziz (UAE,** centre), was one of the regional session's attendees from the Middle East.

In the RAMS meeting the question of container demurrage and costs in seafreight was taken up by delegates from **Ecuador, Chile** and **Mexico.**

an MoU to establish SAATM in 2018. Both speakers urged their Association Member to engage with their local governments to shed light on the overall importance of ratifying and implementing these two critical integration agreements for our region.

Setting the stage Ms. Lena Boueri, from the Lebanese Forwarders Syndicate, gave a warm speech thanking delegates for their support as they prepare to host the 2019 RAME Field Meeting in Beirut, Lebanon, to be held from the 24th to the 26th of June. She invited all delegates to attend and confirmed that visas will be facilitated by the association upon registration. She encouraged delegates to register early to allow for enough time to ensure that their visa is processed. A list of speakers from the World Bank, UNCTAD and other international organisations are preparing to deliver impactful presentations for the Middle East region, encouraging greater development in the area.

Looking ahead, there are two contenders this year for the 2020 RAME Field Meeting. Uganda and Egypt both gave great insights into the prospect of hosting the field meeting in their respective cities. The next steps will see both host bidders deliver a second presentation in Beirut, Lebanon, at the 2019 RAME Field Meeting, followed by members voting on the matter at the 2019 FIATA World Congress in South Africa.

Moving the meeting further forward, Mr. Pietersen addressed one of the key initiatives of the late RAME Chairman Mr. Ngatunga, which is to expand FIATA's membership throughout the region. RAME delegates were asked to give updates on their efforts to encourage membership expansion, at which point two key updates were highlighted. Rwanda and the Republic of the Congo have started to engage with the secretariat on establishing an Associations locally.

Continuing with the theme of Association matters, it was highlighted that Uganda will be receiving a FIATA Foundation Train-the-Trainer Course in 2019. In addition, each Association received a hard copy of the recently published novel *"Emergent Africa"*, written by the late Professor Calestous Juma, which also included a contribution from FIATA.

Before closing the meeting, Mr. David Logan, CEO of the South African Association of Freight Forwarders, delivered an update inviting all members to the 2019 FIATA World Congress to be held in Cape Town (1st – 5th of October).

REGION AMERICAS NORTH AND SOUTH (RAMNS)

The Region Americas North and South met to discuss the most pressing topics that the industry faces in the region. Below we include some of the highlights of the dialogue.

SEAFREIGHT

For the attention of delegates, Ecuador raised the issue of container demurrage and costs associated with such arrangements. Chile also provided comments in relation to demurrage costs as they relate to shipping lines making a charge for cleaning or other activities in the return of containers on the basis of them being fit for purpose. In a general discussion on this issue, Mexico raised the point of how it has worked with regulators in terms of introducing best practice on a variety of activities, including container-related matters. The FIATA secretary pointed delegates' attention to the opportunity to leverage the recent United States Federal Maritime Commission report on container detention and demurrage in the United States of America.

AIRFREIGHT

In relation to the US Transport Security Administration arrangements, the US delegate spoke about the rollout of the canine programme (K9) to support aviation security, This is seen not as an end in itself, but as an adjunct to security programmes, noting that there are detector dogs working to detect explosives, narcotics and agriculture produce. Additionally, it was agreed that there are significant challenges in the ever-increasing number of e-commerce shipments and the apparent inability of customs and other regulators to meet these challenges.

VOCATIONAL TRAINING

The delegate from Guatemala requested a standalone introductory airfreight module, which had been put to the ABVT for its review and certification under the FIATA standards.

OTHER ITEMS

The chairman brought the forthcoming ALACAT Congress, to be held from the 26th to the 28th of June in Barcelona, to the attention of the delegates. One of the key issues at this congress is to undertake a wider alignment of ALACAT with other regional associations, so as to provide a wider reference point for information sharing and gathering. He said that the next RAMNS meeting will be held in Barcelona, in conjunction with the ALACAT Congress. As to the RAMNS meeting in Cape Town, the chair said that a keynote speaker at that session will be Mr. John Mein, who is the chair of the private-sector consulting group to the World Customs Organisation, of which FIATA is a member.

REGIONAL MEETING EUROPE (REU)

The REU meeting was chaired by Mr. Turgut Erkeskin from Turkey. This year's general meeting was attended by more than 40 delegates.

Considering Mr. René Zimmerman announced that he is retiring at the end of March, Mr. Turgut Erkeskin expressed his appreciation and gratitude for all of René's support and hard work over the past years for the REU meeting, and offered him a farewell gift, which was very much appreciated by the former Manager of the FIATA MTI.

This year the country report was made by Mr. Ole H. Hagen, who gave the audience a brief but detailed insight on Norway. Nowadays Norway is one of the most important economies in Europe and also in the world, ranked amongst the three first in wealth fund (stocks), seafood and oil and gas. Norway has a special characteristic – it is governed by women, and this may be the reason why it is ranked as the happiest place in the world, based on GDP per capita, social support (family, community), generosity, health, life expectancy, freedom to make life choices and perception on corruption. Norway still invests and encourages green technology and Oslo was awarded the prestigious title of European Green Capital in 2019. When it comes to industries and conditions in Norway, and as far as transport, distribution and logistics competence is concerned, Norway is also above-average. In 2014 it scored 4.19 in this sub-indicator of the overall LPI Global Ranking.

In a brief a analysis made of PostNord it was mentioned that PostNord is the leading supplier of communication and logistics solutions to, from and within the Nordic region. It ensures postal service to households and businesses in Sweden and Denmark. With expertise and strong distribution network, it develops new solutions for the communication, e-commerce, distribution and logistics of tomorrow in the Nordic region.

PostNord was established by the merger between Post Danmark A/S and Posten AB in 2009; it is owned by the Danish (40%) and Swedish states (60%). Voting rights are split 50/50. The parent company, PostNord AB, is a Swedish public limited company, and it is headquartered in town of Solna, which is a part of the Stockholm urban area, Sweden. PostNord became is the third-ranked recognised brand in Norway and is currently among the seven top key players in the overall market.

Since the beginning of 2017 the Norwegian economy has been in a moderate upturn, and it is anticipated that this trend will to continue. An expected increase in the workforce, a decreased unemployment rate and higher wage growth are factors contributing to the upturn.

Increasingly consumer-driven in the logistics market, the total amount spent on online shopping by Nordic e-commerce consumers in 2017 was estimated at SEK 209.6 billion. E-commerce represents approximately 10% of total retail sales and PostNord's B2C volumes related to e-commerce rose by 14%. Several new services offering increased flexibility for recipients have been launched. For example, home delivery in the evening was made standard. Saturday deliveries to partner outlets – already in operation in Denmark – was introduced in Sweden too.

Mr. Hagen mentioned the top ten trends in Norway, among which one can find Search, Disruption, Blockchain, Trust, AI, Talent, IoT and Security.

CLECAT UPDATE

Ms. Nicolette Van der Jagt, Director of CLECAT, mentioned the challenges of 2019, considering that it will be a year of changes. In May there are elections to the European Parliament; ten national elections are also set to take place before the end of 2019; the European Council of June 2019, where a decision is expected on the allocation of top jobs; the appointment of the new European Parliament and Commission Presidents in July 2019; the announcement of the Commissioner portfolios and their hearings in the EP, slated for October 2019; and the expected work programme of the new Commission President (based on the political manifestos).

Ms. Van der Jagt made an update on EU policy-making regarding issues such as transport modes and other horizontal matters, such as security, customs and indirect taxation; a recently-created Brexit WG; and also gave detailed reports on the main topics dealt with by CLECAT in the past few months. One main topic that is on the table and needs to be carefully taken into consideration is the digitalisation of electronic

transport documents. The Electronic Freight Transport Information proposal is a legislative proposal that is part of the Commission's third 'Europe on the Move' package, which is designed to complete its agenda for the modernisation of mobility. In the European Parliament, the file was assigned to the Committee on Transport and Tourism (TRAN). On the 25th of October 2018, the TRAN committee rapporteur published her draught report on the Commission's proposal, in which she proposes to extend somewhat the scope of the regulation.

The Single Window initiatives is also something to consider when talking about digitalisation of transport documents in Europe, and every initiative on this matter should take into account whatever is being done in this field.

Platforms – sharing and/or exchanging of data, data security aspects (digital IDs, signatures, etc), harmonisation of systems and standards (UN/CEFACT, WCO, IATA, IMO) – were other topics addressed at this meeting, which reiterated the importance of digitalisation to the sector.

BREXIT

Mr. Parker reported that on the 28th of March 2019, the EU's leaders agreed to delay Brexit from the 29th of March to the 22nd of May, on the condition that the Withdrawal Agreement is approved by parliament the following week.

The government should schedule a day for a vote, but it will have to notify parliament the day before it plans to hold it. Parliament must pass the legislation required to change the exit date in law before the 29th of March.

This can be done via secondary legislation, known as a Statutory Instrument, and will need the approval of both parliament's lower chamber, the House of Commons, as well as its upper chamber, the House of Lords.

If parliament actually does not support Theresa May's deal next week, then the EU has agreed to delay Brexit until the 12th of April – the day on which the UK would have to give legal notice that it was taking part in the EU elections scheduled for the 23rd of May. CLECAT is very much in favour of an orderly Brexit, minimising barriers and maximising opportunities in the future relationship, promoting the role of Freight Forwarders, Customs Brokers and Logistic Service Providers and supporting Members in the Brexit process.

FIATA's Senior Vice President **Turgut Erkeskin** greeted more than 40 participants in the Regional Meeting Europe that he chaired.

The **FIATA Logistics Academy** is launching its flagship digital courses.

FLA

FIATA LOGISTICS ACADEMY LAUNCHES ONLINE COURSES

The FIATA Logistics Academy took one more step towards is vision of being one knowledge source for professional logistics. It aims to become a leading provider of educational tools, both technical and soft, and provide solutions to the freight forwarding industry. At the HQ Session the FLA announced the launch of its flagship digital courses. It is back to school time for logistics professionals; learning is now as easily accessible in the Apple App Store and the Google Play Store. This is FIATA's response to industry dynamics – the workforce needs education to keep up the pace.

This spring, FIATA Members will get the most out of technology with three digital courses. They feature 'Introduction to Global Logistics Management, Theory and Practice', 'Maritime Transport', and 'Digital Train-the-Trainer' by the FIATA Foundation - Vocational Training. Now FIATA's Association Members can use these training provisions to enhance their training programmes. They will have what they need in one platform that

provides access to content across some of the subjects outlined in the FIATA Minimum Standards in Freight Forwarding. The platform, based on edX's technology, is amongst the best in the world and is supported by Harvard, MIT, Oxford and more than 30 other universities. The platform allows easy access to courses for the entire class or individual students, to support their learning goals and supplement their lesson plans. Data analytics will provide great insight on how people learn.

To accompany the launch the session featured several speakers. Mr, David Casey and Mr. Oliver Jones, from Proversity, a digital learning provider, talked about the future of learning, focusing on how technology will change the way we learn. Dr. Vincent Valentine from UNCTAD, who was one of the experts, talked about the changing role of trainers as they become more and more agile and catalysts of change. Learning is more about engagement, practice, interaction, dialogue, listening.

Collaboration initiatives with WCO were presented by Mr. Dimitrios Politopoulus, Project/Client Relations Coordinator WCO Academy. WCO Academy courses corresponding to FIATA's Minimum Standards to acquire the Diploma in Freight Forwarding were outlined. New initiatives also include collaboration in webinars and international facilitation.

The session was summed up in the chair's statement. "With our first digital project, the FLA is providing solutions that give freight forwarders exactly what they have been asking for – the possibility to upscale their knowledge and skills anywhere, everywhere, anytime." To know more about the courses, send an e-mail to schaer@fiata.com.

An outlook on this year's **FIATA World Congress** in Cape Town, **South Africa.**

ASSOCIATION MEMBERS' FORUM

The Association Members' Forum took a distinctively different format at this HQ meeting. The meeting was Chaired by FIATA Secretary General Bob Voltmann who, in opening the meeting, commented that this session will be about Association Members addressing, amongst themselves, key issues in relation to their operational patterns and how those issues link to, or impact on, FIATA.

One of the key issues identifies for all entities was communication and the channels for communication with stakeholders or, in the case of FIATA, its Association and Individual Members. In addressing this challenge there was a Panel of Association Managers from Turkey, Italy, the USA, Australia and Chinese Taipei, who discussed the challenges of effective communication with delegates, as well as the lessons learnt in communication, which may be leveraged by all FIATA Association Members. It was clear from discussions that there is no one size that fits all. Some Association Members see communication channels through traditional hard copy or e-mails as efficient and effective, while others brought social media into the communication mix. The session provided an opportunity for Association Members to discuss ways and means to better communication and to also provide FIATA with thoughts in relation to how it can improve communication with its members.

The Panel also addressed an issue which is key to all not-for-profit industry associations and relates to good governance principles across a wide variety of processes that are encountered by such bodies. These include fiscal responsibility, board confidentiality, privacy principles, responsibility to members and association liabilities. This session provided opportunity for all delegates to address guiding principles for industry associations and the need for appropriate duty of care in meeting members and regulatory compliance requirements. Members agreed that there is an opportunity to learn from one another in relation to other association matters, including the key issues, which were addressed in the forum relating to communication and good governance.

With the objective of sharing best practices Turkey's UTIKAD provided an overview as to the work that it has undertaken in addressing best practice principles with its government.

It was agreed by delegates that these discussions between Association Members provide a platform to create a process of looking, form an external point of view by Association Members, to identify areas within FIATA where it is perceived that improvement could occur in its working with Association and Individual Members.

It was agreed that for the next meeting, agenda items will be called from Association Members concerning issues raised, with those to then be led by that Association Member in a discussion as well as an open forum.

DEMURRAGE AND DETENTION

Shipping lines obstructing merchant haulage services

Rising tariffs for demurrage and detention are not god-given. The 'Best practices' published by the FIATA Working Group Sea were recently backed by a verdict of a Antwerp commercial court.

Last year the FIATA Working Group Sea published a document entitled *"Best practices as proposed by FIATA – Demurrage and Detention in Container Shipping"*. In this paper the Working Group comes to the conclusion that during the last few years, free time-periods have been reduced and tariffs for demurrage and detention have increased considerably. Shipping lines have been accused of abusing their position by charging unjust and unreasonable demurrage and detention costs to merchants. The opinion prevails that shipping lines may try to abuse such charges in order to increase income as well as profits.

This article follows up on the 'Best practices' and brings them into perspective on the basis of a recent judgement handed down by a Antwerp commercial court. The article also shows how shipping lines may try to abuse their power vis-à-vis forwarders acting in merchant haulage.

THE ANTWERP CASE

In a recent verdict a Antwerp commercial court decided against a shipping line that had levied demurrage charges on a forwarder (28th of August 2018, ref. A/15/6983). It was established that the terminal had suffered from congestion and that the forwarder cannot be held responsible for a situation that is under the control of the terminal – acting as a subcontractor to the shipping line. But the verdict goes much further and it is very interesting to look into the judgement in some more detail.

The court decided to involve an expert in order to get a better view of the situation, which involved common practices in the port of Antwerp. The expert established that the container in question was released by the shipping line to the forwarder, indicating the terminal and the date of availability. Subject to this release, the forwarder almost immediately arranged his planning and organised the pick-up of the container by barge, using the Barge Transport System – a platform commonly used in the port of Antwerp.

Only on the very day the pickup was supposed to take place did the terminal inform the barge operator that there was "too much work" in the terminal and that the pick-up had to be cancelled. The forwarder had to arrange for a new barge booking with the Barge Transport System, but by the time the pick-up was successfully completed, the container exceeded its demurrage-free period. As a consequence, the shipping line charged the forwarder with related demurrage charges.

DEMURRAGE AND DETENTION FOR CIRCUMSTANCES BEYOND MERCHANT'S CONTROL

The court established that the forwarder has done all that was necessary to arrange for the pickup of the container, but that it was the congestion of the terminal that led to the inability of the terminal to release the container. With the terminal being a subcontractor of the shipping line, the judge ruled that the charging of demurrage charges to the forwarder because of a delay that was due to congestion in the terminal is not just and has to be cancelled.

This is a very important judgement that is fully in line with our 'Best practices': *The lack of contractual privity between supply chain partners at ports is one of the key issues under investigation by the USA's Federal Maritime Commission (FMC) in 'Fact Finding 28'. Entities (including merchants that do not have contractual recourse to entities that cause delays leading to detention and demurrage charges) should not be responsible for those charges when the terminal is not able to release or receive the container(s) in question. There is no logic in insisting on a charge that is supposed to motivate the merchant to pick up or return a container quickly if the terminal is not able to comply with this request.*

FIATA suggests taking into consideration the tendency for congestion, due to peak cargo-handling times related to newer, larger container ships and shipping line alliances and consolidations.

FIATA suggests that commercial partners negotiate terms to extend free time for a period that is equal to the duration of the inability of:

– terminals to release a container for import or receive a container for export;

– depots to receive an empty container.

DEMURRAGE AND DETENTION FOR CONTAINERS IN MERCHANT HAULAGE

But the case does not end there; it goes further and is very highly relevant to fair competition and the ability of forwarders to arrange box transport in merchant haulage.

The court expert was able to establish the reason for the terminal cancelling the

arrival of the barge that was booked and scheduled to pick up the forwarder's container. It was established that the terminal (acting as subcontractor of the shipping line) gave priority to a barge with containers purely under the control of the shipping line. In other words, a container of a forwarder under merchant haulage (that was booked and planned well in advance), was cancelled in favour of containers under carrier's haulage and under control of the shipping line.

The scenario is so unreal that it is worth repeating. The shipping line was trying to collect demurrage charges from a forwarder for a container in merchant haulage, even though the very same shipping line was responsible for the demurrage charges that had been incurred, on account of having cancelled the pickup and having given priority to a barge with containers under its own control – that is under carrier's haulage.

In conclusion we can say that the forwarder suffered twice.

– The container was delayed, with all the related consequences.
– The forwarder was supposed to pay for the delay that was not only beyond his control, but was the direct result of the shipping line (subcontracted to the terminal) giving priority to containers under carrier's haulage.

This scenario is also covered in our 'Best practices'.

When arranging inland haulage, shipping lines are in effect competing with freight forwarders, who are simultaneously also their customers. Marketplaces become less efficient when entities have the power to levy unreasonable charges on their competitors. No matter whether containers move in merchant or in carrier's haulage, there should be equal and fair treatment of customers. FIATA suggests that commercial partners negotiate terms to reduce this unfair differentiation.

FIATA also encourages its Member Associations to understand the anti-trust regulations related to this issue in their respective jurisdictions, and to advise their members as appropriate.

DETENTION LIMITATIONS AND MERCHANT HAULAGE

This judgement proves what freight forwarders have long been concerned about, namely that shipping lines may try to abuse their position and vertical control / investments in the supply chain and give priority to their containers under carrier's haulage. Forwarders and shipping lines are in serious competition when it comes to the movement of containers to / from ports. It is not acceptable for shipping lines to abuse their position with such or similar unfair practices.

We even wonder whether this kind of action may be against existing competition laws. According to article 81 of the EC Treaty, any agreement that may affect trade and restrict competition in the common market is forbidden. In particular, those agreements that apply dissimilar conditions to equivalent transactions with other trading parties, thereby placing them at a competitive disadvantage.

Discriminating against merchant haulage, as organised by shippers / forwarders, vis-à-vis carrier's haulage, organised by the carrier, is in conflict with article 81 of the EC Treaty, in our opinion. As an example we refer to a report of a group of wise men on multimodal transport. In this report of 1997, the group stated that there must be no discrimination between carrier's haulage, organised by a liner conference, and merchant haulage, organised by a shipper / forwarder. Any agreement in the overall framework of a liner conference which discriminates against a shipper who organises his own transport is contrary to Article 81 of the EC Treaty.

This subject was also raised in the context of our 'Best practices'.

FIATA suggests that commercial partners negotiate terms that ensure that merchants can compete on a level playing field, by providing a fair and realistic free demurrage / detention period for containers under merchant haulage. There is no question that merchant haulage operations are more flexible and cost effective, to the ultimate benefit of the cargo owner.

We encourage all forwarders to come forward to take action should they be aware of or be exposed to similar practices. The ability of the forwarder to arrange for their own pre-carriage and onward carriage is an essential right that must be protected. It would be disastrous if carrier's haulage became a monopoly, with merchants being limited in their choice. In order to perform merchant haulage and not be disadvantaged vis-à-vis carrier's haulage, a level playing field and fairness are essential.

In closing, we would like to mention that the shipping line that lost the demurrage case mentioned above in the Antwerp commercial court decided not to appeal against the decision. As such, the verdict is final and it stands.

FIATA Working Group Sea

Photo: iStock/Tryaging

URUGUAY, SOUTHERN GATEWAY TO THE WORLD

Reasons to choose Uruguay

Montevideo's Plaza Independencia. Trading nation Uruguay's borders with Argentina and Brazil are **1,564 km** long.

There are widespread opportunities for trade, transport and logistics in Latin America. Stability is one crucial determining factor – and simultaneously one of Uruguay's USPs. The country offers a healthy environment for investors, the speedy shipment of consignments dispatched to domestic destinations or in transit, making Uruguay a strong hub for regional distribution.

Uruguay offers a high level of safety as well as standard of living: its climate is pleasant throughout the year, with summer the best season for a spot of tourism. For many years Uruguay has enjoyed strong political and social stability, supported by a consolidated democracy, making it a safe place to invest in.

HIGHLY RANKED IN A NUMBER OF INDICES

INSTITUTION	INDEX	POSITION	YEAR
ECONOMIST INTELLIGENCE UNIT	DEMOCRACY INDEX	1	2017
HERITAGE FOUNDATION	ECONOMIC FREEDOM INDEX	2	2018
INSTITUTE FOR ECONOMICS & PEACE	GLOBAL PEACE INDEX	2	2018
TRANSPARENCIA INTERNACIONAL	LOW CORRUPTION INDEX	1	2017
AMERICAS QUARTERLY	SOCIAL INCLUSION INDEX	1	2016
UN DEVELOPMENT PROGRAMME (UNDP)	HUMAN DEVELOPMENT INDEX	3	2016
LEGATUM INSTITUTE	PROSPERITY INDEX	1	2017
WORLD JUSTICE PROJECT	RULE OF LAW INDEX	1	2018
ITU	ICT DEVELOPMENT INDEX	1	2017
REPORTEROS SIN FRONTERAS	PRESS FREEDOM INDEX	2	2018

The political system is that of a democratic republic, with a presidential system. Presidential and parliamentary elections are held every five years. There are numerous political parties.

The legal system is based on laws passed by parliament and promulgated by the executive branch of government. There are special judges for civil, customs, bankruptcy, commercial, labour and criminal matters, with further special criminal courts for organised crime and special courts for family issues.

Uruguay offers an integrated logistics platform that successfully complements the regional network. Due to its key geostrategic location, the country is the most important logistics hub in the region, reaching a market with more than 250 million people.

Uruguay's political stability as well as its institutional guarantees consolidate it as a secure destination – not only for investment, but also for flexible and transparent logistics operations.

Modern service platforms in warehouses cater for the incorporation of high added value along the entire supply chain, keeping inventories in just a few hours' transport from commercial centres.

URUGUAY – FACTS & FIGURES

Uruguay has been independent since 1825; today it is one of the most stable, democratic and prosperous countries in Latin America.

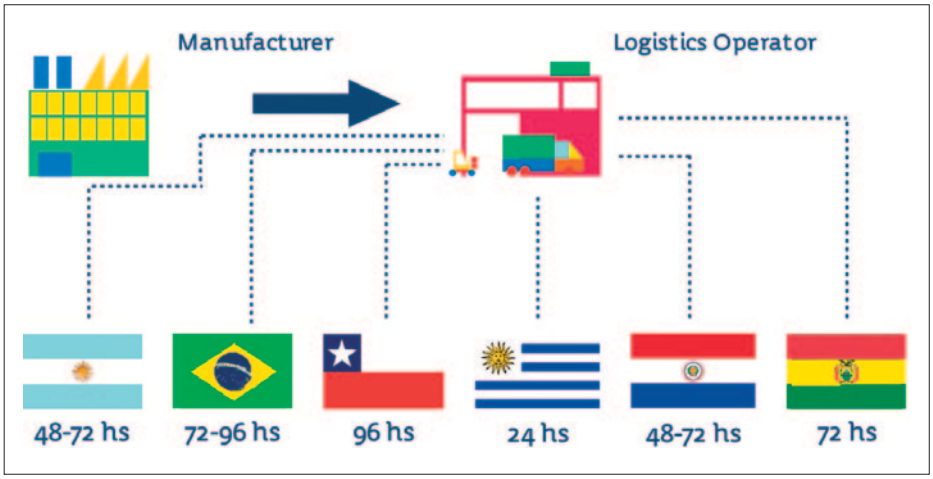
Official name	República Oriental del Uruguay
Capital	Montevideo
Form of government	Presidential democracy
Area	176,215 sqkm
Coastline	660 km
Population	Approximately 3,400,000
Major trading partners	China, Brazil, the USA, Argentina, Turkey, Algeria, the Netherlands, Mexico, Russia, Germany, Paraguay, Peru, Portugal, Iraq, Israel.

Efficient logistics services help to reduce transit times, lower inventory costs due to higher stock turnover, offer optimum delivery times and competitive international freight solutions. Uruguayan logisticians are known for their efficient services.

The Ministry of Transport and Public Works promotes public-private participation in projects that boost investment in road and rail infrastructure.

Through the National Institute for Logistics (INALOG), Uruguay promotes a regional distribution logistics network, with the participation of public and private parties that integrate the logistics value chain. Uruguayan logisticians adapt to national and international commercial flows, providing high standards of services and improving the country's tangible and intangible assets.

– ADEQUATE INFRASTRUCTURE
– TECHNICAL COMPANIES
– RELIABLE LEGAL FRAMEWORK
– PUBLIC-PRIVATE SYNERGIES



Regional distribution centre logistics in Uruguay.

WHAT ARE THE ADVANTAGES OF CONDUCTING LOGISTICS ACTIVITIES THROUGH URUGUAY?

– AS A GATEWAY

Safe and flexible entry. 94% of all shipments are dispatched in less than eight hours, with containers removed from port premises in less than 48 hours.

– AS A REGIONAL DISTRIBUTION CENTRE

Offering options making it easy to optimise inventories, centralise management of said inventories and reduce volumes in each country.

Reducing financial costs (including the nationalisation of deferred costs), as well as economic costs (the reduction of volumes of stock) and operative costs (a single management model).

Lower risk country (by maintaining the currency of origin).

IMPROVED SERVICES

– Logistics speed to market: helping operators reduce their lead times.
– Customisation.
– Flexibility (helping relocate shipments to new destinations when necessary).
– Client maintains ownership of goods.

Uruguay's coastline is just one of its many assets. A deck at the beach in Punta del Este.

Photos: iStock/SpectralDesign/brupsilva/Rainer Lesniewski

WORKING GROUP SEA TRANSPORT MEETS IN VIETNAM

Vietnamese potential

Photo: FIATA/ Stock/alxin

The VLA hosted the latest meeting of FIATA's Working Group Sea Transport in Ho Chi Minh City in February this year.

A number of subjects were discussed at the latest meeting of the Working Group Sea Transport, including the potential of better route planning, multimodal transport and merchant haulage.

The FIATA Working Group Sea Transport, together with the Vietnam Logistics Business Association (VLA) and in cooperation with the ASEAN Federation of Forwarders Associations (AFFA), successfully held the first Working Group Sea meeting in 2019. The Working Group's meeting was held in Ho Chi Minh City, Vietnam, on the 11th and 12th of February 2019.

The meeting was opened by the President of the VLA, Mr. Nguyen Duy Minh, who welcomed the FIATA Working Group advisors and the delegates from AFFA. He stated that the vision of the VLA is to connect and cooperate with local and foreign freight forwarders and logistics services providers, in order to create a leading industry in Vietnam. In his introductory message Mr. Jens Roemer, Belgium, said that Vietnam is an important player in international trade and important for the transport industry.

The agenda of this meeting was established jointly by the VLA and AFFA, in order to better understand and work together for the satisfaction of all customers. The key aim of today's meeting is to provide a lively exchange platform for freight forwarders and an opportunity to talk about different transport solutions.

TARGET – 500 MEMBERS

Mr. Paul Khoa explained that the VLA's mission is to enhance professionalism, promote modern logistics and to integrate national logistics with the region and globally, in order to efficiently contribute to the development of firms in the industry as well as to economic development in Vietnam. He provided an overview of the history of the freight forwarding business in his country. There are about 30,000 logistics firms there, with 4,000 of these active in international services, according to VLA research and estimates. The VLA has 362 members, including 308 ordinary members and 57 associated members (37 FDIs). The VLA intends to increase this number to 500 members by 2020.

Mr. Pham Nam Long CEO of Abivin Vietnam gave a presentation on optimising logistics solutions. He said that 90% of operations in the supply chain are executed manually, thus wasting money and time. His company has introduced a logistic platform that optimises route planning. The system generates an optimal routing plan in terms of both cost and time-effectiveness. A case study says that with this airports a total of 30% of resources and fuel can be saved.

Mr. Mike Walwyn, South Africa, adviser to the Working Group Sea, explained in his presentation that multimodal transport solutions are available in Africa, but with limitations. The reasons for this limitation include colonial boundaries, decaying and poorly-maintained infrastructure, a total of 16 landlocked countries out of 54, minimal railway coverage and poor road networks, which are extremely expensive. An integrated policy approach is needed in order to connect the different modes of transport. Tailor-made services from freight forwarders are essential to drive multimodal solutions.

Mr. Roemer presented *"Best practices as proposed by FIATA – Demurrage and Detention in Container Shipping"* (see also pages 24–25). FIATA does not believe that merchants should be subject to predatory pricing of this nature, especially as delays often occur through no fault of merchants. He suggested that VLA should distribute this booklet among its members.

The Working Group also discussed terminals and merchant haulage in detail and will draught advice for members. Container positioning and repositioning was debated; it seems shipping lines do not improve much with new equipment.

Furthermore, the topics of the ICC Code of Conduct, the service tax in India, the status of the FIATA e-FBL as well as the application of the CTU code were issues under discussion.

LOST BILLS OF LADING

A challenge, not a disaster

Such is the crucial nature of the bill of lading that some people may panic unduly over its loss or misplacement, or when facing a request to change some details therein.

Bills of lading have three primary functions; evidencing the contract of carriage, acting as a receipt for the cargo, and facilitating the transfer of title to the carried cargo. There are occasions where documents are lost and, given the functions of the bill of lading, this has the potential to give rise to some significant exposures, if not handled correctly.

The contractual nexus surrounding any given bill of lading can be complex. Care must therefore be taken to understand this nexus when handling situations involving lost bills of lading.

In maritime trade, the original bill of lading effectively represents the cargo itself. At its simplest, the shipper receives the bill from the carrier, and transfers it to the consignee, in return for payment for the goods. While the goods are in transit, 'negotiable' bills may be transferred between entities for payment, together with the right to receive the goods. The consignee or transferee hands the bill of lading to the carrier as evidence of the right to collect the goods and for cancellation.

Equally, a bank may also have an interest in the cargo, under a letter of credit, holding the original bill of lading until the debt is satisfied. In this context, the bill of lading represents the bank's security for that debt.

This also serves to illustrate the care required; release of goods without an original bill of lading can lead to financial liabilities to entities other than the direct contracting parties.

There are innumerable circumstances which may lead to a request to release cargo without the production of the original bill(s). A sale contract may have collapsed and the seller may want to sell to someone else. The consignee may be facing cash flow issues or have a financial dispute with the shipper. In extreme circumstances, the supposed receiver's intention may be to steal the cargo and the sale proceeds, while the seller or the bank still retains the original documents.

Photo: iStock/c-George

Shippers or alleged transferees of the original bill of lading may seek to press the NVOCC to issue a duplicate for the purpose of taking delivery; such requests must be handled with great care. Anybody who is holding an original bill of lading acquired in good faith can claim delivery; where two sets of bills exist there is risk of two entities with apparently equally valid claims, demanding delivery of the cargo. Additionally, if the shipper has not been paid he retains the right to dispose of the cargo.

FIRM EVIDENCE NEEDED

As the NVOCC or freight forwarder, you can never be 100% certain what has happened to the original set of bills: have they genuinely been lost or has someone overlooked paying the seller? In releasing cargo consignments without firm evidence of the right to take delivery, you act entirely at your peril.

As a matter of law, there is no exception to the simple working rule that delivery without production of a bill of lading is at the NVOCC's own risk. You are not bound to deliver cargo to any person other than the lawful holder of the original bill, unless a court so orders. Where a bill is absent and the importer demands delivery, a recommended solution is to require a bank guarantee (or a company letter of indemnity countersigned by a bank) in your favour.

It is always a sensible as well as a practical precaution to check with the exporter/shipper to make sure he has actually been paid and has no objection to the cargo being released. One vital step – often overlooked – is to communicate to the delivery agent any new arrangement for the release of the cargo, precluding the risk that the agent meanwhile delivers the cargo to a party in possession of the void or cancelled bill of lading.

UTMOST CARE ON BOL

Cargo interests may apply for a court order, often known as an 'interpleader'. However, this course of action inevitably takes more time and increases costs, including potential storage costs; ultimately, a claimant will still be required to demonstrate his entitlement to take delivery.

If there is a request for delivery but the original bill of lading is unavailable for whatever reason, take utmost care. Implement appropriate training and escalation procedures to ensure the approval for irregular releases is authorised by a senior manager. The whole question of the delivery of cargo without production of the corresponding original bill of lading, whether lost or otherwise, is fraught with potential exposures for the NVOCC or other issuer. No matter how strong or important your commercial relationship may be, simply do not accept promises or bow to pressure.

MALAYSIAN FREIGHT FORWARDERS ON THE MOVE

45 FIATA Diploma graduates – a landmark

The inaugural convocation ceremony for new graduates, staged by the Federation of Malaysian Freight Forwarders (FMFF), met with success. The 45 graduates of the course were also congratulated by the Malaysian Deputy Minister of Transport.

Photos: FMFF

A group photograph of the graduates, lecturers, committee members and distinguished guests for the inaugural FMFF Convocation Ceremony 2019.

The Malaysian Deputy Minister of Transport, Yang Berhormat Dato' Kamaruddin Jaafar, declaring the opening of Convocation Ceremony.

On the 12th of January 2019 the Federation of Malaysian Freight Forwarders (FMFF) witnessed a landmark celebration for the inaugural FMFF convocation ceremony for 45 graduates in the FIATA Diploma in Freight Forwarding programme. The celebration was held at the Kelab Shah Alam Selangor club, Malaysia, a prestigious facility themed with majestic Bugis architecture. The Malaysian Deputy Minister of Transport, Yang Berhormat Dato' Kamaruddin Jaafar, had the honour of officiating over the event, with a crowd of around 150 people attending, including VIPs, invited guests, lecturers, friends and family members.

The VIPs attending the convocation ceremony included Mr. Alvin Chua Seng Wah, the President of the FMFF, Dato' Tony Chia Han Teun, the President of the Selangor Freight Forwarders and Logistics Association (SFFLA), Mr. Thomas Sim, Chairman of FIATA Advisory Body Vocational Training, Dato' Cheok Tuan Sun, Chairman of the Education and Training Committee, and Dr. Leong Choon Heng, Director of the Malaysian Institute of Freight Forwarders. The event was also attended by representatives from the Human Resource Development Fund (HRDF), Jabatan Pembangunan Kemahiran Malaysia (JPK) and National Logistics Task Force (NLTF).

EFFECTIVE SINCE 1987

The Federation of Malaysian Freight Forwarders (FMFF) is a non-governmental organisation established in 1987. In the year 2000 the Malaysian Ministry of Transport recognised the position of the FMFF as the National Logistics Association that represents the freight logistics industry in Malaysia.

The FMFF was formed from representatives of various states associations, namely the Selangor Freight Forwarding and Logistics Association (SFFLA), Johor Freight Forwarders Association (JOFFA), Penang Freight Forwarders Association (PFFA), Sarawak Forwarding Agencies Association (SFAA), Kota Kinabalu Forwarding Agents Association (KKFAA) and Labuan Freight Forwarders Association (LFAA). At present, the FMFF is made up of about 1,300 members from local and multinational firms.

In recognition of the gap in skills and knowledge in the area of freight forwarding and logistics, the FMFF has taken the step of setting up its Education and Training (E&T) division. The division aims to provide training and education to employees in the freight forwarding, logistics, transportation, warehousing and related industries. For freight logistics companies, the training would enable the availability of a highly

All the distinguished guests stood for the national anthem, Negaraku, in the course of a moving opening ceremony.

Graduates awaiting the conferment of their FIATA Diploma in Freight Forwarding.

The Chairman of FIATA's Advisory Body Vocational Training (ABVT), Mr. Thomas Sim, giving his speech to the graduates.

Cheok Pink, receiving her award as Best Student in the Class of 2018 from the Deputy Minister of Transport.

skilled workforce, which would allow them to grow their businesses and compete in the international arena.

During the officiating speech, Yang Berhormat Dato' Kamaruddin Jaafar acknowledged the FMFF's contribution. He hopes that the association will continue to support the Malaysian government's objective of enhancing the country's logistics capabilities and making Malaysia the preferred logistics hub destination in the region. The Deputy Minister also acknowledged that many of the graduates present were also the beneficiaries of the educational grant provided by the Malaysian government.

In his opening address, Mr. Alvin Chua congratulated all the graduates on their fantastic effort, hoping that they will continue to serve as ambassadors for the national association. He added that the graduates should share the joyous occasion with their family members and friends, thanking them for their support and patience.

The event also witnessed remarks for all the graduates offered by Mr. Thomas Sim, Chairman of FIATA's Advisory Body Vocational Training (ABVT). In his speech he emphasised that there was a need to embrace a continuous learning attitude and adaptability with technology innovation, in the face of the Industrial Revolution 4.0. Graduates need to heighten their creativity and innovative thinking to match market demand.

62 GRADUATES BY 2018

The Chairman of the Education and Training committee, Dato' Cheok, reminded the graduates to continue to invest in their education. Investing in knowledge is akin to purchasing a life insurance policy, in which the premiums paid in full are students' hard work over the years. The value of the policy depends on how much effort the student has put into his education, and what the student wants to do with it as he is making progress in his career.

Between 2015–2018, no less than 62 graduates completed the FIATA Diploma in Freight Forwarding programme. At the Convocation, Chester Lee Chun Siong and Cheok Pink were announced as the recipients of the Best Student awards for the years 2017 and 2018 respectively. As part of the Malaysian Ministry of Transport's strategy to strengthen the logistics sector overall, the ministry has always supported the effort to address the shortages of skilled workers in the freight forwarding and logistics segment.

In the year 2017, the ministry endorsed and supported the application from the FMFF for an educational grant worth MYR 2.925 million under the Human Resource Development Fund (HRDF) for FMFF FIATA Diplomas in Freight Forwarding and UNESCAP Certificates in MTO Freighting.

* FIATA is a non-governmental organisation representing players in the freight forwarding and logistics industry in 150 countries.
* UNESCAP is the regional development arm of the United Nations for the Asia-Pacific region.

IN CHARGE OF MTI

Fresh blood

Joana Nunes, who graduated from Lisbon University's Law School in the year 2003, was born in Lisbon in 1980.

She did her training in a Portuguese law firm based in Lisbon that specialises in transportation law, and qualified as a lawyer with the Portuguese Bar Association in August 2005. Since then she has completed postgraduate studies in maritime law, mediation and project management.

Joana worked with the Association of Lisbon Port Operators, as its General Secretary, and then with the Lisbon Stevedores Pool Association, as President of its Board of Directors, between 2010 and 2014. From 2010 until 2018, Joana worked with the Portuguese Freight Forwarders Association, becoming its Executive President in 2015. Since January 2017 Joana has been the IATA-FIATA Air Cargo Programme's Governance Manager, nominated by FIATA and starting work in April 2019. Under her consultancy contract with FIATA she will be the Multimodal Transport Institute's Manager. She is a consultant and gives advice and training on several matters related to transport law and international trade.

Joana is a native speaker of Portuguese and fluent in English.

WORKING GROUP ELDERS ON RENÉ

Farewell, my friend!

On the 31st of March 2019 FIATA said goodbye to one of its longest-standing employees, René Zimmerman. René was part of the FIATA fabric for more than 14 years. He was a key component of so many FIATA achievements, having managed the Multimodal Transport Institute (MTI), the Advisory Body Legal Matters (ABLM) and Region Europe (REU) throughout his tenure.

René was a familiar face and close friend to so many and his understanding of the international freight forwarding industry provided significant benefits to FIATA with a variety of governmental and non-governmental entities. He built strong and lasting relationships with all FIATA delegates and his iconic laugh and sense of humour endeared him to all.

FIATA wishes him good health and longevity in his retirement and all the time he wants – which he will now have available – to spend with his family, friends and other colleagues.

Photos: FIATA

René – well-deserved retirement!

SOME THOUGHTS ON RENÉ FROM HIS COLLEAGUES

René was the perfect host when organising working group meetings.

MTI Chairman Robert Keen

A man with a laid-back nature, René was, however, always up to a challenge, and never shied away from the tasks provided. He had a good heart, and I can never remember him expressing anger towards anyone.

Past MTI Chairman Chris Gillespie

René was of such great value to the organisational teams, with other international organisations involved sometimes making the tasks even more complicated. He was there with his punctuality, bringing events to a success, organisationally and financially.

Senior Vice President Ivan Petrov

He is one of those rare people who you become friends with as well. I wish him a wonderful retirement. He will be missed but never forgotten.

Senior Vice President Turgut Erkeskin

Under René's expert supervision and care the Working Group Sea has held its meetings on no less than five continents. This has created great value, exposure and discussions for the hosts and Working Group members alike. But it was not only for the professional side that we valued René so very highly. The Working Group Sea became more than a group of professional experts thanks to him.

Working Group Sea Chairman Jens Roemer

AHMED MOUSTAFA HAMED KHALEEL ON HIS FIATA COMMITMENT

"Listen to the expert"

Ahmed Moustafa Hamed Khaleel started from scratch as clerk, and has worked in different logistics and shipping sectors over the past 35 years. Mr. Khaleel is the CEO of the Safety Link Shipping and Trade Co., established in 1997, and is also engaged in the Egyptian Customs Broker Associations' Union. In addition, he is a lecturer at the Arab Academy for Maritime and Transport Technology, at the Egyptian Maritime Transport Institute and a lecturer for Sea Freight Container for the FIATA Diploma. Mr. Khaleel is a Board Member of the Egyptian International Freight Forwarding Association (EIFFA) and became a FIATA Vice-President in 2017.

If you had not joined the transportation business, which profession would you have chosen?
Certainly law. I love reading legal code and everything in connection with law. I get knowledge about updated legislation, The law helps defend oppressed and maltreated people through the building of strong cases.

So what fascinates you about the freight forwarding industry?
The freight forwarding business and logistics activities are the backbone of international trade. They give value to material and services, always deal with doing right, so challenges never end. Every moment there is something new to be learned and something old to exchange. People from the industry are amazing, with great hearts and open minds, the more knowledge they have. They never grow old and spread their spirit all around.

And what was your motivation to accept your post with FIATA?
FIATA is the global voice of forwarders and logisticians. It differs from other networks in that FIATA is a business regulator. It can raise its voice, set roles and negotiate with governmental and non-governmental bodies to promote our industry.

"Be patient and think radically!"

Photo: FIATA

Mr. Khaleel promoting his industry,

How do you view the state of the industry today?
Freight forwarding is demand driven; global trade cannot survive without logistics services. Logistics is a lifestyle, always facing threats and challenges, requiring more promotion within national laws and international bodies. It shows its need for experts, but always accepts the new generation, handling high technology.

What changes would you like to see in the industry?
Internally, FIATA Statutes need more reviews, to enable the new generation to contribute in the board, presidency and committees. Externally, FIATA deserves more representation in official bodies, as FIATA is the largest non-governmental organisation representing all freight forwarders worldwide.

Looking at the future, what advice would you give a young person entering the industry today?
Listen to the experts, learn from the masters, watch – and then contribute. You have better opportunities, thanks to technology, to ease communications, control and secure business. Be patient, think radically and invest love in your business as much as you work hard, as much as you gain. Be yourself and keep trying.

Generally speaking, what in your opinion has been mankind's best invention (and why)?
Electricity. It is the gateway to all new inventive generations.

Which famous person would you like to have met (and why)?
Barack Obama, the former president of the United States of America. I love his way of thinking, talking, and the success resulting from his actions.

Do you have any unfulfilled wishes (professional or personal)?
Despite the fact that I am a very lucky man, who started from scratch and now run my own business, I am able to represent the industry locally as well as internationally. I am still looking to expand my business internationally, and personally, to spend more time with my family.

What plans do you have for the future or for your retirement?
Getting my PhD and looking to serve FIATA at presidency level. I am convinced – freight forwarders never retire.

Obituary Stephen Ngatunga

FIATA bids a sad farewell to Mr. Stephen Ngatunga, one of its most influential figures and friends.

It is with great sadness and regret that we advise our members of the passing on early in March of a prominent FIATA colleague and RAME Chairman, our friend Mr. Stephen Elias Joseph Ngatunga.

His untimely passing away was acutely felt by his many colleagues and friends in FIATA and elsewhere who had the pleasure of knowing him and working with and learning from Stephen. FIATA expresses its sadness and deep condolences to Stephen's family.

Stephen was a grounded practitioner, a trainer and leader in the logistics industry. Based in Dar es Salaam, he was the Managing Director of Jerusalem Freight and Company Limited, the President of the Tanzania Freight Forwarders Associations since 2011, and the President of the Federation of East African Freight Forwarders' Associations.

He was a passionate advocate of the international forwarding and logistics industry throughout the Region Africa Middle East (RAME) taking on the role of RAME Chairmanship in 2017. His vision included expanding FIATA's membership in the region and striving towards improving trade within the region.

He was a FIATA ambassador to many African and Middle Eastern state meetings with high government officials and intergovernmental bodies, shedding light on our industry's growth and moving it forward. He was a close friend to many FIATA figures in the Presidency, Extended Board and FIATA's Association Members; tribute was paid to him by delegates at the FIATA Headquarters session in March.

Stephen generously contributed his time to participate in numerous FIATA events, where he would be easily recognised, wearing his iconic Tanzanian scarf, a symbol of pride of his nation.

The end of his contributions, personality and drive are a great loss to FIATA. His memory and teachings will continue to echo throughout FIATA meetings as it continues to progress towards his vision for Africa and the Middle East.

Insurance and Surety Solutions for Logistic Providers

Contact us today to learn about our Freight Association Program

A premier bond program for FIATA members

- Legal Liability Insurance
- Errors & Omissions /Professional Liability
- Cargo Insurance
- Surety Bonds
- US ATA Carnet Provider
- Expert Subrogation Services
- On-Demand Claims Management System
- On-Demand Cargo Certificate Issuance
- Training Tools

UNDERWRITING ROANOKE

CONTACT US FOR MORE INFORMATION:

EUROPE & USA +1 847-969-7066 or infospot@roanokegroup.com

ASIA & AUSTRALIA +852-2529-7866 or bonds@riskmgtgroup.com

In partnership with Risk Management Insurance Brokerage Ltd.

Roanoke Insurance Group Inc. is a subsidiary of Münchener Rückversicherungs-Gesellschaft (Munich Re) and an affiliate of Munich Re Syndicate, Ltd.

Happy Birthday!

FIATA congratulates three well-known delegates on their birthdays. We wish them many more years of good health and happiness.

Mr. Christopher J. Gillespie (Canada) celebrated his **70th birthday** on the 21st of April 2019. He has been a FIATA delegate since 1986. He was FIATA's President from 1999 until 2001, and Immediate Past President from 2001 until 2003. In 2003, he became a FIATA Honorary Board Member and from 2003 until 2013 he served as the Chairman of the MTI.

Mr. Robert Voltmann (USA) celebrated his **60th birthday** on the 8th of April 2019. He has been FIATA's Secretary General since 2015.

Ms. Adelaide Yang (Chinese Taipei) celebrated her **55th birthday** on the 7th of May 2019. She has been a FIATA Vice-President since 2017.

FIATA REVIEW

NEXT EDITION JULY 2019

Bi-monthly magazine of FIATA, the International Federation of Freight Forwarders Associations

Circulation 6,500 copies

Published by FIATA, the International Federation of Freight Forwarders Associations

Articles written by outside contributors do not necessarily reflect the views or policies of FIATA. Intellectual property rights for contributed material must be met by the contributors.

Editor
FIATA, the International Federation of Freight Forwarders Associations
Schaffhauserstrasse 104
CH–8152 Glattbrugg/Switzerland
Telephone +41 43 211 65 00
Fax +41 43 211 65 65
info@fiata.com
www.fiata.com

Advertising sales
FIATA Secretariat, telephone +41 43 211 65 00
info@fiata.com

Production
Design and printing:
Swiss Professional Media AG, Basel

Copyright
No article may be reproduced by any means in whole or in part without the written permission of FIATA.

Forthcoming Events

Photo: iStock/Leonid Andronov

Tuesday 4th June 2019	Munich, Germany
UIC / FIATA Market Place Seminar	
Monday 10th June 2019	Bangkok, Thailand
RAP Field Meeting	
24th – 26th June 2019	Beirut, Lebanon
RAME Field Meeting	
Working Group Sea Meeting	
6th September 2019	Lisbon, Portugal
Working Group Road	
1st – 5th October 2019	Cape Town, South Africa
FIATA World Congress	

FIATA 2019 WORLD CONGRESS

CAPE TOWN
1-5 OCTOBER 2019

Where Technology and Logistics Meet

THE LARGEST AND MOST INFLUENTIAL BUSINESS PLATFORM IN THE WORLD FOR THE FREIGHT AND LOGISTICS INDUSTRY.

1200	+75	60	15
PARTICIPANTS	COUNTRIES REPRESENTED	EXHIBITORS	HOURS OF NETWORKING

REGISTER NOW

REGISTER NOW AND BOOK ACCOMMODATION AT THE SAME TIME

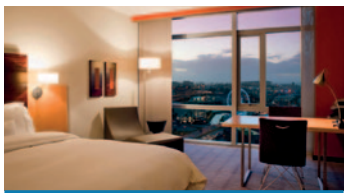
www.fiata2019.org

The International Federation of Freight Forwarders Associations (FIATA), with the South African Association of Freight Forwarders (SAAFF), is pleased to announce that the 2019 World Congress will take place in Cape Town, South Africa from 1 to 5 October 2019.

FIATA SAFARI

PRE-CONGRESS GOLF - STEENBERG

DAY TOURS



BOOK ACCOMMODATION

FIATA World Congress 2019 Organiser:
T +27 (0)21 683 2934 **E** info@fiata2019.org

www.fiata2019.org