

## 出國報告（出國類別：出席國際會議）

# 參加 2018 年度國際運送物流聯合協會 （FIATA）世界年會

單位	職稱	姓名
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交通部航港局	專門委員	鄭錦州
出國地點	印度（新德里）	
出國期間	107 年 9 月 25 日至 107 年 9 月 30 日	
報告日期	107 年 12 月 20 日	

行政院及所屬各機關出國報告提要

頁數 160 含附件：是否

出國報告名稱：參加 2018 年度國際運送物流聯合協會（FIATA）世界年會

出國人員姓名/服務機關/單位/職稱/電話

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分類號/目：

關鍵詞：國際運送物流聯合協會（FIATA）、職業訓練顧問團會議（ABVT）、安全及保安顧問團會議（ABSS）、法律事務顧問團會議（ABLM）、國際事務顧問團會議（ABIA）、資訊科技顧問團會議（ABIT）、FIATA 物流學院（FLA）、海關事務研究機構（CAI）、空運事務研究機構（AFI）、複合運輸事務研究機構（MTI）

內容摘要：

- 一、國際運送物流聯合協會（FIATA）成立於西元 1926 年 5 月 31 日成立於奧地利的維也納，是目前運輸領域中規模最大的國際非政府組織，影響力遍及全球。
- 二、FIATA 每年舉辦 1 次世界性年會，為增進國際物流產業發展、貿易關務規定（措施）、物流服務趨勢等瞭解與掌握，並因應政府當前推動「新南向政策」，交通部及航港局派員參加 2018 年 9 月份於印度舉行之世界年會，期藉參與國際性年會之交流，做為未來研擬海、空貨運相關產業發展及推動「新南向」政策參據。
- 三、2018 年 FIATA 世界年會印度主辦單位除規劃開（閉）幕式、專題論壇、會員大會外，並依 FIATA 組織，包含法律事務顧問團（ABLM）、國際事務顧問團（ABIA）、職業訓練事務顧問團（ABVT）、安全及保安事務顧問團（ABSS）、資訊科技事務顧問團（ABIT）等 5 個顧問團，以及空運事務研究機構（AFI）、海關事務研究機構（CAI）及複合運輸事務研究機構（MTI）等 3 個研究機構，分別規劃 8 場研討會議與 1 場區域會議，會議中除邀請各國海空陸運、經貿等相關產、官、學界人士進行演講或經驗分享外，並就全球性或貨運送承攬、貿易通關之最新趨勢、規定、面臨課題進行討論，共同探究全球物流與貨物承攬未來發展，並促進跨國產業交流與爭取商機。
- 四、2018 年 FIATA 世界年會主辦單位也規劃「印度論壇」，特別針對印度當前國內海、空、陸運與物流發展現況（含基礎設施建設、相關政策與措施等）進行報告，期藉年會舉辦推銷印度，吸引各國廠商至當地投資；另因應印度位於亞洲、歐洲銜接位置，特別於年會開幕前規劃「國際南北向運輸廊道（INSTC）研討會」，透過跨國鐵路、公路與海運間串連，強化跨洲複合運輸發展與運輸效率，促進國際市場交流。
- 五、2018 年 FIATA 世界年會除就資訊科技（如大數據、區塊鏈技術、人工智慧）用於物流供應鏈產業進行諸多討論外，另外也就當前世界政經與科技發展情勢（如美中貿易大戰、無人駕駛等）、各國已實施或即將實施之運輸或貨物通關措施、貨物運送保安等進行討論。

# 參加 2018 年度國際運送物流聯合協會 (FIATA) 世界年會

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## 壹、目的

- 一、國際運送物流聯合協會（FIATA）為目前運輸領域中規模最大的國際非政府組織，會員含括約 40,000 家貨物承攬及物流公司，在 150 個國家僱用了約 800-1,000 萬人，並且具聯合國部分組織、國際經貿組織、運輸聯盟等諮商或認可代言地位，影響力遍及全球。
- 二、FIATA 每年舉辦 1 次世界性年會，其中 2015 年由我國取得主辦權並於臺北市舉行，有 1,100 位來自 72 個國家的代表來臺參與年會，深獲各界好評，本屆 2018 年則於 9 月 26 日至 29 日於印度新德里舉行；鑑於 FIATA 世界年會為國際貨運承攬業年度盛事，我國海、空運及貿易通關相關協會代表亦每年參加，為持續增進我國對國際物流產業發展、貿易關務規定（措施）、物流服務趨勢等之瞭解與掌握，並考量本屆年會舉辦地點為印度，為近期政府推動「新南向政策」潛力地區，爰由交通部及所屬航港局派員偕同台北市海運承攬運送商業同業公會、台北市航空貨運承攬商業同業公會及中華貨物通關自動化協會等公（協）會代表參加本次年會，期藉參與國際性年會交流，提供未來研擬海、空貨運相關產業發展及推動「新南向」政策之參考。

## 貳、出國期間

107 年 9 月 25 日至 30 日，共 6 天。

## 參、行程簡介

日期	地點	主要行程內容	備註
9/25 (星期二)	臺北/印度新德里	臺北（桃園國際機場）→印度（新德里甘地國際機場）	搭乘中華航空 CI181
	印度新德里	1、註冊報到 2、參加國際南北運輸走廊研討會（Conference on International North South Transport	Pullman Hotel, New Delhi Aerocity

日期	地點	主要行程內容	備註
		Corridor)	
9/26 (星期三)	印度新德里	1、開幕式 (Opening Ceremony) 2、大會論壇 (Main Forum) 3、區域會議 (亞太區 RAP)	Pullman Hotel, New Delhi Aerocity  JW Marriott Hotel, New Delhi Aerocity
9/27 (星期四)	印度新德里	1、法律事務顧問團 (ABLM) 會議 2、國際事務顧問團 (ABIA) 會議 3、職業訓練事務顧問團 (ABVT) 及 FIATA 物流學院 (FLA) 會議 4、安全及保安顧問團 (ABSS) 會議 5、海關事務會議 (CAI)	Pullman Hotel, New Delhi Aerocity
9/28 (星期五)	印度新德里	1、空運事務會議 (AFI) 2、資訊科技事務顧問團 (ABIT) 會議 3、複合運輸事務會議 (MTI) 4、閉幕典禮 (Closing Session)	Pullman Hotel, New Delhi Aerocity
9/29 (星期六)	印度新德里	會員大會 (General Meeting)	JW Marriott Hotel, New Delhi Aerocity
9/30 (星期日)	印度新德里/ 臺北	印度 (新德里甘地國際機場) → 臺北 (桃園國際機場)	搭乘中華航空 CI182

## 肆、國際運送物流聯合協會世界年會 (FIATA World Congress)

### 一、國際運送物流聯合協會 (FIATA) 簡介

- (一) 國際運送物流聯合協會 (International Federation of Freight Forwarders Associations, FIATA) 於西元 1926 年 5 月 31 日在奧地利的維也納成立，該協會為當前國際海、空、陸運輸與物流領域中規模最大的跨國性非政府組織

(NGO)，會員包括超過 40,000 家承攬及物流業者 (forwarding and logistics firms)，在 150 個國家僱用了約 800-1,000 萬人。



圖 1 FIATA 總會 Logo

(二) FIATA 具有聯合國經濟及社會理事會 (United Nations Economic and Social Council of United Nations, ECOSOC)、聯合國貿易和發展會議 (United Nations Conference on Trade and Development, UNCTAD) 和聯合國國際貿易法委員會 (United Nations Commission on International Trade Law, UNCITRAL) 的諮商地位，同時也被許多國家政府主管機關及民間組織，例如國際商會 (The International Chamber of Commerce, ICC)、國際航空運輸協會 (International Air Transport Association, IATA)、國際鐵路聯盟 (International Union of Rail ways, UIC)，國際道路運輸聯盟 (the International Road Transport Union, IRU)、世界海關組織 (World Customs Organization, WCO)、世界貿易組織 (World Trade Organization, WTO) 等一致認可做為貨物運送承攬業之代言人，全球在 96 個國家或地區擁有會員，於全球運輸界深具影響力。

(三) FIATA 一般由國家之物流協會組織 (National Associations) 以團體會員參加，擁有完整會員資格，例如英國 BIFFA (British International Freight Forwarders Association)、日本 JIFFA (Japan International Freight Forwarders Association)、中國大陸 CIFFA (China International Freight Forwarders Association)，台灣目



前有 3 個會員，分別是「台北市海運承攬運送商業同業公會( International Ocean Freight Forwarders and Logistics Association, Taiwan, IOFFLAT)」、「台北市航空貨運承攬運送商業同業公會 ( Taipei Airfreight Forwarders & Logistics Association of Taiwan, TAFLA) 」及「中華貨物通關自動化協會 ( Taiwan Freight Logistics Association, TFLA) 」。

(四) FIATA 組織架構由研究機構 ( Institutes )、顧問團 ( Advisory Bodies ) 及工作組 ( Working Groups ) 組成，處理其影響國際貨物運送之各種面向之議題：

- 1、研究機構一般每年開 2 次會議，討論協會之技術性工作，下設 3 個機構，分別為空運事務研究機構 ( Air Freight Institute, AFI )、海關事務研究機構 ( Customs Affairs Institute, CAI ) 及複合運輸事務研究機構 ( Multimodal Transport Institute, MTI )，部分研究機構具有永久性工作組，如複合運輸事務研究機構分別在海運、鐵路及公路運輸成立 3 個工作組，而空運事務研究機構在國際航空運輸協會設立一個工作組。
- 2、顧問團則包括國際事務顧問團 ( Advisory Body of International Affairs, ABIA )、資訊科技事務顧問團 ( Advisory Body of Information Technology, ABIT )、法律事務顧問事務團 ( Advisory Body Legal Matters, ABLM )、安全及保安事務顧問團 ( Advisory Body Safety and Security, ABSS ) 及職業訓練事務顧問團 ( Advisory Body Vocational Training, ABVT ) 等 5 個，如有需要，將會與研究機構及其工作組相互合作。

(五) FIATA 依會員分布分為 4 個地區，分別為亞太區 ( Region Asia/Pacific, RAP )、非洲/中東區 ( Region Africa/Middle East, RAME )、美洲區 ( Region Americas, RAMNS ) 及歐洲區 ( Region Europe, REU )，各區定期舉辦區域型會議，區域型會議的主要目的係提出區域問題，並在必要時將其提交給 FIATA 研究機構，以協助區域成員解決其產業問題；此外透過區域型會議，讓該地區成員間

在貨物運送事務能夠發揮協同作用，並將這協同效益提供其他協會；各區域負責機構每年會在瑞士蘇黎世總部及 FIATA 世界年會舉行 2 次會議，如有必要另會在總部會議和 FIATA 世界年會間舉行區域會議。

#### (六) FIATA 組織主要目標

- 1、聯合全球貨運代理產業。
- 2、以顧問或專家身分參與運輸國際機構會議，協助處理貨物運送相關議題，共同促進和確保貨物運輸產業利益。
- 3、透過訊息傳播、出版刊物，提供貿易界、企業界及公眾有關貨運代理的資訊服務。
- 4、透過制定統一文件及訂定標準格式，改善國際物流業的服務品質。
- 5、協助會員進行職業培訓、處理責任保險問題、以及提供電子商務工具（含電子數據交換 EDI、條碼 Barcode 等），提升業界水準。

#### (七) 國際運送物流聯合協會世界年會 (FIATA World Congress)

- 1、FIATA 自 1926 年起每年會在不同的國家舉辦世界年會，一般選定每年 9~10 月間輪流在世界各地的主要城市舉辦，為物流業、貨運承攬代理業最具指標與規模之國際型會議，將各國（區域）貨物運送業代表、相關管理單位或決策單位、專家學者齊聚一堂，共同分享全球性海、陸、空貨物運送課題與資訊，並透過國際會議平台提供各國成員合作與交流的機會，至今已舉辦 51 次，其中 2012 年在美國（洛杉磯）、2013 年新加坡、2014 年土耳其（伊斯坦堡）、2015 年在台北舉辦，2016 年在愛爾蘭（都柏林）舉辦、2017 年在馬來西亞（吉隆坡）舉辦、2018 年在印度（新德里）舉辦，預計 2019 年在南非（開普敦）、2020 年韓國（首爾）、2021 年比利時（布魯塞爾）舉辦。

2、FIATA 世界年會召開分業務會議（Business Meeting）和會員大會（General Meeting）兩種，前者由 FIATA 各委員會主持並邀請各國際組織如 WCO、UNCTAD、UN、IATA、主辦國政府官員及業界重要人士等發表演講或與談分享經驗，會員大會則是 FIATA 年度重要會議，除安排各委員會及學會報告外，並對重要人事任命、會員入會及退會、年度財務預算及決算等重大事件進行報告，必要時還須進行投票表決；另外除了世界年會外，每年三月還會在瑞士蘇黎世總部召開一次總部會議（headquarter meeting），此會的目的為確定前一次世界年會的會議記錄，並擬訂提交當年度會員大會的議案等。

## 二、2018 年國際運送物流聯合協會世界年會

（一）2018 年 FIATA 世界年會於 9 月 26 日至 29 日在印度新德里舉行，由印度貨運承攬聯合會（Federation of Freight Forwarder's Association in India, FFFAI）承辦，是印度首次舉辦跨國性物流會議，本屆年會有來自全球超過 130 個國家、1,200 個海、路、空貨物運送、承攬產業之專家學者及業界會員參加，包含物流業者、貨運代理業（Freight Forwarders）、複合運輸業者（Multi-Modal）、貨運和快遞運輸業者、倉儲業者、報關業者、貨物裝卸經業者、進出口貿易業者等，主辦單位另邀請全球及印度當地海、路、空貨物運送領域官員、學者、知名產業代表及後起青年代表出席擔任各場次論壇嘉賓，與全球各地會員一起分享國際貨物運送、承攬產業之面臨課題、發展趨勢與最新資訊。

（二）物流活動在每國家經濟體發展均扮演核心重要地位，致力為客戶提供高效率的、以客為尊、具成本效率的貨物流通服務，是所有貨物運送業者的努力目標，目前全球貨物運輸市場產值目前每年產生超過 8 兆美元，約佔全球國民生產毛額（GDP）11%，而印度身為是世界上成長最快速的經濟體及市場之一，不論在製造業，零售業、快速消費品（Fast Moving Consumer Goods, FMCG）和電子商務（E-Commerce）等領域均有龐大成長機會，印度貨運市場預計至 2020 年複合年增長率（Compound Annual Growth Rate, CAGR）將達 13.35%，主要

受惠於製造業、零售業、快速消費品及電子商務等部門的帶動影響；另外，印度政府刻專注在提升運輸基礎設施、相關產業與經濟改革方案，例如「印度製造 (Make in India)」、「數位印度 (Digital India)」及「印度技能 (Skills India)」，這些措施將有助促進該國經濟商業成長，而其將為印度的物流服務提供者 (Logistics Service Provider, LSP) 提供重要的成長契機，有鑑於此，本屆年會遂以「未來從這裡開始 (The Future Starts Here)」為主題，透過世界年會各項議題討論，協助全球貨運代理業者在其供應鏈中發掘尚未開發的機會，透過戶到戶 (door to door) 物流解決方案及全球物流網絡，讓業者有機會在印度開展業務，全球物流的未來商機從印度開始。

(三) 本屆年會地點位於印度新德里航空城 (New Delhi Aerocity) 內 Pullman、JW Marriott、Pride Plaza 等飯店舉辦，距離新德里甘地國際機場約 10 分鐘車程；主辦單位以印度最知名的世界級景點「泰姬瑪哈陵」做為大會標識主視覺，透過年會舉辦誠摯歡迎全球各地人士蒞臨這座兼具傳統歷史與現代發展潛力的城市。



圖 2 2018 年 FIATA 年會 Logo

(四) 2018 年 FIATA 世界年會舉辦宗旨

- 1、藉由 FIATA 組織架構將全球所有與貨物運送相關學者、業者聚集一起。

- 2、透過年會交流為貨物運送業務關係創造合作機會。
- 3、共商物流業的未來，確保產業永續成長發展。
- 4、展現印度經濟和未來物流產業成長實力。
- 5、為貿易進、出口部門、物流和運輸部門間建立更深層次的聯繫關係。
- 6、協助提升生產者、產業和出口商的時間和成本，以便在目標市場中確保競爭優勢。

(五) 因應資通訊及雲端技術發展，本次世界年會主辦單位除官方網站（[www.fiata2018.org](http://www.fiata2018.org)）外提供參加者報名及獲取會議相關資訊外，亦建置專屬手機行動應用程式（App），提供年會期間所有行程、參展廠商、演講者等資訊，年會進行中也同步利用官網、社群媒體（Facebook、Twitter、LinkedIn）及 App 進行資訊發佈、各場次會議 Q&A、互動交流。

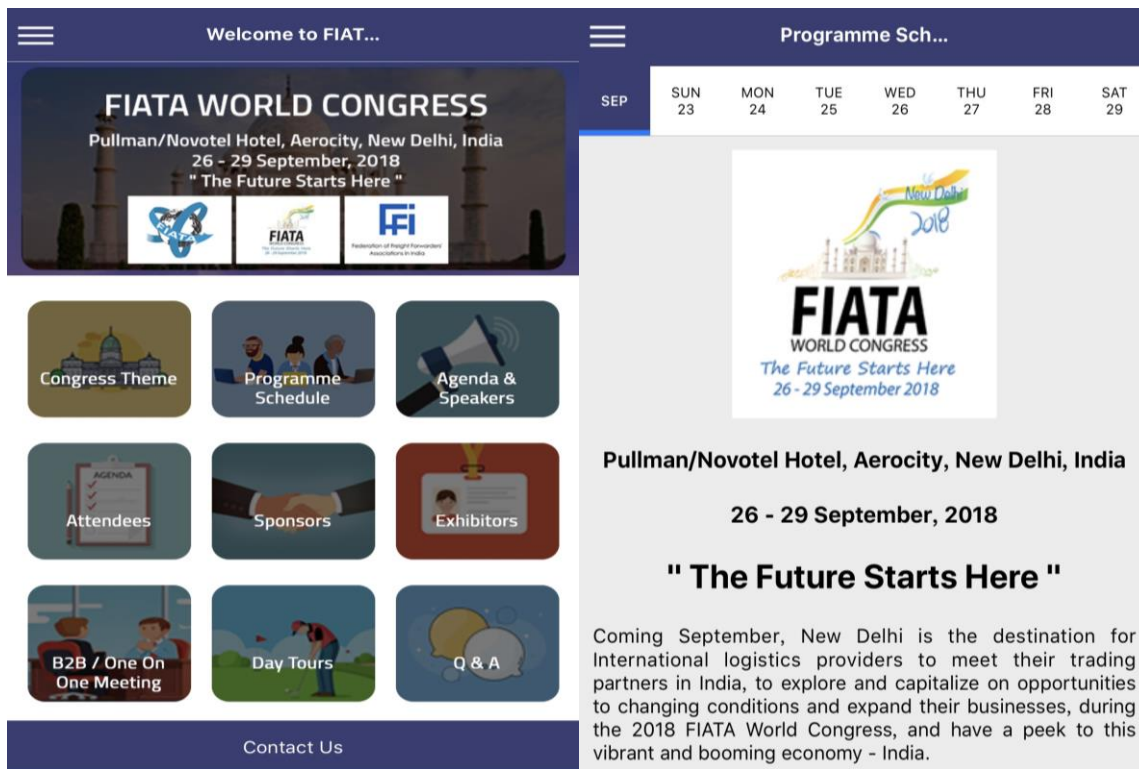


圖 3 2018 年 FIATA 年會官方 App

## 伍、2018 FIATA 世界年會參加情形

### 一、行前規劃

本屆 2018 年 FIATA 世界年會交通部及航港局代表係循參加「亞洲船東年會、港埠協會」模式，以「台北市海運承攬運送商業同業公會」代表團顧問身分參加，並委託該公會協助報名，並依主辦單位大會官網 ([www.fiata2018.org](http://www.fiata2018.org)) 公布議程，於報名手續完成後另洽請專業旅行社代訂往返班機、住宿，及規劃出國行程；我國參加本屆年會成員共計下列 7 名

單位	姓名	職稱
台北市海運承攬運送商業同業公會	陳木枝 (Wood Chen)	理事長
台北市海運承攬運送商業同業公會	吳俊澤 (Bruce Wu)	監事
欣洋通運有限公司	吳榮達 (Terry Wu)	董事長
台北市航空貨運承攬商業同業公會	曾俊鵬 (J.P Tseng)	理事
中華貨物通關自動化協會 國際運送物流聯合協會	楊瑞如 (Adelaide Yang)	副理事長 副會長
交通部	張謙德 (C.T Chang)	專員
交通部航港局	鄭錦州 (C.C Cheng)	專門委員

### 二、2018 FIATA 世界年會議程表 (印度時間) 如下：

日期	時間	主要行程	地點
年會第 1 日 (9/25 星期二)	09:00~12:00	國際承攬運送青年年會 Young International Freight Forwarder of the Year (YIFFY)	Hotel Pullman, New Delhi Aerocity
	14:00~17:00	國際南北向運輸廊道研討會 Conference on International North South Transport Corridor (INSTC)	

日期	時間	主要行程	地點
年會第 2 日 (9/26 星期三)	08:00~09:00	註冊報到 Registration	Hotel Pullman, New Delhi Aerocity
	09:00~10:30	開幕典禮 Opening Ceremony	
	10:30~11:00	Tea/Coffee Break	
	11:00~13:00	FIATA 大會 Main Forum	
	13:00~14:00	午餐 Lunch	
	14:15~16:15	區域會議 Regional Meetings — 亞太區 Region Asia/Pacific (RAP) — 非洲、中東區 Region Africa/Middle East (RAME) — 歐洲區 Region Europe (REU) — 美洲區 Region Americas (RAMNS)	JW Marriott Hotel, New Delhi Aerocity
	16:15~16:45	Tea/Coffee Break	
	17:00~18:30	印度論壇 India Forum	Hotel Pullman, New Delhi Aerocity
	13:00~18:00	廠商展覽 Opening Exhibition	
19:30~22:00	歡迎晚宴 Welcome Dinner		
年會第 3 日 (9/27 星期四)	09:00~10:00	法律事務顧問團會議 Advisory Body Legal Matters (ABLM)	Hotel Pullman, New Delhi Aerocity
	10:30~11:00	Tea/Coffee Break	
	10:30~11:30	國際事務顧問團會議 Advisory Body International Affairs (ABIA)	
	11:30~13:30	職業訓練顧問團 Advisory Body Vocational Training (ABVT) 暨 FIATA 物流學院 Logistics Academy (FLA) 會議	
	13:30~14:30	午餐 Lunch	
	14:30~16:00	海關事務會議 Customs Affairs Institute (CAI)	
16:00~16:30	Tea/Coffee Break		

日期	時間	主要行程	地點
	16:30~18:00	安全與保安顧問團會議 Advisory Body Safety & Security (ABSS)	
	18:00~19:00	心靈對話 Heart to Heart by Dr. Naresh Trehan	
	09:00~18:00	廠商展覽 Opening Exhibition	
	20:00~22:30	印度之夜 Indian Night	
年會第 4 日 (9/28 星期五)	09:30~11:30	空運事務會議 Air Freight Institute (AFI)	Hotel Pullman New Delhi Aerocity
	11:30~12:00	Tea/Coffee Break	
	12:00~13:30	資訊科技顧問團會議 Advisory Body Information Technology (ABIT)	
	13:30~14:30	午餐 Lunch	
	14:30~16:30	複合運輸事務會議 Multimodal Transportation Affairs Institute (MTI)	
	16:30~16:45	Tea/Coffee Break	
	16:45~17:45	閉幕儀式 Closing Session	
	09:00~18:00	廠商展覽 Opening Exhibition	
	19:00~23:00	慶祝晚宴 Gala Dinner	Ritz Banquet Hall, New Delhi
年會第 5 日 (9/29 星期六)	08:30~11:30	擴大主席團會議 Extended Board Meeting	JW Marriott Hotel, New Delhi Aerocity
	11:30~13:30	會員大會 General Meeting	
	13:30~14:30	午餐 Lunch	
	14:45~15:30	記者會 Press Conference	

### 三、年會參加過程與內容

#### (一) 第 1 日 (107 年 9 月 25 日)



- 1、本日上午交通部及航港局參加人員偕同台北市海運承攬運送商業同業公會、台北市航空貨運承攬商業同業公會及中華貨物通關自動化協會等公（協）會代表由台北搭乘華航班機前往印度新德里，約下午 1 時抵達印度新德里甘地國際機場，完成通關入境手續後由年會主辦單位接駁參加人員至預訂入住下榻飯店，本次主辦單位為協助全球各地會員報到，特別於機場設立臨時服務櫃檯，協助參加會員各項諮詢及安排大會接駁服務。



圖 4 主辦單位於新德里國際機場所設臨時服務櫃檯

- 2、各參加人員於下榻飯店（本次大會提供 Pullman、JW Marriott、Novotel、Pride Plaza 等 4 間飯店）完成入住手續後，隨即前往大會主會場（Pullman 飯店）進行報到手續；主辦單位印度貨運承攬聯合會（FFFAI）在會場分別設置國際與印度國內報到櫃檯，報到櫃檯旁並提供贊助單位（Sponsors）、FIATA 官方及 FFFAI 服務櫃檯，提供報到來賓相關諮詢服務。



圖 5 年會設置於 Pullman 飯店主會場

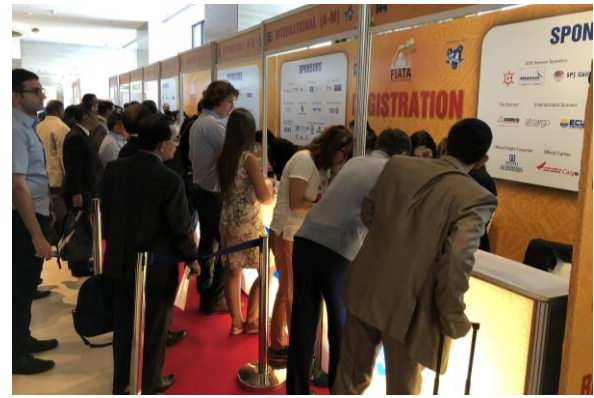


圖 6 參加來賓報到情形



圖 7 主辦單位於主會場擺設廠商文宣



圖 8 FIATA 總會設置諮詢櫃檯

### 3、參加「國際南北向運輸廊道（International North South Transport Corridor，INSTC）研討會」

- (1) 國際南北向運輸廊道（INSTC）概念是由俄羅斯、印度、伊朗等 3 個國家發起，2000 年 9 月於俄羅斯聖彼得堡簽署協定，並於 2002 年 5 月 16 日認可，之後有 10 個國家（亞塞拜然、亞美尼亞、哈薩克、吉爾吉斯、塔吉克、土耳其、烏克蘭、白俄羅斯、阿曼、敘利亞、保加利亞）參與這個計畫，共同構建一條長達 7,200 公里複合式運輸廊道，主要目的在提升跨洲運輸效率，透過鐵路、公路與海運間串連促進國際市場交流。



圖 9 INSTC 參與國家

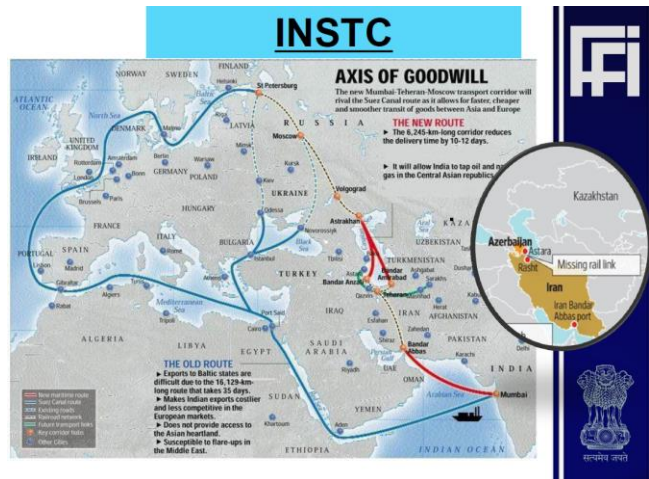


圖 10 INSTC 路線示意

- (2) 本次研討會由印度貨運承攬聯合會 (FFFAI) 與印度工商務部門共同籌辦，與會者包括伊朗、俄羅斯、亞塞拜然等南北向運輸廊道沿線國家之外交官、資深行政人員、前 FIATA 總會長 Mr. Stanley Lim、前 FFFAI 主席 Mr. Samir Shah、FFFAI 菁英會員 Mr. Shankar Shinde，以及來自印度、俄羅斯、亞塞拜然等國之進出口貿易相關協會代表，該會議由印度商工部商務部門司長 (Commerce Secretary) Mr. Anup Wadhawan 主持，他提到 INSTC 是聯結南亞與北歐國家的古老通道，過去常為伊朗、俄羅斯、印度與許多外國商人所使用，這些商人藉由此廊道從事俄羅斯與東南亞間經貿活動，目前有 14 個國家與此廊道相連結，印度與 INSTC 沿線 14 個國家間向來維持很緊密的關係，目前印度政府正積極參與 INSTC 相關合作方案，透過廊道與西亞、中東、歐洲國家進行進出口貿易交流，INSTC 的成功將可更強化彼此間貿易交流。
- (3) 與會 Mr. Samir Shah 稱讚印度政府對 INSTC 的努力，並提及過去幾年 FFFAI 所參與配合 INSTC 試營運、研究工作等，已針對 INSTC 目前情況與未來發展進行詳細檢視，就如何促進印度與歐亞區域間高效運輸物流提出問題與解決選項，此外 FFFAI 相關研究顯示目前 INSTC 截至目前為止

尚為完全發揮效能，尚待各界進一步發掘商機，對 INSTC 未來發展 Mr. Samir Shah 抱持高度樂觀態度。

- (4) 與會前 FIATA 總會長 Mr. Stanley Lin 表示 INSTC 對於區域經貿發展具有十足重要性，並舉出東南亞國家協會（ASEAN）成功案例，期待 INSTC 在這個區域也能具備催化複合運輸物流的功能。
- (5) 與會 FFAI Mr. Shankar Shinde 表示本次印度舉辦 INSTC 研討會，除了在促進貿易文件之無縫運送與簡化提供改進機會外，對於前獨立國協國家與俄羅斯間開闢許多具競爭力路線，提供沿線物流服務商（Logistics Service providers, LSP）更多商機選擇，FFAI 已在印度孟買曾舉辦過類似研討會，未來也規劃在印度其他地方舉辦類似研討會。



圖 11 INSTC 研討會討論情形



圖 12 交通部與航港局代表參加 INSTC 研討會合影

## (二) 第 2 日 (107 年 9 月 26 日)

### 1、開幕式 (Opening Ceremony)

- (1) 本屆世界年會開幕儀式由 FFFAI 主席 Mr. AV Vijaykumar、印度尼赫魯港 (Jawaharlal Nehru Port Trust, JNPT) 董事長 Mr. Neeraj Bansal、FIATA 秘書長 Mr. Robert A. Voltmann、FFFAI 前任主席及本屆世界年會籌備主席 Mr. Debafhis Dutta、以及顧問 Mr. Samir j Shah 共同擔任揭幕貴賓，並分別發表致詞預祝本次世界年會順利圓滿。



圖 13 開幕式參加來賓共同觸摸主辦權權杖

- (2) 印度 FFFAI 主席 Mr. AV Vijaykumar 在開幕式致詞時談到，經過 50 年漫長等待，印度終於首次有機會主辦 2018 年 FIATA 世界年會，並就 FFFAI 與 FIATA 共同合作籌辦這次全球性物流業年度盛會感到無比驕傲，他特別指出 FFFAI 協會為印度政府所認可唯一的貨物進出口貿易代表性團體，在印度國內財政、航運、航空、商務及公路等相關部門均有成員，協會在印度全國 28 個報關協會的會員及超過 6000 多個附屬會員中，提供印度國內 50 萬個直接工作機會及超過上百萬個間接工作機會，Mr. AV Vijaykumar 進一步表示一個國家的經濟實力可由其物流能力來定義，任何產業活動的成功及成長，可透過物流供應鏈無縫化管理實力來衡量，因此全球物流服務發展至今已有相當顯著的改變，物流活動涵蓋範也與日俱增，全球經濟發展減緩與停滯並不會阻礙印度物流業向上成長的信念，相反地將成為創新的基礎與革命性改變的行動力，過去幾年全世界面臨許多不確定性與挑戰，促使這個產業去深思各種新想法與解決方法，以符合產業發展需要，本屆年會將引領印度承攬運送與物流產業朝向一個新的開始。
- (3) FIATA 秘書長 Mr. Robert A. Voltmann 強調 FIATA 對全球貨運代理和物流業的貢獻和承諾，並讚揚 FFFAI 努力促使本屆年會活動圓滿成功。



圖 14 FFFAI 主席 Mr. AV Vijaykumar 與 FIATA 秘書長 Mr. Robert A. Voltmann 開幕致詞

(4) 印度最大貨櫃港尼赫魯港 (JNPT) 董事長 Mr. Neeraj Bansal 提到印度經濟成長願景，以及政府與民間部門在促進經濟發展與建立經貿能量的努力狀況，特別是在港口基礎設施、機場、公路、鐵路、聯外交通、沿海航運及內陸水運等領域的成效，印度是全世界經濟成長最快速的國家之一，在 2018 年 1 月它的國民生產毛額 GDP 成長率達 7.7%，根據 UNCTAD 調查，印度在全世界外資投資吸引力評比部分為第 4 名，印度海岸線長達 7,517 公里，可航行內陸水運長度達 14,500 公里，極具海運發展潛力，印度船舶載重噸位超過 1000 萬噸，且尚有潛在投資能量，在印度政府主導的薩加馬拉 (Sagarmala) 計畫<sup>註</sup>下，預計投入 190 億美元發展內陸水運，港口相關發展金額達 600 億美元，未來印度貨物運輸與物流發展極具有潛力。



圖 15 JNPT 董事長 Mr. Neeraj Bansal 開幕演說

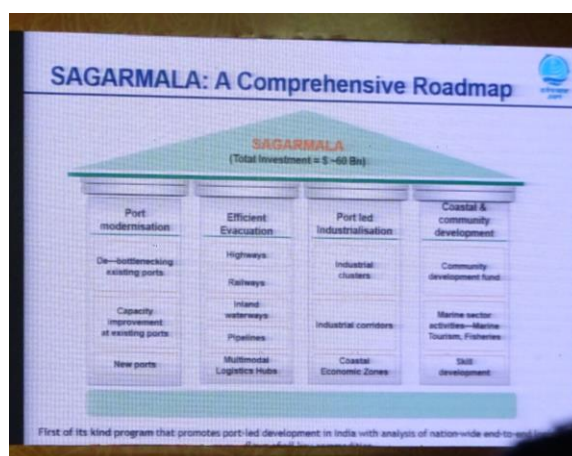


圖 16 薩加馬拉 (Sagarmala) 計畫架構

(5) FFFAI 前主席 Mr. Debashis Dutta 特別對印度政府、其相關部門與產業各界給予 FFFAI 高度的支持表達感謝，也很高興全世界將近 1,200 位代表報名參加本屆年會，這對印度未來物流產業的成長有著非凡意義，這樣的迴響也相當契合本次年會主題「未來就從這開始」的意象，在本屆年會期間

<sup>註</sup> 薩加馬拉 (Sagarmala) 計畫為印度首創，由四個面向組成，第一個是港口現代化：弭平現有港口所面臨的瓶頸、提升現有港口能量、建設新港口；第二個是有效疏解網路：公路、鐵路、內陸水運、管道運輸、複合運輸樞紐中心；第三個是港口帶動工業化：產業群聚效應、產業廊道、海岸沿岸經濟區；第四個結合海岸沿岸與社群發展：社群發展基金、海上觀光遊憩、漁業專業技能發展。

特別安排將近 20 場商務會議，除了來自印度政府，世界海關組織等知名人士或代表外，還有來自國際物流業的約 70 名傑出演講者參加；此外，本屆年會另一個亮點就是提供客戶對客戶（B2B）會議，讓各會員可直接與不同國家的報關、貨運承攬等業者直接面對面進行接觸，為會員創造商業機會，已有不少會員註冊登記報名參加。



圖 17 FFFAI 前主席 Mr. Debashis Dutta 開幕致詞

- (6) 本屆年會籌辦指導顧問 Mr. Samir J Shah 則評論年會提供廣泛商務交流機會，並安排許多餘興節目，這個平臺不僅有助許多傳統業者提升知能機會，特別是本屆年會參加者中有將近 3 成為新創公司與年青的企業家，這將給予這些物流生力軍一個新的啟發；另外 FFFAI 在本屆年會特別安排廠商展覽，有將近 60 個物流業者參展，各位參加者可利用這次機會多接觸交流。



圖 18 2018 FIATA 年會指導顧問 Mr. Samir J Shah 開幕致詞





圖 19 代表團成員與 2018 FIATA 年會指導顧問 Mr. Samir J Shah、前 FIATA 總會長 Mr. Stanley Lim 於開幕式前合影

## 2、大會論壇（Main Forum）

- (1) 本屆大會論壇的主題「Way forward : Go digital, say industry stalwarts」，以科技進步與數位化對貨物運送產業的影響以及未來機會進行討論，論壇由 Mr. Samir J Shah 擔任引言人，他提到目前很多報關業者及貨物承攬代理業者非常擔心大量自動化、便利化和簡單化會對整個貨物運送、物流產業所造成的影響，但最後他們還是選擇去面對科技對整個產業所帶來的改變，並且適應參與這些改變，政府單位同樣也必須以正面積極的態度去面對這些改變；本屆年會正是提供這樣的機會，讓來自全球各地的貨物承攬代理、物流等業者會員一同參與並分享彼此經驗，不管是正向的，或是錯誤的，大家都可以在這個場合透過課題討論相互學習，大家必需認識到身為世界一份子的各位，都要彼此合作，就像我們需要世界，世界也一樣需要我們，FIATA 也願意為來自 130 多個國家（地區）的會員及業者提供面對面開洽商業務機會，為大家創造合作契機。
- (2) 本屆大會論壇由印度海關及稅務管理局（Central Board of Indirect Taxes and Customs, CBIC）主席 Mr. S Ramesh 擔任演講者，其演說提及海關在當今國際貿易發展與互動具有關鍵重要地位，國與國之間雖然以邊境相互分

隔，但海關卻是將各國間彼此連結，促進跨境經貿交流；目前印度海關跨境貿易也做了不少努力，包含建立印度「單一窗口系統（Single Window Interface for Facilitating Trade- SWIFT）」，讓貿易商可由原有印度海關電子數據交換窗口（Indian Customs EDI Gate, ICEGATE）網址連結至此單一窗口系統，與相關機關進行關務聯繫，並且將多數報關文件簡化由單一報關處理，報關文件僅須通過單一窗口遞交即可進行自動化處理並即時回應；除此之外，CBIC 亦將原有優質企業（Authorized Economic Operator, AEO），另外針對物流業者提出「優質企業物流（AEO Logistics）」計畫及相關措施，儘可能滿足優質物流業者業務需要。

- (3) 與談人阿布達比港( Abu Dhabi Ports )商務與策略執行長( Chief Commercial and Strategy Officer ) Mr. Ross Thompson 特別指出科技發展的重要性，技術革命、客戶導向服務、顛覆性商業政策等概念在過去從未像現在如此發展迅速，其變化也是前所未有的，因此創新便成了在這產業中適應變化的主要核心，而技術則是實現利潤最大化、追求客戶服務最大化及和滿意度的強大工具，舉例來說，像區塊鏈技術（Blockchain），它可提供蒐集即時資料的技術能力，協助業者在供應鏈過程追蹤貨物動態，讓整個物流更加透明，而人工智慧（AI）則讓我們更有作業效率，科技的運用與融合勢必成為將來物流產業發展的核心與重要的驅動力。
- (4) 土耳其航空( Turkish Airlines )貨運部門運輸長 Mr. Turhan Ozen 表示，Smart IST 將於 2018 年 10 月 29 日前移至新機場，新機場第一期建設將具備 2 百萬噸設計容量，將於 2021 年以前完成的新機場第二期建設則將有 4 百萬噸設計容量，面對這樣的挑戰，該公司將建立一個全球運輸網路，確保供應鏈需求得以滿足；另外也特別談到智慧供應鏈的新思維架構，包括因應電子商務模式的成熟與普遍，讓網路技術得以運用建立全球運輸網路，提供端點對端點（End to End）物流服務。

(5) AWESOME (Achieving Women's Excellence in Supply Chain Operations, Management and Education) Dr. Nancy Nix 對於印度物流業發展提出她的看法，當前印度具有全球第 6 大經濟體、強勁經濟成長力道、積極投入相關基礎設施建設、13.5 億人口、良好教育體系、具備龐大良好英語口說能力的人口等優勢及市場潛力，並且廣泛吸納人才，使印度得以快速提升其世界能見度，而且相較中國、日本、美國與歐洲等國家，年輕人口數是最多的；目前印度政府也著力供應鏈革新，包括改革貨物服務稅 (Goods & Services Tax) 制度，致力帶動物流業成長，預期在 2020 年前提升至少 35%，過去 4 年內至少投資 34 億美元在倉儲設施改善，並且持續推動電子商務市場發展，預估 2022 年前可成長至 3 倍。不過，印度在面對新契機的同時，也面臨許多挑戰，例如目前印度物流系統所需基礎設施尚未臻完備，所需成本亦較高，且受到煩雜政府法令限制，根據世界銀行公布 2018 年經商環境報告顯示，在 190 個國家當中印度的經商便利度 (Ease of Doing Business, EoDB) 雖已躍居第 100 名 (較 2017 年提升 30 名)，但仍然需要更透明的投資運營環境，並且要有更多專業人才投入這個行業，因此 Dr. Nancy Nix 進一步提到印度對於供應鏈應有革命性新思維，不僅要將其視為一項策略性武器，提高消費者期望度與善盡企業社會責任，以適應快速變動的全球化環境，並且強化風險與復原管理機制，保持高彈性度、高能見度及高透明度；另外也須妥善運用科技創新，將相關業務數位化，進行資料分析與業務情報分析，適時導入區塊鏈 (Blockchain) 資訊技術，應用自動化系統以使作業流程更具有效率，無人機 (drones) 與無人駕駛對未來物流服務的發展也須深入關注。另外 Dr. Nancy Nix 對於供應鏈人才培育認為可透過產、官、學界與專業協會間共同合作，推動發展人才培育，在留才部分提出藉由工作輪調及妥善職涯規劃，吸引留住人才並為組織創造最大效益，在產 (企) 業的層面也建議應該設法型塑優良的形象，來吸引人才投入這個產 (企) 業服務。

- (6) 世界海關組織 (World Customs Organization, WCO) 貿易便捷化 (Trade Facilitation) 副局長 Mr. De Bliccks 提到，WCO 為關務提供領導、指導及支援，確保合法貿易，WCO 相信全球貿易體系對經濟成展與繁榮至關重要，並相信 WCO 可以做的更多，WCO 未來希望與印度建立密切合關係。

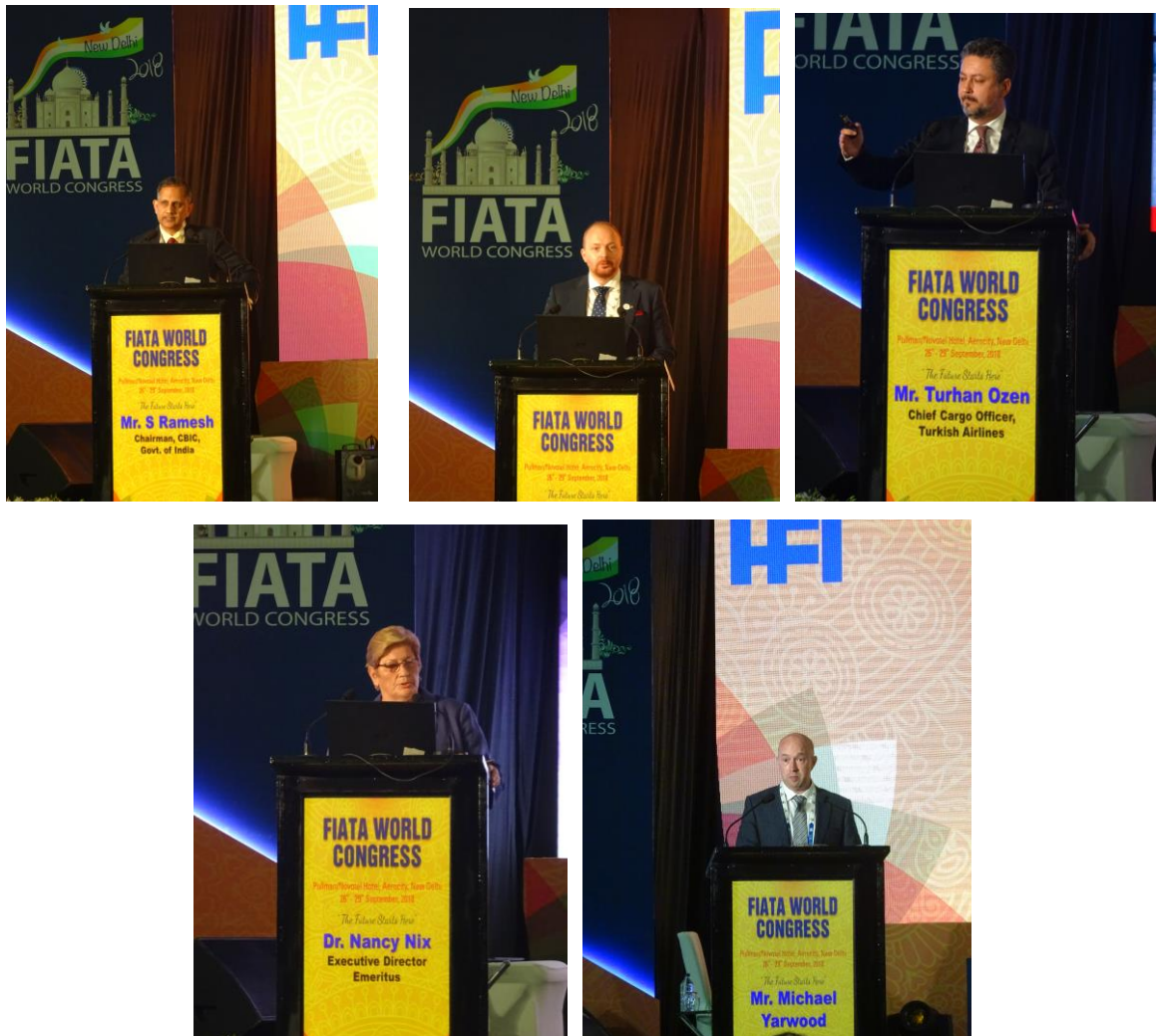


圖 20 CBIC 主席 Mr. S Ramesh、阿布達比港執行長 Mr. Ross Thompson、土耳其航空 Mr. Turhan Ozen、AWESOME Dr. Nancy Nix、WCO 副局長 Mr. De Bliccks 演說

- (7) 大會論壇討論結束後舉辦 2018 年國際貨運代理承攬傑出青年獎 (Young International Freight Forwarder of the Year Award, YIFFYA) 頒獎儀式，FIATA 非常重視全球貨運承攬代理專業技能與年輕新進的培訓，為鼓勵更多年輕人從事貨運承攬代理業務，特別與國際海、陸、空運相關協會 (如 IATA) 及訓練機構設立並贊助這個獎項，每年由美洲、亞洲/太平洋、歐

洲、非洲/中東等四大地區國際貨運承攬代理協會提名參賽候選人，每位候選人須提交 1 份 6000 字的論文概述其所屬國家的進出口貨物運輸情形，經各地區決選入圍者後受邀參加 FIATA 世界大會進行評選；4 大地區獲勝代表分別為美洲區 Ms. Kendyl Baptiste(加拿大)、亞洲/太平洋區 Ms. Sarah Skrypec (澳洲)、歐洲區 Mr. Louis Perrin (英國)、非洲/中東區 Ms. Tjaka Segooa 等 4 位，最後由來自英國的 Mr. Louis Perrin 獲得 2018 年 YIFFY 獎，並接受 TT Club 的 Mr. Michael Yarwood、FIATA ABVT 主席 Mr. Thomas Sim 頒獎，Mr. Michael Yarwood 提到為與 FIATA 持續推動貨物運輸承攬專業技能發展，未來將繼續投資物流與供應鏈專業人士的培訓教育工作，2018 年共有 17 個參賽作品，從活植物、超級汽車、飛機零件，甚至是南極冰、犀牛等奇特物品運輸，研究內容包羅萬象，Mr. Thomas Sim 對本屆參賽者所提出的論文印象深刻，期待 2019 年有更多 FIATA 會員鼓勵年青專業人士參賽。



圖 21 TT Club Mr. Michael Yarwood、FIATA ABVT 主席 Mr. Thomas Sim 頒發 2018 年 YIFFY 獎予 Mr. Louis Perrin



圖 22 開幕儀式與大會論壇出席貴賓合影

### 3、區域會議－亞太區域（Region Asia/Pacific, RAP）

- (1) 本屆亞太區域會議主席為來自印尼 SIGMA Sembada 集團董事長 Mr. Chris Kanter 擔任，會議開始首先對與會者表示歡迎，並特別感謝 2018 年 6 月 22 日在韓國釜山舉辦第 12 次 RAP 實地會議（Field Meeting）時韓國國際貨運代理協會（KIFFA）的各項協助。
- (2) 會議開始前由主席依 FIATA 規定宣讀 FIATA 在「反托拉斯法（Anti-Trust Law）」聲明，聲明中提到嚴格禁止會員從事價格設定（Set Price）、市場或客戶分配（Allocate Markets or Customs）、搭配商品販售（Tying Arrangement）等行為，以免觸及反托拉斯之法律要求；宣讀完畢後緊接確認 2018 年 3 月 15 日於瑞士蘇黎世舉行的亞太區會議紀錄(Doc. RAP/112) 及 2018 年 6 月 22 日於韓國釜山舉行 RAP 實地會議紀錄。



圖 23 亞太區域會議與談貴賓



圖 24 代表團成員與日本、澳洲出席代表合影

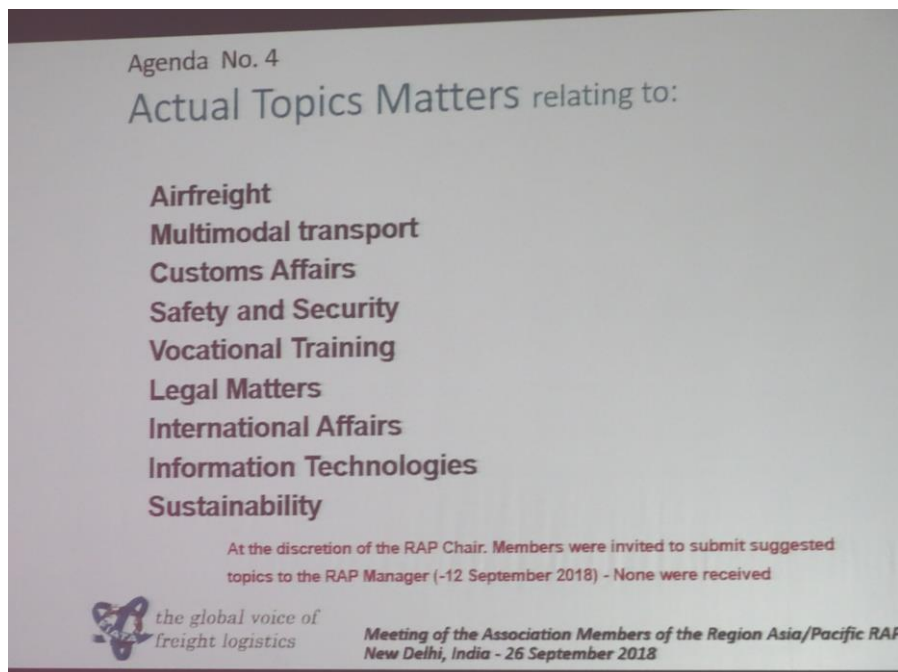


圖 25 亞太區域會議討論事項

(3) 緊接著分別就亞太地區空運、海關、安全及保安、職業訓練、資訊科技等事務相關議題進行討論：

- I. 在空運事務部分，AFI 主席 Mr. K. Tanna 提出 IATA 與 FIATA 諮詢委員會 (IFCC) 二項訊息，其中一項是 IATA 對香港財務標準提出相關要求，以及新加坡所提供的財務報表遭到 FIATA 反對，對此香港出席代表表示 IATA 貨運顧問小組 (ICAP) 與香港貨運代理及物流有限公司 (HAFFA) 已對此進行討論，後續已就財務標準達成協議，另新加坡代表表示 IATA

要求貨運承攬業者向其提交經審計審核過之財務報表，然此要求所需費用在新加坡非常昂貴，AFI 已在 IATA 與 FIATA 諮詢委員會（IFCC）相關會議討論這個問題，後續可能會有進一步結果；另 Mr. K. Tanna 提到過去幾年一直在積極討論的 IATA 與 FIATA 航空貨運計劃（IFACP）進展，IATA 將在 2018 年 9 月 28 日空運事務顧問團會議中進一步報告。

II. 在海關事務部分，CAI 副主席 Mr. Steve Morris 提出世界海關組織近期在建立電子商務標準做了努力，對多數經濟體而言電子商務議題仍有待持續討論，如何將其轉化應用於商業活動，特別是傳統貨運代理業者，絕對必須去正視的課題，不論是跨國公司或快遞業者，所有協會成員都需要積極參與，此外電子商務發展背後所造成的商品利潤下降及衍生貨主逃避關稅等問題，亦建議 FIATA 成員和各協會會員應從更廣泛的角度來看待它，不斷與商務、財務、海關相關部門合作，讓電子商務與傳統貨運間找到最佳折衷作法；此外 Mr. Steve Morris 提到美國所實施的「航空貨物預先檢測（Air Cargo Advance Screening）」措施，其他經濟體（包含 WCO，ICAO 和 IATA 等）正逐步配合，由各國關務當局監管貨物運送業者提供「航空貨物預載資訊（PLACI）」，讓貨物於裝載至飛機前即提供資訊予他國進行事先篩選，以確保海外威脅入境，這些措施勢必增加貨物有運送成本及貨物運送處理時間，各貨運業者皆須審慎因應。

III. 在安全及保安事務部分，澳洲 Brownways 物流公司總經理 Mr. Paul Golland 表示自 2019 年 3 月 1 日起，所有澳洲出口產品都需要進行 X 光機檢查，此措施原本僅適用於出口至美國之貨物，但未來將要求貨運承攬代理業者自行決定是否在機場外執行 X 光機檢查，或者交給貨運集散業者（Cargo Terminal Operators, CTO）代為檢查，另外還有名為「Known Consignor Scheme」計畫，讓貨物託運人在運送之前可預先執行安全相關測試，即可在離境時免於檢查；除此之外，貨運承攬代理業者還有面臨另一個重大



問題是澳洲政已將貨物同質性 (Homogenous) 納入法令規範，即運送相同貨品時，如在貨物通關檢測時發現是非同性質的，都將被視為不同的產品，貨主必須打開貨物再放置相同性質物品，Mr. Paul Golland 預測這項措施 2019 年 3 月初生效後，貨物運送將因 X 光檢查時間出現大幅延遲情形 (平均 4-12 小時不等)，且貨運代理業者因須添購相關檢查設備或增加執行檢查作業人力，而提高貨物運送成本等情況。另外與會人員提問如果貨物已在機場外進行 X 光檢查，航空公司或貨運集散業者是否必須再接受 X 光檢查，Mr. Paul Golland 表示如果航空貨運代理業者是受政府監管管理 (Regulated Air Cargo Agents, RACA)，貨物託由貨運代理業者在機場外完成 X 光檢查，該貨物理論上將被視為已清關貨物，然而這些貨運代理業者進行 X 光檢查之設備和操作程序都必須符合政府標準。

- IV. 在地區性職業訓練事務部分，FIATA ABVT 主席 Mr. Thomas Sim 通知本屆年會在 2018 年 9 月 23 日 ABVT 將召開第 44 屆會議，重新驗證 8 個國家的職訓機構，其中有 4 個是在亞太地區，包含印尼、馬來西亞、新加坡及哈薩克，認證項目包含貨運代理、物流供應鏈管理等項目；另外 Mr. Thomas Sim 也宣布 2018 年國際貨運代理承攬傑出青年獎 (YIFFYA) 亞太地區優勝者為來自澳洲的 Ms. Kate Skrypec。
- V. 在資訊科技事務部分，越南 Mr. Paul Khoa 告知越南物流商業協會 (VLA) 已啟動 e-DO (EDelivery 訂單)，試點申請刻正進行中；此外 VLA 正在參與 FIATA E-FBL 試點計畫。
- (4) RAP 小組討論 (Panel Discussion) 部分，參加者包含馬來西亞 Transairmarine Freight Service 執行副總 Mr. Krishnan Chelliah、印度 J-Curve Ventures 公司 CEO Mr. Bharat Joshi、澳洲 Brownways 物流公司總經理 Mr. Paul Golland 等，主題是「未來取決於你今天所做的事情 (The future depends on what you do today)」，首先由印度 J-Curve Ventures 公司 CEO Mr. Bharat Joshi 報

告「物流在物聯網世界中正實現全球化的未來（Logistic: Enabling a globalised future in a connected world）」，報告提出國際供應鏈和物流如何促進世界貿易發展？物流業面臨哪些挑戰？未來發展規劃以及近期值得觀察注意的趨勢進展（包含非洲、東盟、南亞情勢、中國經濟成長下滑、網路對關務、貿易、物流及金融的保安事宜、印度在區域與全球價值鏈的發展等）。緊接著由澳洲 Brownways 物流公司總經理 Mr. Paul Golland 報告在澳洲境內運輸貨物後勤問題，他點出了澳洲無論在距離與時間上，在公路與鐵路系統均有貨運基礎設施不足的問題，雖然目前澳洲已列出未來 15 年國家貨運及供應鏈發展的挑戰，然 Mr. Golland 認為這樣還不夠，未來政府及澳洲貨運相關業者如何應對這些問題？仍須有新的技術協助。

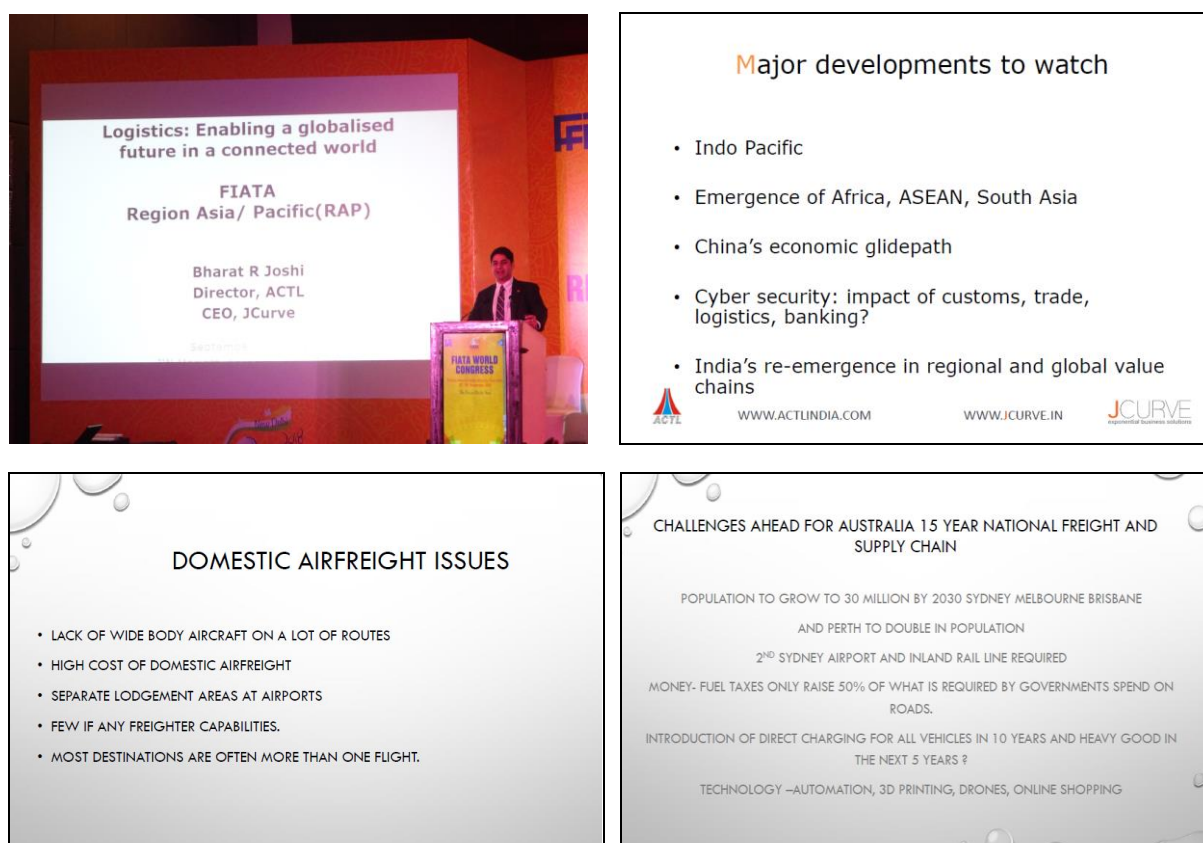


圖 26 亞太區域會議專題報告

(5) RAP 小組討論結束後主席 Mr. Chris Kanter 請 2018 年 RAP 國際貨運代理承攬傑出青年獎 (YIFFYA) 亞太地區優勝者 Ms. Sarah Kate Skrypec 分享

其參賽論文作品，本次論文是以如何將南極冰運送至澳洲製造高品質酒精，以及如何運送白犀牛為題，除了分享其論文內容外，並且分享她從事貨運代理行業的感想。

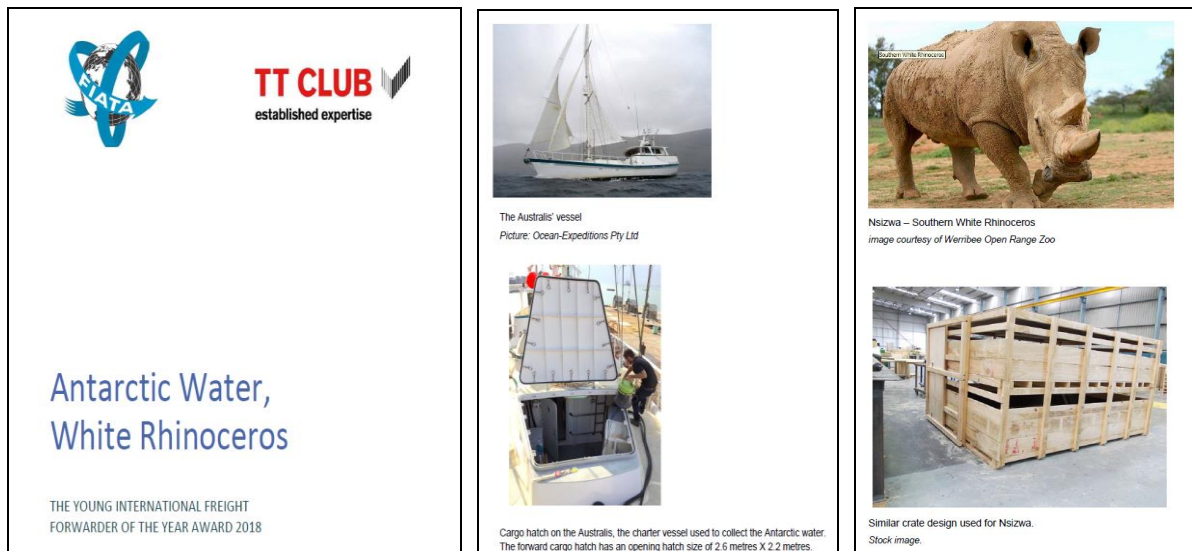


圖 27 Mr. Sarah Kate Skrypec 報告 YIFFYA 參賽論文

- (6) 緊接著主席報告 2019 年第 13 屆 RAP 實地會議將在泰國曼谷舉行，因聯合國亞洲及太平洋經濟社會委員會 (UNESCAP) 總部設在曼谷，因此 2019 年將與 UNESCAP 共同規劃，時間雖未確定但可能會在 2019 年 6 月舉行：至於下次亞太區域 RAP 會議將訂於 2019 年 3 月 28 至 30 日於瑞士蘇黎世總部舉行。

#### 4、印度論壇 (India Forum)

本次印度論壇由印度 Intueri Consulting LLP 創辦人 Mr. Ambarish Dasgupta 擔任主持人，並由 Mr. Neil Basu 進行報告，介紹印度的發展情況：

- (1) 目前印度 GDP 成長率為 6.7%，預計 2020 以後可望達到 7% 以上，印度是目前全世界最年輕的國家之一，在 2020 年以前印度 10-24 歲年青族群將成為全世界最大族群，也是大學畢業生最大供應者；自「印度製造 (Make In India)」運動開始以來，外國直接投資 (FDI) 流入金額增加了 37%，許

多投資人已視印度為最具吸引力的標的市場，12 億印度人口中有 95% 的人受惠於 Aadhar 計畫（全世界最大的社會安全計畫），並進行自獨立運動以來最大的稅制改革－商品與服務稅（Goods and Services Tax, GST）；1991 年以前印度受到社會經濟影響，各級政府奉行保護主義政策，在國家機器大幅干擾及法令限制之下，使印度摒除在世界經濟之外，1991 年因發生國際收支危機（Balance of Payments Crisis）才迫使印度經濟走向開放自由道路，至此逐漸轉向自由市場機制，並由政府投入更多心力在外貿開拓與投資。

- (2) Mr. Neil Basu 也介紹印度汽車製造工業，印度是全世界第 5 大汽車製造國，預期 2025 年前每 1000 人將持有 77 部汽車，在全球總金額達 310 億美元的工程與研發支出中，印度約佔 40% 比例，汽車製造在印度被視為旭日產業，印度是全世界最大拖車頭製造國、全世界第 2 大的機車市場、全世界第 3 大的重型卡車製造國，汽車工業產值預計 2026 年將由現在的 740 億美元成長為 3,000 億美元，可望成為全世界第 3 大汽車市場。
- (3) 在再生能源部分，印度是全球第 5 大的風電生產者，2022 年太陽能將達到 20,000 MW，風能容量為世界第 4 大、太陽能則為世界第 6 大，印度被評比為全世界最具吸引力的再生能源市場之一，計畫在 2022 年前設立 175 GW 再生能源電廠，屆時將為全世界最大的再生能源擴展計畫。
- (4) 關於印度的供應鏈發展機會與挑戰，在過去 20 年 GDP 平均年成長率為 5.8%，是全世界經濟體中成長最快速者之一，根據 PWC 的報告，若以「購買力平價」（Purchasing Power Parity, PPP）核算，印度 GDP 將於 2045 年前可能追平美國，並且在 2050 年前成為全球成長最快速的主要經濟體，不過世界銀行（World Bank）也警告說，印度若要達到以上經濟成就，必須更專注於公共部門改革、運輸基礎設施、農業與鄉村發展、移除勞動力法令限制、提升教育、能源保障與大眾健康與營養等公共議題，印度物流

產業的正在快速成長，也是拜推動基礎設施改善（包括公路鐵路水路航空等運輸設施、倉儲設備與港口硬體等）、妥適運用科技與新型物流服務業者間相互帶動成長的結果，然而目前印度在運輸基礎設施方面仍有許多改善空間，也相對擁有不可限量的進步機會，印度的公路長度是全世界第 2，在 2016-2017 年期間公路總建設長度達到 8,142 公里，平均每天鋪建 22.3 公里，印度政府在公路方面營造了一個非常良好的公私部門夥伴關係，鼓勵私部門投入資金從事相關公共基礎建設，亞洲開發銀行（Asian Development Bank）在公私部門合作機制（Public-Private Partnership, PPP）的市場成熟度將印度評比為第 1 名，並評定印度為公私合作機制的成熟市場。

- (5) 在港口與貨櫃運輸市場方面，印度有 12 個主要的港口，200 個次要港口，曼德拉（Mundra）港是印度最大的民營港口，2005 至 2015 年間港貨口貨物量呈倍數成長，達到每年 10 億噸，貨櫃裝卸量從 2005 年的 500 萬 TEU 成長到 2014 年 1150 萬 TEU，排名前三名的港口包括尼赫魯港（JNPT）、曼德拉港（Mundra）、清奈港（Chennai），囊括全印度 75% 的貨櫃量，印度已為全世界海運排名第 16 的國家，郵輪產業成長預期也將急起直追，印度政府為期能以最少的基礎設施投資，達到降低進出口、國內貿易物流成本的目的，已啟動印度海運部門旗艦計畫（Sagarmala 計畫），該計畫包括「港口現代化與新港口發展」、「改善港口對外聯絡」、「港口連接工業區」、「結合海岸與社區發展－沿岸經濟區（Coastal Economic Zones）」，除消弭現有港口所面臨的瓶頸外，透過港口提升現有港口能量，並藉由公路、鐵路、內陸水運、管道運輸、複合運輸改善港口聯外運輸，推動港口帶動工業化，並透過產業群聚效應及沿岸經濟區，推動海岸沿岸與社群發展；另外印度政府目前積極打造海運友善經營環境，包括綠色通道（Green Channel）、對保稅港區外貨物運送提供便利通關待遇、集

中式網路港口社群系統（Centralized Web-Based – Port Community System，PCS）、提供單一簽入窗口系統（Single Window system）、提高私部門投入港口物流服務產業、地主港（Landlord Port）經營模式，由港口當局制訂法令，營運則由民間企業負責，建設世界級的基礎設施，實施全面機械化的貨物裝卸作業，預期在 2030 年以前，全球海運貿易中心可能將從太平洋區域移轉到印度洋區域，屆時印度與中國將成為最大的世界製造工廠。

- (6) 「化危機為轉機」是印度目前的最佳寫照，印度具有未知的潛力，在 12.5 億人口中有一半是在 25 歲以下，整個國家雖尚屬貧窮階段，但相對地也充滿向上提升空間，印度在 2013 年人民平均 GDP 為 5,500 美元，相較中國同期已達 11,900 美元、同期巴西為 15,000 美元，經濟力道受限各邦地方稅制影響顯得疲弱，但在印度政府整合改制，全國採取一致的商品與服務稅（Goods and Services Tax，GST），已呈現單一市場狀態，預期經濟發展力道可更為顯著。
- (7) 印度現階段所面臨的挑戰主要有運輸樞紐與網路功能、資訊科技、倉儲與配銷設施缺乏整合規劃，專業技術人力培訓尚在萌芽階段，設施不足與管理不善常為造成貨品毀損或瑕疵，必須建立更完善的供應鏈體系，為一般消費者提供高附加價值產品服務。
- (8) 目前對於供應鏈的發展正進入到一個突破性數位創新的新紀元，越來越多的供應鏈發展需要更多的數位技術支援，而數位市場版塊位移也正創造許多新的機會及企業競爭優勢，印度經濟目前正面臨展翅高飛的機會，有機會成為全世界最具規模的經濟體，當印度提倡「印度製造（Make in India）」的政策，期望將印度轉變成世界的製造工廠，並同時在全球工業與服務業市場積極參與，期待印度在政府及民間企業通力合作下掌握發展契機。



圖 28 印度論壇專題報告及現場與談

### (三) 第 3 日 (107 年 9 月 27 日)

#### 1、法律事務顧問 Advisory Body Legal Matters (ABLM) 會議

- (1) 本屆法律顧問團會議主持人及引言人為來自美國運輸仲裁協會 (Transportation Intermediaries Association, TIA) 總顧問 Mr. Richard Gluck 擔任，會議開始由主持人宣讀 FIATA 在「反托拉斯法 (Anti-Trust Law)」聲明，緊接著確認 2018 年 3 月 15 日於瑞士蘇黎世總部舉行的法律事務顧問會議紀錄 (Doc. ABLM/222)，隨後開始本次會議並介紹 3 位與談人，包括國際商會總部商務犯罪服務處 (ICC Commercial Crime Services) 處長 Mr. Pottengal Mukundan、印度 Lakshmi Kumaran & Sridharan 律師事務所合夥人 Mr. Badri Narayanan、美國阿瓦隆風險管理公司 (Avalon Risk Management) 執行副總經理 Mr. Mike Brown。

- (2) Mr. Pottengal Mukundan 提到 ICC 為提供貨物運送相關法律諮詢，刻積極確認各國法律規範，並制定相關文件提供貨物運送相關產業職業教育訓練參考；Mr. Michael Brown 提到 ABLM 嘗試訂定符合各國法律一致性的文件供各會員使用，然在執行上在部分國家不僅不易取得相關法律規範，亦可能會遭遇關注，甚至罰款（例如中國）。
- (3) 另外三位與談人皆提及貿易詐欺問題，雖然自貿易時代開始發展時就有詐欺的存在，然這樣的情況到現今仍然持續困擾著整個貿易界（包括物流服務供應商與貨物承攬業者等），甚至一些新型態的貿易詐欺模式也陸續出現，雖然截至目前為止貿易詐欺問題尚無一勞永逸的解決方法，但與談人及在座來賓試圖就這個議題提出看法，共同尋求國際貿易詐欺的防範之道。
- (4) 會議討論完成並確認無其他議題後，主持人宣布下次亞太區域 RAP 會議將訂於 2019 年 3 月 28 至 30 日於瑞士蘇黎世總部舉行。



圖 29 法律事務顧問會議（ABLM）與談情形

## 2、國際事務顧問團 Advisory Body International Affairs（ABIA）會議

- (1) 本屆國際事務顧問團會議主持人及引言人由 Brownways Logistics 總經理 Mr. Pual Golland 擔任，會議開始由主持人宣讀 FIATA 在「反托拉斯法



(Anti-Trust Law)」聲明，緊接著確認 2018 年 3 月 16 日於瑞士蘇黎世總部舉行的國際事務顧問會議紀錄 (Doc. ABIA29/14/04/2018)，隨後開始本次會議並介紹 3 位與談人，包括來自印度 WILAT & Member of The Executive Committee (CILT) Ms. Ragini Yechury、聯合國貿易與發展會議 (UNCTAD) 貿易物流分部主任 Dr. Jan Hoffman、UNCTAD 與 WCO 附屬國際貿易中心 (International Trade Centre, ITC) 商業政策與貿易便捷資深諮商員 Mr. Mohammad Saeed。

- (2) 與談人 Ms. Ragini Yechury 提及物流與產業整合對企業的重要性，關稅下降與科技進步是促使全球貿易與經濟成長的動力，1960 貿易佔全球 GDP 為 24%，現今已成長至 60 %，全球貿易的成長連帶促使物流需求發展，相關產業、就業的需求也隨之增加，然近期部分國家因自身經濟利益所採取的保護主義，卻對全球自由貿易產生不少衝擊，以最近美國川普政府對中國進口商品徵收關稅引發中美貿易戰，除了對兩大經濟體的經貿關係產生影響外，也會影響到其他國家，尤其是經濟較貧窮的國家，這對全球貿易發展及經濟復甦非常不利，因此各國在經貿關係上不應只著眼短期近利，應該以宏觀角度來檢視貿易發展問題，至於中美貿易戰是否會開啟其他國家的新機會，則必須視其他國的經濟條件與貿易結構而定。
- (3) 會議討論完成並確認無其他議題後，主持人宣布下次國際事務顧問團會議將訂於 2019 年 3 月間於瑞士蘇黎世總部舉行。



圖 30 國際事務顧問團會議（ABIA）與談情形



圖 31 會議開放現場及線上提問情形



圖 32 Ms. Ragini Yechury 與談報告



圖 33 Dr. Jan Hoffman 與談報告

### 3、職業訓練事務顧問團 Advisory Body Vocational Training（ABVT）暨 FIATA 物流學院 Logistics Academy（FLA）會議

- (1) 本屆職業訓練事務顧問團會議主持人為前 FIATA 總會長 Mr. Stanley Lim 擔任，會議開始由主持人歡迎所有與會代表並宣讀 FIATA 在「反托拉斯法（Anti-Trust Law）」聲明，並確認 2017 年在馬來西亞吉隆坡舉辦 ABVT（Doc. ABVT/360016）及 FLA 會議紀錄（Doc. FLA/016），隨後由 FIATA 物流學院 Mr. Francesco Parisi 與世界海關組織 WCO 貿易便捷部門副處長 Mr. Luc De Blicck 簽署雙方合作協議。

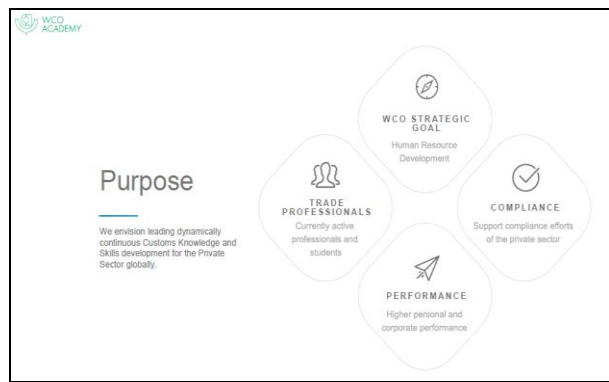


圖 34 FLA Mr. Francesco Parisi 與 WCO Mr. Luc De Blicq 簽署合作協議

- (2) WCO Mr. Luc De Blicq 在簽署儀式時提到，WCO 是全球海關專業知識中心，多年來提供不少以世界海關組織為主題的電子學習課程，並不斷努力透過各種方式向其成員分享相關專業知識，目前擁有 23 門、350 多個有關海關技術電子課程，透過海關學習社區平台提供訓練，完訓後頒發證書予受訓海關人員，各國海關管理部門或組織可視其需求向 WCO 秘書處要求安排特殊課程，近期 WCO 秘書處收到不少電子學習課程需求，其中一項是希望開發新的海關電子學習門戶，並希望與 FIATA 一起合作，強化訓練設施，向未來有志從事國際貿易、關務等專業人員傳授世界海關組織專業知識，並與 FLA 共同開發培訓環境，提供更為廣泛訓練資源。



圖 35 職業訓練事務顧問團會議（ABVT）暨 FIATA 物流學院（FLA）與談人報告



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WCO Data Model (2 courses)	Single Window – Course 2 – for Managers	Revised Kyoto Convention – Course 2- Specific Annexes
Rules of Origin (1 course)	Temporary Admission (Istanbul Convention)	more

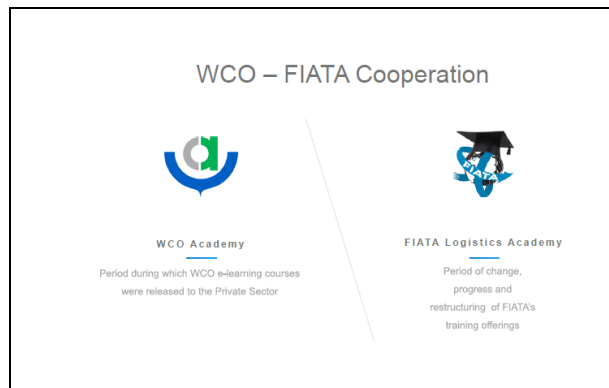


圖 36 WCO 學院與 FIATA 物流學院合作計畫簡報

(3) 合作簽署儀式結束後隨即由來自新加坡的 ABVT 主席 Mr. Thomas Sim 介紹 ABVT 會務工作與訓練證照推動現況，2011/1/1-2018/9/23 總計核發 283 張訓練師證照、對 53 個國家總計 61 個訓練課程辦理首次驗證、41 個國家總計 45 個課程實施再驗證，另於 1996/1/1-2018/9/23 間總計核發 14,461 張貨物運送代理承攬執照，其中以法國 1,447 張最高，其次為伊朗 901 張及新加坡 809 張。2018/3/5-2018/9/23 間計核發 743 張；1996/1/1-2018/9/23 間對臺灣高階供應鏈管理發出 2 張證照，另對新加坡、墨西哥、立陶宛、哈薩克、波士尼亞、馬來西亞及印尼等國家貨物運送代理承攬等相關協會所制定的 FIATA 文件進行驗證。



圖 37 職業訓練事務顧問團（ABVT）核發驗證現況

(4) Mr. Thomas Sim 隨後向 YIFFYA 指導委員會主席 TT Club Mr. Michael Yarwood 努力推動 YIFFYA 表達感謝，並由 Mr. Michael Yarwood 對 YIFFYA A 現況進行介紹，藉由此產官學互動平台，提供來自全球各地優秀物流產業青年激發海、陸、空物流創意思考，並進一步探索未來物流產業可能性與機會；在 2015 年歐洲地區有 6 位、亞太地區 5 位、美洲地區 2 位、非洲/中東地區 3 位參加競爭，在 2016 年歐洲地區增加至 8 位、亞太地區增加至 10 位、美洲地區增加至 3 位、非洲/中東地區 5 位，在 2017 年歐洲地區推選 10 位、亞洲地區 4 位、美洲地區增加至 3 位、非洲/中東地區增加至 5 位，2018 年歐洲地區增加至 9 位、亞太地區持平維持 4 位、美洲地區減至 2 位、非洲/中東地區減至 2 位，從參賽者年齡來看，最年輕者為 20 歲，最年長者為 32 歲，平均年齡為 27.8 歲。



圖 38 YIFFYA 頒獎



圖 39 YIFFYA 簡報

(5) 緊接著由進行座談討論，由 International Transport Journal (ITJ) 主編 Mr. Christian Doepgen 擔任主持人及引言人，與談人包括前 FIATA 主席 Mr. Francesco Paris、FFVT 主席 Mr. Jean-Claude Delen、FFFAI 前主席 Mr. Samir Shah 及 FIATA ABVT 主席 Mr. Thomas Sim，與談人針對當前印度物流產業及政府所成立的郵務物流部門所面臨的挑戰，以及會如何影響型塑未來印度物流產業進行專題演講，並提到印度的挑戰包括現有人力素質待提升、政府的投入與協助、如何透過 FIATA 教育訓練協助提升人力資源，以及如何提高服務品質，另外也談到可藉由學校教育導入物流課程及結構化課程設計，培養專業藍（白）領人才，逐漸改善物流產業師資不足的問題，有助於物流專業訓練推廣效率。



圖 40 主持人 Mr. Christian Doepgen (ITJ) 引言

- (6) 座談討論完成並確認無其他議題後，主持人宣布下次職業訓練事務顧問團會議暨 FLA 物流學院會議將訂於 2019 年 3 月間於瑞士蘇黎世總部舉行。



圖 41 代表團成員會後與 2018 FIATA ABVT 主席 Mr. Thomas Sim 合影

#### 4、海關事務（CAI）會議

- (1) 本屆海關事務會議主持人及引言人為 DHL Global Forwarding 歐洲客戶部 Mr. Steve Parker 擔任，會議開始由主持人歡迎所有與會代表並宣讀 FIATA 在「反托拉斯法（Anti-Trust Law）」聲明，緊接著確認 2018 年 3 月 16 日於瑞士蘇黎世總部舉行的海關事務會議紀錄（Doc. CAI/187），隨後開始本次會議並介紹 3 位與談人，包括世界貿易組織貨物貿易委員會（World Trade Organization Secretary of the Council for Trade in Goods）秘書長 Mr. Alejandro Gamboa-Alder、劍橋公爵夫婦皇家基金（Royal Foundation of the Duke and Duchess of Cambridge）野生動物保護聯盟（United for Wildlife, UfW）計畫經理 Mr. Robert Campbell、世界銀行便捷與物流專員（World Bank Senior Private Sector- Trade Facilitation and Logistics）Mr. Ankur Huria、印度中央關稅及貨物稅委員會（Central Board of Indirect Taxes and Customs Government of India）委員 Mr. P K Das、FFFAI 前主席 Mr. Samir Shah、前 CAI 副主席 Mr. Steve Morris 等人。

(2) WTO Mr. Alejandro Gamboa-Alder 首先就世界貿易組織 (WTO) 實施貿易便捷化協議 (Trade Facilitation Agreement, TFA) 對貿易的影響進行報告，貿易便捷化經 WTO 164 個會員國中超過 2/3 會員國 (總計 138 個) 同意實施，經完成國內相關批准程序後 (我國亦包含其中) 已於 2017 年 2 月 22 日生效，貿易便捷化係為將國際貿易程序，特別是進口、出口手續與相關文件要求，透過簡單化、一致化與自動化措施，加快貨物通關放行速度，以克服繁雜通關程序與障礙，提升貿易效率；Mr. Alejandro Gamboa 會中分享如何消除各國邊境管理繁文褥節的程序讓國際貿易變得更為容易，並提及單一窗口 (Single Window) 的實施對貿易益處及如何提升單一窗口運作效率；另外報告中也提到國家貿易便利化委員會 (National Trade Facilitation Committees, NCTF) 目前所面臨到挑戰以及電子證書 (e-certificates) 未來發展方向。

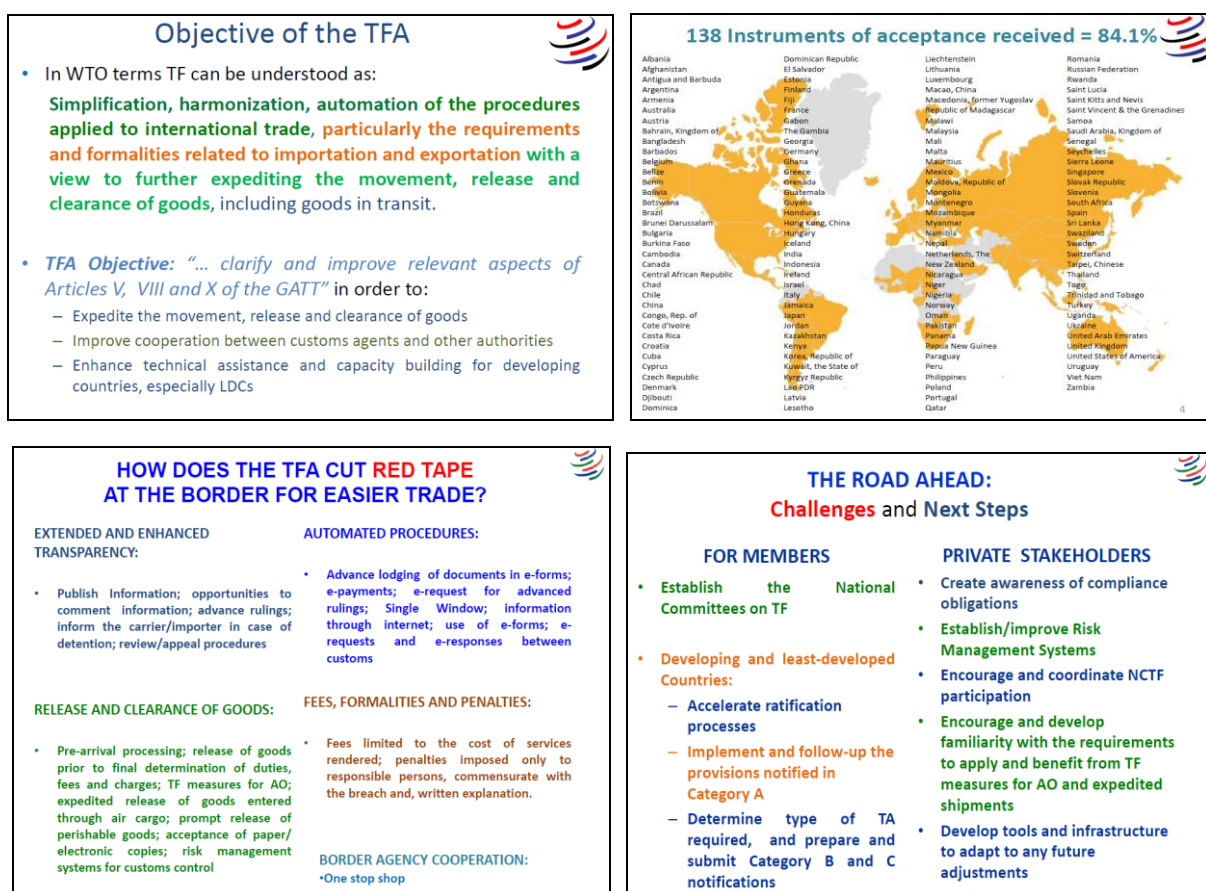


圖 42 WTO Mr. Alejandro Gamboa-Alder 介紹貿易便捷化協議 (TFA)



(3) 世界銀行 Mr. Ankur Huria 則報告 TFA 實施後所呈現的巨大收益，包含減少各國物流供應鏈障礙，促進全球 GDP 與貿易成長、文件 e 化對海空運成本與時間之節省效益，世界銀行為促進 TFA 的實施，對於貿易便捷、物流及區域間整合提供軟、硬體相關支援，以協助改善邊境管理機構合作與協調程序，使邊境管理更具現代化，讓貿易運作更順暢。



圖 43 Mr. Ankur Huria 報告貿易便捷化協議（TFA）效益

(4) 劍橋公爵夫婦皇家基金 Mr. Robert Campbell 則報告目前非法野生動物交易的嚴重性，目前全球野生動物販運是世界第 4 大非法貿易市場，每年交易金額高達 230 億美元，國際野生動物犯罪組織除利用金錢與武裝控制部分國家領導人從事野生動物獵捕與走私，並網路技術進行非法交易，全球野生動物交易已越來越具專業度，UfW 身為世界保護野生動物單位，目前除竭力透過提高動物保育意識外，已積極透過技術創新，提供各國野生動物交易可疑資訊，讓各國執法當局、海關及貨運業者即時掌握並採取具體行動，一同打擊野生動物交易行為。



圖 44 Mr. Robert Campbell 報告非法野生動物交易

(5) 印度中央關稅及貨物稅委員會 Mr. P K Das 則分享印度中小企業、海關及政府單位當前推動電子商務（E-Commerce）情形與未來發展潛力；Mr. Samir Shah 則是分享印度推動貿易便捷化的經驗、達成績效與未來努力方向。

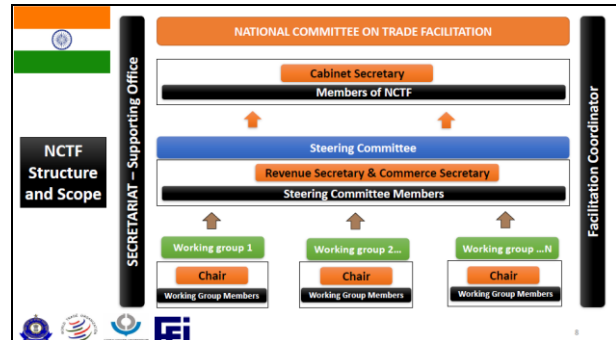
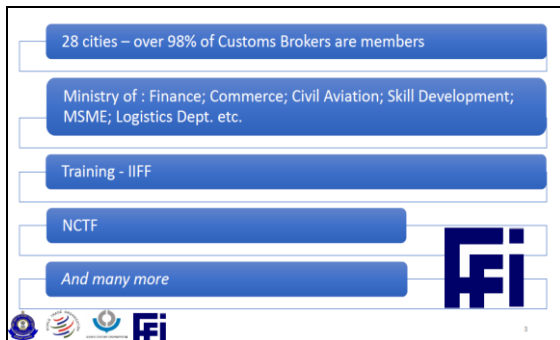


圖 45 Mr. P K Das 分享印度中小企業、海關及政府單位推動電子商務經驗

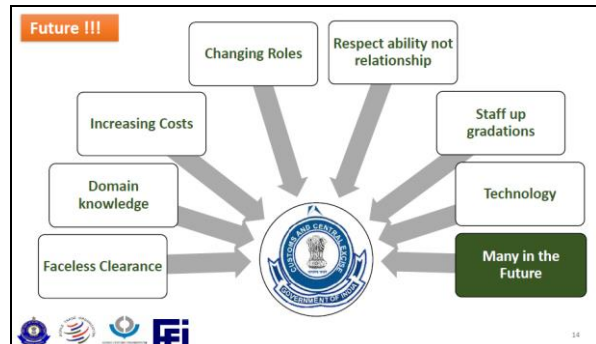
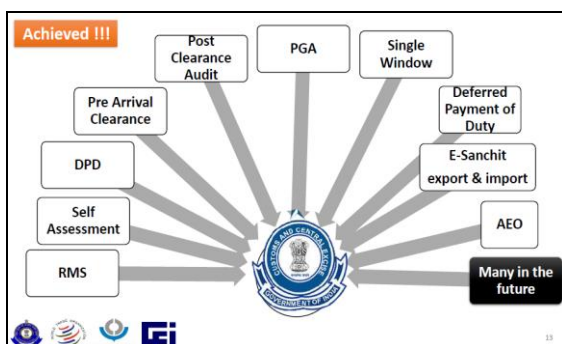


圖 46 Mr. Samir Shah 分享印度推動貿易便捷化的經驗

- (6) 與談討論完成並確認無其他議題後，主持人宣布下次海關事務會議將訂於 2019 年 3 月 29 日間於瑞士蘇黎世總部舉行。



圖 47 海關事務會議（CAI）與談人討論情形

#### 5、安全及保安事務顧問團 Advisory Body Safety & Security（ABSS）會議

- (1) 本屆安全及保安事務顧問團會議主持人為國家航空安全計畫（National Aviation Security Programme, NASP）經理 Mr. David Fielder 擔任，會議開始由主持人歡迎所有與會代表並宣讀 FIATA 在「反托拉斯法（Anti-Trust Law）」聲明，緊接著確認 2018 年 3 月 15 日於瑞士蘇黎世總部舉行的安全及保安事務會議紀錄（Doc.ABSS/038），隨後開始本次會議並介紹引言人 AFIF 公司執行長 Mr. Brian Lovell 及 Flux Auto 公司執行長 Mr. Pranav Manpuria、國際道路運輸聯盟全球創新部門 Mr. Zeljko Jeftic、Mr. William Sehestedt 等 3 位與談人，討論主題為「無人駕駛車輛－緩解潛在安全風險（Driverless Vehicles – Mitigating the Potential Security Risks）」。
- (2) 會中 Mr. Zeljko Jeftic 除提及無人駕駛車輛發展近況外，並特別指出過去曾發生利用車輛進行恐怖攻擊行動，未來發展自動駕駛車輛時，應思考安全與保安等可能造成的衝擊影響，以及該如何緩解這些安全威脅風險。

- (3) Flux Auto Mr. Pranav Manpuria 則分享如何將自動駕駛技術運用於商用車輛，以及未來印度要推展商用自動駕駛車輛可能面臨到之軟硬體改善及所需配套措施，另並就自動駕駛車輛可能發生的竊盜犯罪風險提出看法。
- (4) 與談討論完成並確認無其他議題後，主持人宣布下次安全及保安事務顧問團會議將訂於 2019 年 3 月間於瑞士蘇黎世總部舉行。

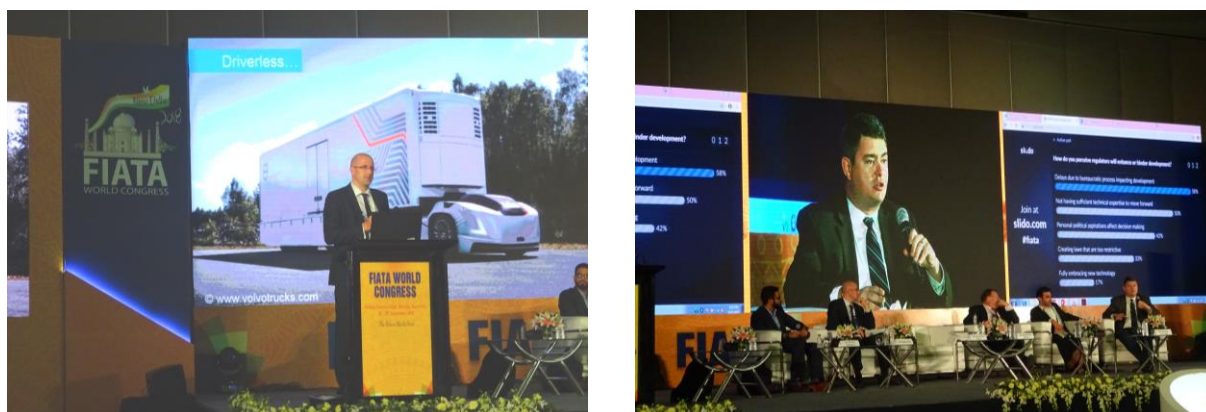


圖 48 安全及保安事務顧問團會議（ABSS）與談人討論情形

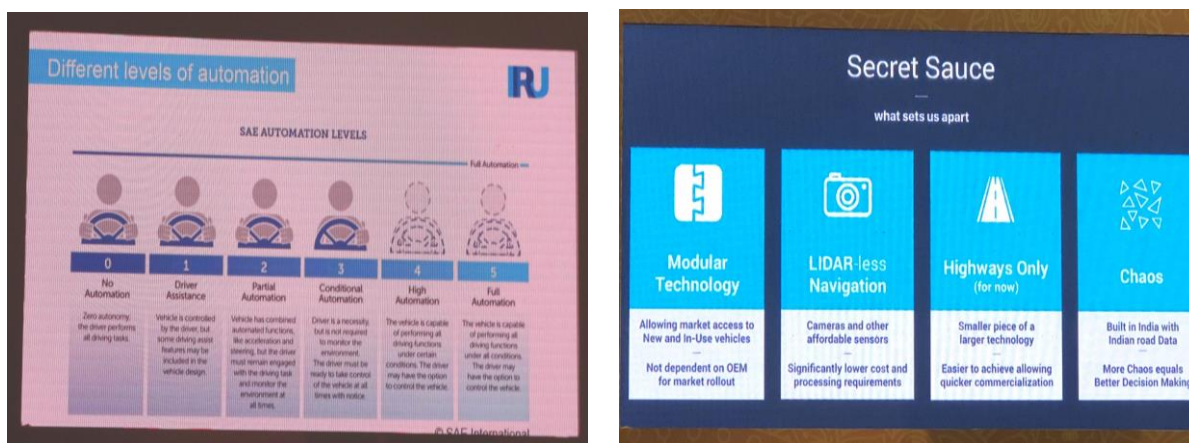


圖 49 自動駕駛技術簡報

## 6、廠商展覽（Opening Exhibition）

本屆年會參與展覽廠商包含海、陸、空貨物運送、相關協會共計 30 餘家參展，大會特別在主會場地下室擺設廠商展覽攤位，方便與會來賓隨時參觀進行接洽，本次代表團成員也利用休息時間走訪各攤位。



圖 50 參展廠商介紹



圖 51 參展廠商攤位

圖 52 代表團成員於展場留影

#### (四) 第 4 日 (107 年 9 月 28 日)

##### 1、空運事務 (AFI) 會議

- (1) 本屆空運事務會議主持人為 AFI 主席 Mr. Keshav Tanna 擔任，會議開始由主持人歡迎所有與會代表並宣讀 FIATA 在「反托拉斯法 (Anti-Trust Law)」聲明，緊接著確認 2018 年 3 月 15 日於瑞士蘇黎世總部舉行的空運事務會議紀錄 (Doc. AFI/391)，隨後開始本次會議並介紹引言人印度空運貨物代理協會 (Air Cargo Agents Association of India, ACAAI) Mr. Snehal Parikh

先生擔任引言，並介紹 6 位與談人，包括印度民用航空部 (Ministry of Civil Aviation, India) 顧問 Mrs. Vandana Aggarwal、IBM 印度公司旅遊運輸部 Mr. Kanishka Agiwa、阿聯酋航空貨運公司 (Emirates Sky Cargo) 定價及營運管理部副總裁 Ms. Kirsten De Bruijn、瑞士全球貨運公司 (Swiss World Cargo) Mr. Shankar Iyer、Global Head Air Freight Procurement and Product Management at Panalpina Mr. Markus Muecke、印度 Jeena & Company 海空貨運承攬公司 Mr. Sam Katgara 等。

- (2) 引言人 Mr. Snehal Parikh 首先就資訊科技的快速發展對傳統產業的衝擊變化提出看法，當人工智慧取代人力，資訊處理技術讓作業成本與時間大幅縮減，未來可能會產生很多新機會，但傳統產業可能會因此而被取代，必須透過企業不斷對提供學習與訓練，才能在數位化的時代生存，因此本次會議特別邀請國際空運業、資訊業及空運管理部門相關專家進行討論。
- (3) Mrs. Vandana Aggarwal 提到印度民用航空和航空貨運近期面臨到的巨大變化，因應全球製造、貿易與配送模式的改變，除對現有企業營運模式與物流服務產生結構性的變動外，對政府監督部門的管理也產生巨大的挑戰，在整個全球供應鏈中，政府是供應鏈的合作夥伴，而非單純監督者，應該是以監管與促進合作方式強化供應鏈功能，使政府不會成為該供應鏈中薄弱的環節，造成對產業發展產生干擾，她也特別強調印度空運業增長潛力巨大，政府應該將空運產業視為印度經濟的重要一部分，並從基礎設施、技術平台和技能開發，讓貨物通關能更具效率；引言人 Mr. Snehal Parikh 認為政府是整個供應鏈中的合作夥伴，政府應當是促進產業發展而不是監管，在整個供應鏈中建立夥伴關係，面對資訊技術的變化，他希望所有人都是朝同一個方向調整前進。
- (4) Mrs. Kirsten De Bruijn 則分析航空公司如何因應資訊技術對現有空運市場所產生結構改變提出了看法，以阿聯酋航空為例，他們是從客戶、海關角

度來思考如何利用資訊技術來幫客戶創造利益，公司的投資會以客戶收益來考量，然對於國際航空貨運，受限部分國家制度，仍須透過強制性實體證明或文書才能完成運送，因此像智能科技等技術要套用在航空貨運的每個環節，仍有很長的路要走。

- (5) Mr. Markus Muecke 則對物聯網 (IOT) 技術如何應用在供應鏈提出看法，物聯網 (IOT) 技術之使用有助於提高作業容量、效率、可靠性和降低成本，在物流產業中，許多業者致力開發物聯網相關應用系統，但他認為人才這項技術是否能充分應用的關鍵。



圖 53 空運事務會議 (AFI) 與談人討論情形

- (6) 緊接著主持人 Mr. Snehal Parikh 請國際航空運輸協會 (International Air Transportation Association, IATA) Mrs. Andrea Gruber 介紹國際航空運輸協會獨立醫藥物流驗證中心 (IATA CEIV Pharma) 對製藥冷鏈物流認證的辦理情形，過去幾年全球醫藥市場平均年成長率逐年上升，尤其亞洲醫藥市場成長率更顯著，但因空運溫度控制不穩定，貨物因失溫斷鏈無法確保品質要求，冷鏈醫藥產品有逐漸轉向海運的情況，然而部分商品因具時效性 (如花卉與生技疫苗等)，仍需要空運冷鏈物流的服務，獨立醫藥物流驗證中心冷鏈認證為目前 IATA 推動最高製藥等級的冷鏈運輸認證，可滿足目前大部分空運貨物冷鏈物流需求，所推動相關認證輔導訓練，有利提高

空運貨物相關員工的專業，也有助於業者打造高端冷鏈物流環境及爭取商機。

**CEIV Pharma – Supply Chain Approach**  
Initially for GHAs but designed for the entire Supply Chain stakeholders (Trucker, Forwarder, Ground handling Agents, Airline)

**CEIV Pharma Methodology**  
Encompasses Various Regulations, International Standards and Country-specific Requirements

**CEIV Pharma Objectives**

- Prevent operational issues and enhance infrastructure
- Improve handling in compliance with existing regulations & standards
- Elevate the level of staff competency through training
- Provide visibility and transparency of certified entities
- Maintain Product Integrity Throughout The Supply Chain

**CEIV Pharma Certification Process:**

- Preparation
- Assessment
- Validation
- Training: IATA Pharmaceutical Handling Diploma
- Additional Training

圖 54 Mrs. Andrea Gruber 介紹 IATA CEIV Pharma

(7) 緊接著由 IATA-FIATA 航空貨運計畫 (IFACP) 小組主持人 Ms. Joana Coelho 提供航空貨運計畫最新執行情形，IFACP 係為提供航空貨運產業標準框架，使執行面與安全規定都達到標準，以面對當前航空貨運業所面臨的挑戰，範圍涵蓋航空保安、貨運安全、作業指引和標準流程改變、推廣技術、簡化程序等議題，鼓勵航空公司和貨運代理業者間緊密合作，改善並提升服務和競爭力，在 IFACP 計畫下航空公司和貨運代理業將組織聯合代表委員會 (Joint Council, JC)，未來貨運代理業者將在空運市場扮演重要角色，並將成為航空公司客戶，而非特定代理業者，此外也並擴大諮詢



功能，讓整個航空貨運作業流程更趨現代化，並融入科技改善航空貨物成本控制和競爭力；目前 IATA 與 FIATA 已於 2017 年 8 月訂定 IFACP 計畫指導方針，並確認 IFACP 協議內容，預計 2018 年 4 月起開始試行，第 1 階段試行國家包含澳洲、紐西蘭、西南太平洋國家、香港、臺灣、澳門、歐洲等，預計 2020 年 4 月正式實施。

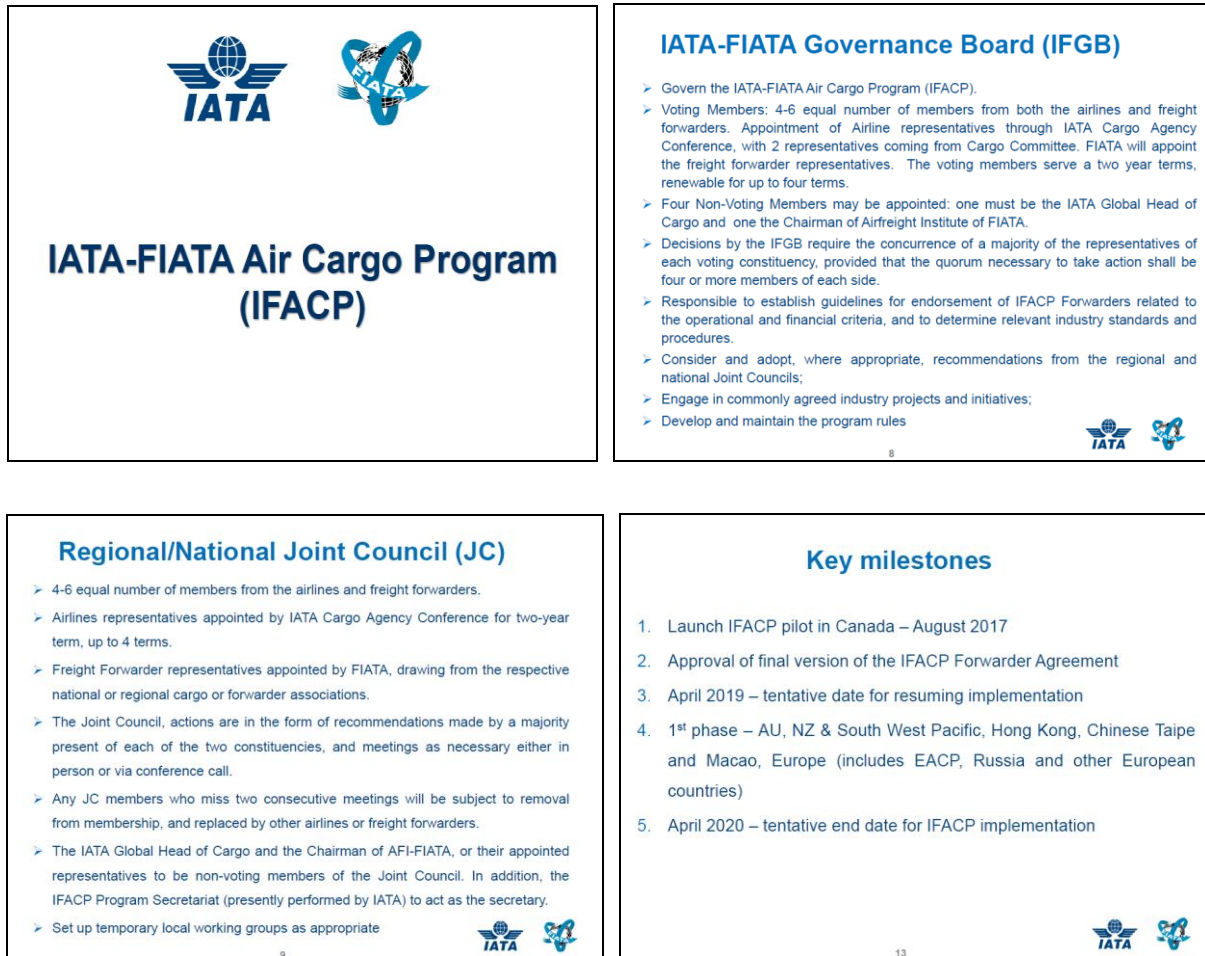


圖 55 IATA IFACP



圖 56 Ms. Joana Coelho 報告 IFACP



圖 57 代表團成員與 Ms. Joana Coelho 合影

(8) 與談討論完成並確認無其他議題後，主持人宣布下次空運事務會議將訂於 2019 年 3 月 29 日於瑞士蘇黎世總部舉行。



圖 58 空運事務會議 (AFI) 主持人及與談人合影

## 2、資訊科技事務顧問團 Advisory Body Information Technology (ABIT) 會議

(1) 本屆資訊科技事務顧問團會議主持人為 Mrs. Anne Sandretto 擔任，會議開始歡迎所有與會代表並宣讀 FIATA 在「反托拉斯法 (Anti-Trust Law)」聲明，緊接著確認 2018 年 3 月 15 日於瑞士蘇黎世總部舉行的資訊科技事

務顧問團會議紀錄 (Doc. ABIT/019)，隨後介紹 IBM 網路與區塊鏈開放科技部資深技術人員 Mr. Arnaud Le Hors、IBM 人工智慧與資料開放科技部資深技術人員 Mrs. Susan Malaika、GS1 全球辦公室運輸與物流部門資深經理 Mr. Jaco Voorspuij 等 3 位與談人。

- (2) 本會議討論主軸著重在區塊鏈及人工智慧等 2 項科技的發展現況與趨勢，首先由 IBM Mr. Arnaud Le Hors 報告區塊鏈技術如何改變商業活動，他在 IBM 的主要工作是協助產品事業群提供開放資料來源與開放標準技術，他提到商業區塊鏈的概念、與貨運代理業的相關性，以及 IBM 如何幫助企業運用區塊鏈技術，並舉過去 IBM 曾與馬士基 (MAERSK) 合作的案例，以區塊鏈技術為基礎，將馬士基相關業務單位透過資訊平台加以連結，馬士基可以在任何時段掌握可能與貨物運送相關成員所提供之資訊，包括海關、保險、銀行等，並隨時掌握誰是下一個可能會交易的對象。
- (3) IBM Mrs. Susan Malaika 則報告人工智慧 (Artificial Intelligence, AI) 未來如何對商業活動產生結構性的變化，她提到人工智慧的概念、與貨運代理業的相關性，以及 IBM 如何幫助企業運用人工智慧技術；人工智慧是透過數據資料分析過去、預測未來，並提供目前建議採取行動，目前人工智慧已經被運用於臉部識別、提供顧客購買建議等，拜資訊發展技術演進及更大容量的數據存儲能力之賜，電腦已可透過學習即時回應客戶需要，許多企業也投入資本運用人工智慧，未來可期待它能被廣泛使用在每個領域；另外她也提到企業對供應鏈運作除透過區塊鏈技術將已掌握資訊匯總整理外，亦可利用人工智慧技術協助預測未來。
- (4) GS1 Mr. Jaco Voorspuij 則報告如何在全球共同標準下建構區塊鏈與人工智慧最佳化標準，GS1 是協助用戶制訂區塊鏈與人工智慧 (AI) 使用標準，以客戶導向提供專屬性服務，GS1 訂定的標準在整個供應鏈中已被廣泛使用；另外也提到區塊鏈是一種資訊共享技術，它增加了與交易有關的資訊

共享價值，而人工智慧則是需要使用成熟技術，需要付出更多努力確保所創造的價值符合產業所需，由於區塊鏈與人工智慧 2 項技術相互都能提供更優化的技術能力，同時也能做為管理監督與追蹤之工具，目前這兩項技術發展各自都有極為突出的表現，未來若把這兩項科技結合運用，將會帶來革命性發展潛力。

- (5) 與談討論完成並確認無其他議題後，主持人宣布下次資訊科技事務顧問團會議將訂於 2019 年春季於瑞士蘇黎世總部舉行，日期尚未訂定。



圖 59 資訊科技事務顧問團會議（ABIT）與談人討論情形

### 3、複合運輸事務（MTI）會議

- (1) 本屆複合運輸事務會議主持人為英國國際貨運協會（British International Freight Association, BIFA）主席 Mr. Robert Keen，會議開始歡迎所有與會代表並宣讀 FIATA 在「反托拉斯法（Anti-Trust Law）」聲明，緊接著確認 2018 年 3 月 18 日於瑞士蘇黎世總部舉行的複合運輸事務會議紀錄（Doc. MTI/687），隨後介紹複合運輸事務工作小組主席 Mr. Jens Roemer、馬士基航運公司（MAERSK Line）商務經理 Mr. Nicola Buhmann、複合運輸事務工作小組 Dr. Ivan Petrov 與 Mr. Tomas Suhanyi、Kerry 物流公司董事長 Mr. Xavier Britto、FFFAI Mr. Shantanu Bhadkamkar、UNCTAD 貿易物流部

Mr. Jan Hoffmann、Gateway Rail 執行長 Mr. Sachin Bhunushali 及 Indian Railways Traffic Service Mr. Sanjiv Garg 等 9 位與談人。

(2) 複合運輸事務工作小組主席 Mr. Jens Roemer 首先進行海運運輸報告，報告主題為「貨櫃延滯費與貨櫃延還費的最佳實務指導 (Best Practice Guide on demurrage and detention)」，FIATA 表示船公司將貨櫃延滯費與貨櫃延還費視為有效且重要的貨櫃管理工具，以達到貨主將貨櫃儘速歸還給航商再利用的目的，亦即貨主若超過免費期限才將貨櫃歸還，則需繳付一定金額費用做為懲罰，惟目前情況顯示航商似有濫收貨櫃延滯費與貨櫃延還費來增加其收益的情況發生，航商因外在經營環境導致累積虧損，卻變相試圖從非貨物運輸項目收取費用，FIATA 並不認同類此作法，尤其發生貨櫃延誤歸還的情況常常非屬貨主因素所造成，此外目前航商、相關貿易公協會與貨物承攬業者間對貨櫃延滯費與貨櫃延還費尚未建立對話機制，彼此考量的出發點也都不同，航商多訴諸競爭法令，而貨物承攬業者則不願談及價格層面，反而希望就收費項目的正當性進行討論，因此 FIATA 針對實務現況進行檢視並提供最佳的實務作法如下，希望透過這些作法達到降低不必要的供應鏈成本及無效率作業方式，避免衍生無謂的貨櫃延滯費與貨櫃延還費：

- I. 貨櫃延滯費與貨櫃延還費的計費方式應再詳加審視，計費項目標準亦應力求建立透明清楚。
- II. 設定貨櫃延滯費與貨櫃延還費計費最高限額，建議收費最高額度不應超過新購貨櫃金額。
- III. 因櫃場擁擠造成無法運送或貨主無法儘速提領（歸還）貨櫃時，建議展延期限應與櫃場因素造成無法提供儘速提領（歸還）的期間相同；若如

因海關驗櫃作業產生額外時間導致貨主提領延宕，建議不對延遲還櫃加收懲罰性費用。

- IV. 因應各種不同海運保全規範要求（如貨櫃總重驗證 VGM、預報艙單等）導致託運人可運輸期間限縮，建議增加出口貨櫃免租期，以利託運人彈性地安排出口託運事宜。
  - V. 出口貨櫃延滯期間的計算係從貨櫃進入櫃場大門至裝船這段時間，常因船期延誤時導致託運人須支付貨櫃延滯費，建議將船期延誤所應負擔的責任轉移至航商。
  - VI. 貨物承攬業者常在貨櫃實際提領後數週才收到貨櫃延滯費發票，造成進口人或收貨人收費的困擾，建議加快對貨櫃延滯費與貨櫃延還費計收手續，且收費內容須更具透明性與即時性。
  - VII. 超大型貨櫃船發展導致貨櫃碼頭尖峰時段櫃場作業延誤，擠壓車輛拖運與提領作業效率，櫃場聯外交通也將受到影響，建議航商應正視並改善船舶大型化所衍生貨櫃碼頭作業效率下滑與壅塞問題，給予託運人更充裕的免租期以利彈性操作。
- (3) 馬士基航運公司 Mr. Nicola Buhmann 報告該公司與 IBM 共同推動區塊鏈技術的專案成果「Trade Lens」系統，該系統運用區塊鏈技術構建海運資訊平台，在物聯網資料庫技術下可公開透明，每個人均可參與資料庫的記錄，藉此有效提高效率、減少全球貨櫃運輸大量文件記錄，加速交易速度及節省大量成本；目前參與該平台的成員包括港口與碼頭營運商（例如新加坡 PSA、荷蘭鹿特丹港、澳洲雪梨港、美國洛杉磯港等）、海運業者（馬士基、漢堡南美、太平船務等）、政府機關（澳洲移民與公民事務部、荷蘭海關、秘魯海關、新加坡海關等）。

- (4) 鐵路運輸報告部分，Dr. Ivan Petrov 報告 FIATA 與 OSJD 於 2018 年 7 月 11~12 日在土耳其伊斯坦堡舉辦的第 2 屆聯合運輸聯合研討會中，提及歐洲—亞洲—歐洲間複合運輸模式，發展歐亞運輸走廊須配合政治支持、貿易法律、貿易便捷化；而在公路運輸報告部分，Mr. Tomas Suhanyi 談到歐洲 TRAN 委員會對道路電子收費所規範的新措施，包括成員國間共享資訊的法律依據、成員國相互授予訪問國家車輛登記數據的權利，以便追蹤未支付道路通行費的外國車輛車主，透過消除行政障礙提高電子收費系統的操作性。
- (5) UNCTAD Mr. Jan Hoffmann 報告數位化對全球港口貨物代理業者造成的影響，首先是港口營運最佳化，透過資訊分享讓船舶、貨物等資訊事先提供給港口營運管理單位，以利規劃船席指泊、設備機具使用、人力調配等；其次是透過資訊透明化有利追蹤貨物動態，並藉由自動化與智慧智能減少人為錯誤，另外也因應數位化所需配合的網絡安全監管、人員訓練、文件規範等提出看法。
- (6) 與談討論完成並確認無其他議題後，主持人宣布下次複合運輸事務會議將訂於 2019 年 3 月 28 日於瑞士蘇黎世總部舉行。

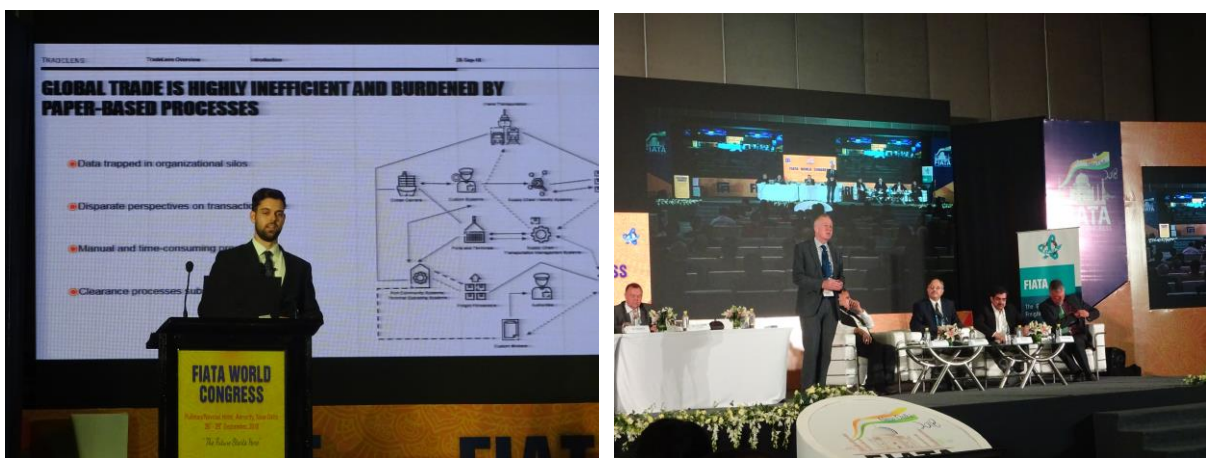


圖 60 複合運輸事務會議 (MTI) 與談人討論情形



圖 61 複合運輸事務會議（MTI）簡報

#### 4、閉幕式（Closing Session）

- (1) 完成本屆年會所有場次論壇與會議後，緊接著進行閉幕儀式，閉幕式首先由 Mr. Devdutt Pattanaik 以「Thriving in Diversity」在多樣性中蓬勃發展」為題，細說印度如何在維持傳統及多樣性風俗文化中逐漸融合發展，之後 FIATA 前總會長 Mr. Stanley Lim 針對本屆年會能夠順利完成發表感言，並感謝印度貨運承攬聯合會 FFFAI 在籌備本屆年會過程中所付出的辛勞。
- (2) 接下來進行主辦國交接儀式，由下屆年會主辦國南非（開普敦）籌辦團隊南非貨運承攬聯合會（South African Association of Freight Forwarders, SAAFF）主席 Mr. Basil Pietersen 從印度 FFFAI 主席 Mr. AV Vijaykumar 接下主辦權杖，象徵正式接辦 2019 年 FIATA 年會，並播放宣傳影片，隨即結束本屆年會。





圖 62 Mr. Stanley Lim 發表閉幕感言



圖 63 主辦權移交儀式



圖 64 2019 FIATA 世界年會宣傳影片播放



圖 65 FFFAI 前主席 Mr. Samir Shah 獲頒感謝狀



圖 66 2019 FIATA 世界年會大會 Logo

(五) 第 5 日 (107 年 9 月 29 日)

本日舉行 FIATA 會員大會 (General Meeting)，本次我方參加成員中計有「台北市海運承攬運送商業同業公會」理事長陳木枝先生及監事吳俊澤先生、「欣洋通運有限公司」董事長吳榮達先生、「台北市航空貨運承攬商業同業公會」理事曾俊鵬、中華貨物通關自動化協會副理事長楊瑞如小姐等 5 位具有 FIATA 會員身分，會員大會討論情形與結論如下：

- (1) 本會議為 FIATA 所有會員的年度大會，首先由主席宣讀 FIATA 在「反托拉斯法 (Anti-Trust Law)」聲明，接下來依 FIATA 會員章程第 5.2.7 條確認在座具投票權資格的會員，緊接著宣布會議議程，並由出席會員確認 2017 年 10 月 8 日在馬來西亞吉隆坡舉辦 2017 年度會員大會紀錄；緊接著依會員章程第 4.2.1、4.7.2、5.2.1b、5.2.1c、5.2.1d、5.2.1g、5.2.1I 條等，分別由 FIATA 秘書、財務單位報告會員數情形、2017 年/2018 年工作報告、2018 年財務報告、2019 年預算等，獲得大會會員無異議通過。
- (2) 另會議決議自 2021 年起年會報名可於 FIATA 官網及 App 註冊申請，並由 FIATA 統一掌控；另未來會員參與投票時將以電子投票方式辦理，為配合此一措施將針對相關章程進行修改。
- (3) 針對 FIATA 組織，會中討論到物流學院 (FLA) 與職業訓練事務顧問團 (ABVT) 合併案，經會員表決後以 1 票之差否決合併方案。
- (4) 最後大會表決 2021 年 FIATA 世界年會主辦權國家，本次爭取主辦國家為比利時 (布魯塞爾) 及巴拿馬，最後由比利時 (布魯塞爾) 以些微差距擊敗巴拿馬獲得主辦權。



圖 67 我國代表團成員出席會員大會情形



圖 68 會員大會討論情形

#### (六) 第 6 日 (107 年 9 月 30 日)

本日無會議行程，上午與會成員由印度新德里搭乘班機返回台北，約下午 10 時抵達台北桃園國際機場。

### 陸、心得與建議

- 一、全球在經濟發展與供應鏈網路的改變，以中國為「世界製造中心」及成長中的亞洲消費市場，已對全球經貿創造轉變，印度崛起已成為一個新的經濟動力，同時引進創新科技與虛擬網路的新模式，迎合成長的印度消費需求，這樣的趨勢已引起世界各國注目，世界各國相關產業如何妥善利用這個市場及因應種種複雜的挑戰，將是所有運輸業者如何搶佔先機的關鍵。

- 二、目前國際區域經濟整合趨勢日益明顯，保護主義風氣日益盛行，美中貿易戰所帶來經濟對抗影響，臺灣無法置身於外，尤其衍生關稅壁壘，我國處境相形艱困，未來仍宜積極參與國際自由貿易協定 FTA，協助我業者避免關稅風險。
- 三、2018 年亞太地區以印度、中國大陸和菲律賓的成長力道最為強勁，尤其印度的內需市場潛力龐大，已讓許多國家企業進駐扎根，印度被視為繼中國大陸之後，經濟成長空間最大的市場，全球企業都在加速搶進當中，雖然印度獨特宗教與文化觀念，每年急速成長的土地價格、人力薪資、甚至人才管理等，都成為企業跨足印度市場面前的高牆，但因同時印度已完成繁雜稅制「商品與服務稅（Goods and Service Tax）」改革，且從人口、經濟成長來看印度已經成為一個發展潛力無窮的國家，正朝世界工廠和市場邁進，印度政府與民間產業也利用這次年會籌辦的機會，積極展現其發展潛力，努力爭取國外投資，尤其是數位資訊科技、基礎建設等方面，我國相關業者可多加關注印度潛力市場的發展情形。
- 四、隨著數位時代演化，人工智慧（Artificial Intelligence, AI）、大數據（Big Data）及區塊鏈（Block Chain）等數位技術的應用，已帶動全球產業有突破性創新發展，尤其智慧物流及物聯網的應用，已逐步改變物流倉儲與運輸產業發展趨勢，包含無人商店、無人駕駛、大數據分析、人臉辨識、共享經濟等應用，對於傳統物流服務與供應鏈商業模式將產生結構性的影響，隨之而來可能衍生新的商業模式，對於類似新型態產業的監理，主管單位也應與時俱進隨時關注，以利即時針對相關法規與配套措施進行調整。
- 五、全球電子商務的快速發展熱絡，透過大數據技術，可讓運輸鏈結合上、下游產業，帶動巨大跨境採購與跨境配送需求，增加運輸鏈價值與提供整合性物流服務方案，對未來運輸鏈將持續有結構性發展；本屆年會中印度當地產、官、學者，及其他國家業界代表對於電子商務（E-Commerce）的發展有諸多討論，尤其是印度電子商務市場，除當地政府積極投入相關建設及推動措施，打造電子商務環境外，也利用本屆年會場合推銷印度，期望讓更多外資投入印度電子商務市場，我

國近年來資訊發展亦大幅成長，對於電子商務結合運輸產業運作，值得我國產、官、學界多加關注。

六、資訊科技革命已徹底改變現今商業經營模式，本屆年會不少學者已指出未來港埠與航運利用雲端運算、區塊鏈等資訊科技，整合船舶、機具、物流、金流、關務等資源，並串上、中、下游供應鏈共享資訊，對提升航港整體作業效率與降低營運成本幫助甚大，未來如何結合民間資訊力量，讓航港產業有結構性改變，值得相關業管政府單位注意。

七、印度為發展沿海航運，鼓勵發展沿海貿易，已鬆綁境內運送權（Cabotage）相關對外限制，即原僅限印度國民、印度公司或在印度註冊登記的合資公司所運營的船舶，始准於當地沿海從事進出口貨櫃轉運之特許規定已予取消，其政策目的是希望提高國際航商航線調度彈性，吸納區域內其他國家貨櫃到港集中轉運，目前我國已適度開放國籍船舶運送業（及其所屬海外船舶運送業公司）、外國籍船舶運送業，得在特定條件下經營外籍船舶從事環島轉運貨櫃業務，目前我國「北櫃南運」轉運櫃運輸方式，一種係利用海上運輸，另一種方式則是利用陸上運輸方式，其中海上運輸方式多係利用船公司自己本身的空艙，安排轉運其承載之進出口貨櫃，由航商主導海上成本控制及作業安排，鑑於陸上運輸所造成的環境污染及龐大社會成本，對於鬆綁境內運送權，提高我國港口競爭力，並降低陸運轉運方式與減少環境污染，應可納入未來我國航運政策推動方向。

八、本屆年會主辦國印度為極具歷史的古老國家，人口多達 13.4 億人，僅次中國大陸 13.8 億人，2018 年 GDP 達 2.85 兆美元，世界排名高居第 5，人民平均所得 2,134 美元，世界排名第 137，近年平均經濟年成長率為 8%，全球看好其經濟發展潛力，惟印度政府機關的官僚文化、社會階級與貧富不均、公共設施不足，皆影響其發展速度；我國近年來積極推動新南向政策，印度可做為推動新南向業務的標的市場，惟因印度國內環境並未完全開化，是否成為相關產業前往當地投資的風險，亦值得我方注意。

九、本屆 FIATA 年會在印度舉辦，當地政府非常重視，各政府機關均給予大力支持並鼓勵民間企業參與，總共吸引多達 30 多家廠商贊助，會議籌辦及相關周邊活動安排，FFFAI 皆盡力籌劃，惟因印度長期與鄰近巴基斯坦爭端，年會舉辦前並未核發現任 FIATA 總會會長巴基斯坦籍 Mr. Babar Badat 入境簽證，以致無法前來主持年會，引起 FIATA 總會極大不滿，FIATA 年會做為非政府組織籌辦之跨國性會議，參加成員多以各國非官方協會或產業為主，任何政治力介入應盡量避免，值得未來主辦年會的國家引以為鑑。

十、英語為印度官方語言，印度有全球最多會說英語的白領勞工，且受高等教育之人力素質很高，軟實力也在世界佔有一席之地，這對未來印度參與國際經濟舞台相當具有競爭力；本屆年會全程以英語方式進行，並無提供現場翻譯，具備良好英語能力實為參與國際舞台不可或缺的元素，如何讓我國勞動人力質量具備國際化實力，推動英語做為我國第 2 官方語言似可為相關單位規劃參考。

## 柒、附件

### 一、會議資料

#### (一) FIATA 反托拉斯行為聲明



### **Delegates should note the FIATA legal statement**

“ FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor.

It is mandatory that you familiarize yourself with FIATA’s written antitrust policy which the secretariat has made available to all participants.”

## (二) 亞太區域會議 (RAP) 會議資料

### 1、開會通知

## FIATA

Schaffhauserstrasse 104, P.O. Box 364, CH-8152 Glattbrugg, Switzerland  
Tel. +41 (0)43 211 65 00, Fax +41 (0)43 211 65 65  
E-Mail [bloch@fiata.com](mailto:bloch@fiata.com), Internet <http://www.fiata.com>



REGION ASIA/PACIFIC

Doc. RAP/116  
2018-08-28

To: Association Members of FIATA of the Region Asia/Pacific  
cc: Extended Board  
From: Daniel Bloch, Manager Region Asia/Pacific (RAP),  
on behalf of Chris Kanter, Chairman Region Asia/Pacific (RAP)  
Subject: Meeting of the Association Members of the Region Asia/Pacific

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### Call of Meeting

The Chairman of the Region Asia/Pacific, Chris Kanter, invites you to the meeting

**Wednesday, 26 September 2018**  
14.15 to 16.15 hours

The Regional Meetings are being held at the same time in the premises  
of the JW Marriott Hotel that is close to the Congress Venue.

The final allocation of the Rooms will be indicated.

Room: Ballroom 1,2,3 & Studio 5,6,7  
JW Marriott Hotel New Delhi Aerocity

Congress  
Venue: Pullman/Novotel, Aerocity  
Asset No 02, GMR Hospitality District,  
New Delhi, Delhi 110037, India  
Phone: +91 11 4608 0808

The following FIATA policy statement should be noted:

*"FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. It is mandatory that you familiarize yourself with FIATA's written antitrust policy which the secretariat has made available to all participants."*

FIATA Antitrust Policy: <https://fiata.com/about-fiata/antitrust-policy.html>



The meeting Agenda is enclosed!

You are kindly requested to download and bring any referenced papers to the meeting. Copies will not be available at the meeting.

## Agenda

1. Opening of the meeting and welcome by the Chairman
2. Approval of the minutes of the meeting held in Zurich, 15 March 2018 (Doc.RAP/112)
3. Approval of the minutes of the 12th RAP Field Meeting held in Busan, Republic of Korea 22 June 2018 (Doc.RAP/115)
4. Actual Topics relating to:
  - Airfreight
  - Multimodal transport
  - Customs Affairs
  - Safety and Security
  - Vocational Training in the region
  - Legal Matters
  - International Affairs
  - Information Technologies
  - Sustainability

At the discretion of the RAP Chairman and if received until 12 September 2018, a fortnight ahead of the meeting in written e- format to the RAP Manager - Daniel Bloch – e-mail to [Bloch@fiata.com](mailto:Bloch@fiata.com)

## 5. PANEL DISCUSSION

moderated by

- Mr. Krishnan Chelliah,

FIATA Vice President -Executive Director at Transairmarine Freight Service Sdn Bhd., Malaysia – President Penang Freight Forwarders Association

Linked to the FWC main theme “The future starts here” and to the RAP Meetings topic:

“The future depends on what you do today”- Mahatma Gandhi

Presentations as follows:

Logistic: Enabling a globalised future in a connected world

- Mr. Bharat Joshi

Director, Joshi Group / Associated Container Terminals Limited

**Author of: Navigating India – 18 Trillion \$ opportunity**

**The logistical issues of moving freight within Australia**

➤ **Mr. Paul Golland,**

**Chair ABIA and Chair and Director AFIF**

This presentation outlines the issues, distance, time, lack of road and rail system has on moving cargo around and from city to city within Australia.

**Panelist:**

➤ **Mr. Keshav Tanna**  
**Chair AFI**

**6. Other business (Chair determination)**

**RAP Young International Freight Forwarder of the Year Award (YIFFYA) Finalist 2018**

➤ **Miss Sarah Kate Skrypec, Australia**

Presentation about her dissertation that was titled "Antarctic Water and White Rhinoceros" and her view about futures evolvement of our industry

**7. Date and Place of next meetings**

**8. Closing**

## 2、會議紀錄

# FIATA

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E-Mail [bloch@fiata.com](mailto:bloch@fiata.com), Internet <http://www.fiata.com>



Doc. RAP/117  
2018-11-08

### REGION ASIA/PACIFIC

To: Association Members of FIATA of the Region Asia/Pacific  
cc: Presidency  
Extended Board  
From: Daniel Bloch, Manager Region Asia/Pacific (RAP),  
on behalf of Chris Kanter Chairman Region Asia/Pacific (RAP)  
Subject: Meeting of the Association Members of the Region Asia/Pacific  
26 September 2018, JW Marriott Hotel, Aerocity, New Delhi, India

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#### Praesentia as per Annex I

The Praesentia lists of the meeting participants base on the scans made at the entrance of the meetings.

These listings are overdue and as soon as received at the FIATA secretariat the Praesentia (Annex I) would be added to the FDDS.

## Minutes

### 1. Opening of the meeting and welcome by the Chairman

The Chairman opened the meeting and welcomed the participants. The RAP meeting was held at the yearly FIATA World Congress and he revealed that recently in June the 12<sup>th</sup> RAP Field Meeting was held in Busan, Republic of Korea. He thanked the Korea International Freight Forwarders Association (KIFFA).

He acknowledged the presence of Ms. Adelaide Young, Mr Stanley Lim, Mr. B.J. Kim, Mr Keshav Tanna, Mr Thomas Sim, Mr Krishnan Chelliah, Mr. Paul Golland, Mr David Fielder, Mr Suwit Ratanachinda. He also welcomed the Chairs of the Association Country and Regions and thanked for all their attendance.

The Chairman drew the delegate's attention to the Statement from FIATA regarding Correct Behaviour under Anti-Trust Law. The following was shown on the screen.

*"FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. It is mandatory that you familiarize yourself with FIATA's written antitrust policy which the secretariat has made available to all participants."*

The Chairman dealt with the next two agenda items.

### 2. Approval of the minutes of the meeting held in Zurich, 15 March 2018 (Doc.RAP/112)

No comments were received in writing or at the meeting.  
The Chair confirmed the approval of the minutes.

### 3. Approval of the minutes of the 12th RAP Field Meeting held in Busan, Republic of Korea 22 June 2018 (Doc.RAP/115)

No Comments were received in writing or at the meeting.

The Chair confirmed the approval of the minutes.  
The Chair continued with:

#### 4. Actual Topics relating to:

##### ➤ Airfreight

The Chair invited the participants to raise or to make enquiries on these topics.

He requested the AFI Chair Mr. Keshav Tanna to provide an update.

Information was given by the AFI Chair Mr. K. Tanna about the progress that followed two AFI interventions at the IATA FIATA Consultative Council (IFCC) related to cases where IATA had made demands related to Financial Criteria in Hong Kong and on audited financial statements in Singapore which were opposed by FIATA's association.

Hong Kong: On the financial criteria there has been discussions between the IATA Cargo Advisory Panel (ICAP) and the Hong Kong Association of Freight Forwarding and Logistics Ltd. (HAFFA). They have been able to come to some kind of agreement on the Financial Criteria's in Hong Kong.

Singapore: IATA had a requirement regarding audited Financial Statements which were required to be submitted by Agents to IATA. This was a very expensive affair in Singapore. AFI had taken it up at the IATA FIATA Consultative Council (IFCC) where we had requested that such a requirement is not there and does not exist by the local authorities. So why should IATA request that? At local ICAP meetings in discussions with the Singapore Aircargo Agents Association (SAA) perhaps even this will have some positive results.

As a third issue; Mr. Tanna mentioned the IATA FIATA Air Cargo Program (IFACP) which was under active discussion for the past few years, he was ready to reply to any question. He informed that best place for further information would be at the AFI Meeting, that was to be held on the 28 September.

No questions were raised.

##### ➤ Customs Affairs

The Chair invited Mr. Steve Morris, Deputy CAI Chair to give an update.

Mr. Morris informed that some issues were covered by a World Customs Organization representative earlier that day connected to recent work done at the WCO as to the establishment of Framework of Standard for E-Commerce.

For most economies this topic was the sleeping giant or the elephant in the room about how this was going to translate into the business activities particularly for the freight forwarders in the traditional sense. Mindfulness is required and not only by the Multinational companies or Express Carriers. There needs to be a recognition by all the members of associations that they participate actively with their government in looking to ensure that there exist a level playing field between E-Commerce and the traditional goods moving across the border.

He reminded to FIATA's position within the WCO and we are able to provide comment to these matters.

It had been a strong position of CAI and a strong position of FIATA that the traditional Freight Forwarder is not be moved to the side to satisfy the benefits of the Express Carriers Industry or E-Commerce Trade across borders.

Another issue that was the Aircargo Advance Screening that has been put in place by the United States and is being now pushed further to the environment of other economies. This is covered through the WCO, through ICAO and IATA via the Pre-Load Advance Cargo Information (PLACI). This will require that data very similar to other data provided in other places is to be made available to the regulatory authorities so they can screen that cargo before it is going to be uploaded to an aircraft and despatched to a third economy. This, Morris explained, was to be keeping the threat offshore. There are costs and issues in relation to Cargo that are required to be taken into consideration by the industry per se. There will be time and cost allocation for these particular aspects.

The Chair commented; as connected with E-Commerce, customs is always a very big issue. Because the E-Commerce tries to overcome borders but in fact every Custom Administration establishes their own tools. In Indonesia for example. The Customs applies exemption for duties for every E-Commerce shipment having a value below a hundred USD. However, Customs started now to change again the regulation, because suddenly the importers made efforts to divide shipments into hundreds of shipments. For example, a shipment of ten thousand USD is being modified into a hundred thousand Purchase Orders. Of course Customs identified such action as a way to avoid the duty. Having the experience with the Government the best approach is for the association to use FIATA as the background for proposals and for changes or to be advising your Government on certain SOP's. He suggested members not to look at it as an isolated Customs affair, look at it at a broader view. E-Commerce logistic is basically their prime mover. The difference is always on the logistic costs. On the goods itself the margin is very low. Members should avoid to underestimate that impact.

Steve Morris added: A lot of FIATA Members and even economies look at the WCO as a body that can rule National Customs Administration, it can't. It is a standard setting body. It sets forth of what it sees as some of the best methodologies of moving goods across border for uniformity and consistency and for better costs utilization. However, each Economy dictates its own terms of what comes into its legislation and how it will move goods across their border. And they do it in relation of what they see as the E-Commerce disruptive. This is probably the greatest challenge for decades, because of the multiplying effect. In some economies it is fine to put a threshold and those thresholds are moving. The Governments are perceiving, especially those who do not necessarily have and eventually those who have a direct customs duty at the border, but then have a subsidiary VAT or GST. In many cases the VAT is so much higher than the GST and they are finding that there is a significant revenue leakage starting to occur. Of course all treasuries or finance departments within Governments point that out; which then has the effect that the rules will be constantly moving until the economy is able to cope with what these differences are. However, at the times a Government makes a decision, the whole of the E-Commerce world has already moved on. What it needs from our members and our Association Members is to be constantly working with the regulator, whether the Department of Commerce, of Finance or Customs Administration, to find the best and most appropriate reality for E-Commerce solutions and also for Traditional Cargo. One does not want Governments abandoning the administration work and their resources from traditional cargo to E-Commerce and then slowing down the traditional border clearance for the traditional cargo. This is what CAI is always saying. Ensure that there is equity in the process of the delivery of outcomes on E-Commerce. It is a challenge for the Governments and for us. We have to get up and to meet that challenge in each of our Economies. FIATA can work with the Associations to say, this is what we perceive as the appropriate standard in terms of International Trade. However, the end game will be the Associations work with their Government.

Mr. J. Krishnan, India suggested to get away from the differentiation of Regular Airfreight and to make everything Air-Express. In this way he suggested one can profit of the exemptions that E-Commerce uses. He referenced the WTO Trade Facilitation Agreement whereas there are separate clauses pertaining to Express Cargo. E-Commerce in India compared to regular freight undergo almost no barriers e.g. technical, electronic goods need as regular shipments certificates and imported as E-Commerce there is no need.

The Chair suggested that such kind of discussion could be raised at AFI.

#### ➤ Safety and Security

Mr. Paul Golland, Australia [informed that from 1 March 2019](#) all Australian Exports will be required to be X-rayed. At the time this requirement applies only for export to the USA.

Freight Forwarders will have to decide whether they X-ray is executed off-airport by themselves or whether they leave the operation to the Cargo Terminal Operators (CTO).

There is also a program called the [Known Consignor Scheme](#) where a Shipper can do certain tests connected to Security and can be exempt from examination. The big issue the freight forwarders are having is that the Australian Government has put the wording "homogenous" into the legislation. I.e. you have to have the same products for example. A shipment with various sizes of monitors is not homogenous. These are viewed as different products. One has to break down the skids at the warehouse and to send it with a homogenous content inside (one size of monitor). They were expecting huge delays by the beginning of March. The Australian CTO's say that they will not be able to cope with the additional business. He predicts delays and higher costs after that time in March next year talking about lead-times - out from four hours to twelve hours or even longer.

Mr. C. Katgara, India queried; if you do the X-ray off-airport. is it mandatory for the airline or the CTO to accept that X-ray?

Mr. Golland replied that as a regulated cargo agent and you are having off-airport X-ray they will accept that cargo as cleared cargo. You have to be approved by the government based on the so called enhanced cargo examination. Your equipment and your operation procedure has to be up to standard. This is not like the AEO more a technical term. There are only 12 off-airport RACA's at the moment and it is expected to be double. There are about 230 Australian Freight Forwarders exporting. It's a big market that will not become RACA's. To buy one X-ray machine costs half a million AUD. And they have seven major ports.

Mr. Tanna informed that they had a similar scheme in India, however it never took off because it was impossible to meet the requirements. The pre-requisites to become regulated agent you needed a 20' flat light masts and the X-ray machines and the security personnel. AEO of course there are. The Government was not able to find any take-up.

Mr. David Fielder, intended to clarify, he was employed to head-up a National Security Aviation Program specifically for this in Australia. It is screening not X-ray. A metal detector is one of the primary ones as well. For example, when you are handling fruit, no metal is to be detected that is one of the primary needs. On the cost of equipment, the Australian Government has given a list of about thirty-five pieces of equipment. Whereas three major suppliers have met L3 RACA's (Regulated Air Cargo Agents) scan scheme. The standard X-ray machine 1.65 m high costs about AUD 168000.-. The prices are turned around; Explosive Trace Detection (ETD) systems are available at cost of AUD 24000.- which is the cheaper end of it.

The actual cost will be more as Paul mentioned because you will have to count the cost of the operator.

These people working at X-rays at the airports can only work at the screens for 20 minutes at the time as per government rules. One needs three operators. Mr Fielder alluded as well on the so called Threat image projection (TIP) that are used on the passenger side and also on the cargo side where he had challenged producers and they were not able to reply, he felt this was an issue.

A delegate from Bangladesh informed that his country being under the red category has now introduced EDS at the airports which is now mandatory. Otherwise to have a secondary screening under EDD. (Explosive Detection by Dogs).

see also [UK lifts Bangladesh air cargo ban – aircargo news](#)

Mr. Golland added that a huge amount of costs is involved and the forwarder has to pay until he is paid by the customer. As well the cost of the space that is lost in the warehouse. In Australia they expect the costs to be quite high and they believe the uptake of companies that actually use X-ray machines will probably be just the Multinationals. For the SME's it will probably be not cost effective. Singapore Government had paid the X-ray machines, he mentioned.

Mr. Tanna queried: It would be interesting to know which countries have hundred percent X-ray requirement. Would Malaysia have it?

The Chair requested all the member countries to help and advice where there is hundred percent X-ray mandatory.

Mr. Fielder Most countries screen. The requirement now is for physical screening. Australia was screening in "vertical commas" for many years but was not physically screening. England, the US, most of the EU physically screens. Malaysia he doubted was hundred percent physically screening. All Cargo goes through a metal detector or an X-ray or depending to the rules of a country undergoes ETD.

Mr. Golland: stated that interestingly New Zealand has not to do this.

#### ➤ Vocational Training in the region

Mr. Thomas Sim informed that last Sunday the 23 September the ABVT WG for Validation and Re-Validation convened its 44<sup>th</sup> session. They successfully revalidated eight countries. Of the eight four were of RAP.

- Indonesia for the Diploma in Freight Forwarding
  - Malaysia for the Diploma in Freight Forwarding
  - Singapore for the Diploma in Integrated Logistics Management and Diploma in International Freight Management
  - Kazakhstan for the Diploma in Freight Forwarding and Higher Diploma in Supply Chain Management
- Delegates applauded.

Mr. Sim informed that on the same morning they had announced the Regional Winners of Young International Freight Forwarders of the Year's Award. From the RAP we have as winner Mrs. Sarah Kate Skrypec, Australia.

The Global Winners announcement was scheduled for the FWC's Gala Dinner.

➤ **Information Technologies**

Mr. Paul Khoa, informed that Vietnam Logistics Business Association (VLA) has initiated e-DO (E-Delivery Order) and a pilot application is being done and furthermore that VLA is participating to the FIATA E-FBL project's pilot program.

**5. PANEL DISCUSSION**

The Chair announced the Panel Session and introduced the Moderator and handed over to:

**Mr. Krishnan Chelliah,**

FIATA Vice President -Executive Director at Transairmarine Freight Service Sdn Bhd., Malaysia – President Penang Freight Forwarders Association

Mr. Chelliah introduced the Panel topic that was linked to the FWC main theme "The future starts here" and to the RAP Meetings topic:

**"The future depends on what you do today"- Mahatma Gandhi**

He introduced the first speaker with a presentation titled:

**Logistic: Enabling a globalised future in a connected world**

**Mr. Bharat Joshi**

Mr. Bharat R. Joshi's career has spanned the roles of entrepreneur, author, social worker and mentor. He is CEO of J-Curve Ventures Pvt. Ltd. J-Curve focuses on a range of verticals through 3 i's – Insight+, Investment and Implementation. He serves on boards of ACTL (Associated Container Terminal Ltd- and JKTl (Joshi Konoike Transport and Infrastructure)- The companies have interests in logistics, technology and infrastructure. He is the author of the book: Navigating India – 18 Trillion \$ opportunity and as Mr. Chelliah informed; as he was told, soon it will be published in a Japanese Translation.

Mr. Bharat Joshi provided his thoughts on:

- How the International Supply Chain and logistics enables world trade?
- What are the challenges to the Logistics Industry?
- The planning for the future.
- He suggested some major developments to be watched.

Mr. Joshi's presentation is available under Annex II

The Moderator introduced the next speaker and panellist who presented about:

**The logistical issues of moving freight within Australia**

**Mr. Paul Golland,**

Mr. Paul Golland is the General Manager of Brownways Logistics, a Sydney-based company specialising in the wholesale business with other Freight Forwarders. His career started with Thomas Meadows and then moving on the MSAS. He is the current chairman of Australian Federation International Forwarders (AFIF), having been on their board for 20 years. He is also on the extended board of FIATA, last year he took over as the chair of the Advisory Body International Affairs (ABIA).

His presentation outlined the issues, of distance, time, lack of road and rail system has on moving cargo around and from city to city within Australia by providing deep insight of Australia's infrastructure while he compared with the US.



He showed the delegates impressive facts, the actual challenges and those ahead for the next 15 years that go along with Australia's supply chain program. However, Mr. Golland feels that this time frame is not enough. How will these be met and faced by the Government and by the Australian Forwarders and Logistics Industry? He predicted that all traffic lanes will be subject to congestion but new technologies to assist but industry has to embrace.

Mr. Golland's presentation is available under Annex III

The Moderator then initiated the Panel session and queried Mr. Joshi as follows:

- What are the top threats to international supply chains and logistics as we know today?
- What must be done to address these concerns?
- If there is a silver lining, what is it?

Mr. Joshi replied that he sees trade wars and protectionism as the biggest threat which happens at some governmental level. These measures have the ability to frustrate existing supply chains and the willingness of buyers and sellers to be doing their business. Lastly he mentioned technology that can be an enabler but also a disruptor. Cyber Security is becoming a huge concern. In India there is a massive debate about data security and protection.

As silver lining he saw emerging new clusters and new frameworks which may be resilient against the larger obstacles that are occupying our minds. The really big boys might not seem to be at eye to eye level. However, most of the economies are trying to find ways to cooperate. Some of these structures will happen economically, politically some both. He felt that this might be the silver line.

Mr. Tanna the AFI Chair, who participated as well to the session stated: "Things were moving quickly disruption is the only constraint. There will be huge changes in our industry, drone deliveries, unmanned (AI) ULD build up. 3 D-printing and more."

The Moderator quoted out of Mr. Joshi's book a Sanskrit proverb:  
"Who are destitute of sight? Those who cannot perceive a future world."  
He asked: What optimism and hope can this cause us to believe in?

Mr. Joshi there are two or three reasonable factors that allow us optimism.  
Technology has the ability to allow us to leapfrog a stage in developing. So through technology we may be able to leapfrog to an efficient, clean, green and low cost supply chain.

Australia has one advantage, the one of a late adapter. Now, without repeating the mistakes that other countries might have made Australia has a unique opportunity to map and develop your infrastructure. Policy, Technology Demographics they are all in this part of the world positive and that gives us reason for hope.

A variety of questions were asked and dealt with.

David Fielder queried and gave his thought on about how restricted is the future by us not encouraging the younger people. He gave examples of young successful entrepreneurs at their time. i.e. Steve Jobs. He mentioned that yet we have senior people in governments, in business and in FIATA. How restricted can it be if you don't give up and let the younger people come through?

Mr. Golland does not think that this was the case and gave the example of the YIFFY award winner of Australia. He felt that there are a lot of young people coming forward within this and other industries. It is our responsibly to give them our experience and to use their ideas.

Mr. Tanna gave the example of his family owned business where his kids are already involved.

David Fielder agreed that FIATA is encouraging young people but he meant governments.

Mr. Tej Contractor, India explained that this subject was the name of the game for the last few years. We had about in 2013 started the Young Logistics Program. Involving the youth is very important although the decisions are made from the top. One can see a lot of changes from the

bottom-up. One can see start-ups which are technology oriented. How you are engaging the youth is key.

Whether it is government or association or business. Within India there was a lot of change during the last years. Just to keep up with that change has been a challenge. Not only for the government but for trade as well. It's not about how old or lean an organization is it's about the will and the motivation to change.

An Australian representative informed about the successful efforts in deployment courses on forwarding and customs brokerage. They were engaging the younger people in Australia. That's the future not only of their association but for the entire industry. He confirmed, yes we have to do this. It's a course they want to continue and he was proud about the CBFCA of what they were doing and about having the second YIFFY winner in five years.

The Moderator thanked to the speakers and to the delegates for their participation and handed back to the Chairman.

## 6. Other business

The Chairman announced the

### RAP Young International Freight Forwarder of the Year Award (YIFFY) Finalist 2018

#### ➤ Miss Sarah Kate Skrypec, Australia

Miss Skrypec was invited to present briefly about her dissertation that was titled "Antarctic Water and White Rhinoceros". She also explained the requirements for a submission for participation of the YIFFY award and explained about the contents of her work submitted.

#### Introduction

Being in the freight forwarding industry, I quickly learn how to adapt to each scenario thrown at me. This industry is forever growing and expanding to make room for the developing human race and continues to prove to be not only a complex experience but also an exciting eye-opener for everyone involved.

My dissertation is broken into two parts:

#### Part One

Part one describes how I arranged the movement for six thousand litres of ice water which was sourced from an iceberg in the Antarctic for the manufacture of high quality alcohol. This ice water was extracted by a charter business that arranges expeditions to the Antarctic from Chile. The iceberg water was brought to Chile where it was then transported to Australia.

#### Part Two

Part two describes how I arranged the movement of a fully-grown male white rhinoceros by the name of Nsizwa, from Werribee Open Range Zoo, here in the State of Victoria to Auckland Zoo in New Zealand. With almost a decade of experience in the industry her aim by participating was to display her hard work and determination in this rapidly growing environment.

Both shipments were complicated and fascinating in their own way and each brought more challenges than any other shipments I have encountered in my career. Each had their own varied time constraints, restrictions and conditions which proved to be both exciting and educational.

The dissertation is available under Annex IV and the winning dissertation will be placed on the [FIATA Website](#).

The Chair thanked Ms. Skrypec and wished a successful continuation of her promising career.

### Planning 2019 –RAP Field Meeting in conjunction with UNESCAP

The Chairman informed about the traditional methodology of having every alternate year to have the RAP Field Meeting in Bangkok, Thailand. Because UN ESCAP has their Headquarters in Bangkok. Next year's 13<sup>th</sup> RAP Field Meeting dates were not determined yet but it will be probably in June 2019.

#### 7. Date and Place of next RAP meeting

The Chairman informed that as a part of the Headquarters Meetings (28 March – 30 March 2019)

the next RAP Meeting will be held on

Date: 28 March 2019 – 09.00 – 10.45 hours

Venue: Hotel Crowne Plaza  
Badenerstrasse 420  
8040 Zurich, Switzerland

#### 8. Closing

The Chairman informed about Unicorn's in Indonesia. During the last two years they have already four of them. One of them is even worth 6 Billion USD. This young generation overpasses all the other business within the short term they perform. One of the start-ups that was to become soon Unicorn has a plan to move all their goods all over Indonesia by drones. He urged: "Our industry cannot stay and rest by doing the conventional way, otherwise we will be definitively left behind. The future and the young generation must be given the room to develop in a very positive way. Like this the logistics will be always ahead and be the important to support the trading business. "

He got, when reviewing the RAP Meeting, all delegates' agreement that we had a lot of very interesting contents and he thanked Panellists and Members for sharing their thoughts. The Chair thanked the host from India for preparing a good meeting and a good Congress and closed formally the meeting.

### (三) 法律事務顧問團 (ABLM) 會議資料

#### 1、開會通知

## FIATA

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#### ADVISORY BODY LEGAL MATTERS

Doc. ABLM/224  
2018-09-04

To: Members of the Advisory Body Legal Matters

cc: Members of the Extended Board  
Honorary members of the Board  
Association Members

From: Angela Song, Secretary of the body  
on behalf of the Chairman, Mr Richard Gluck

Subject: Meeting of the Advisory Body Legal Matters  
New Delhi, India, 27 September 2018

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### Call of Meeting

The Chairman of the Advisory Body Legal Matters invites you to the meeting

on **Thursday, 27 September 2018**  
09:00 – 10:00 hours

at the Hotel Pullman, New Delhi Aerocity  
Peacock Ballroom  
Asset No 02, GMR Hospitality District  
110037, New Delhi - India  
Tel.: +91 11 4608 0808  
E-mail: [h7559-re@accor.com](mailto:h7559-re@accor.com)

#### **Please take good note of the following competition compliance statement:**

"FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. It is mandatory that you familiarize yourself with FIATA's written antitrust policy which the secretariat has made available to all participants."

Please note the attached Agenda.

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## Agenda

1. Opening of the meeting by the chairman Mr Richard Gluck;  
Competition compliance statement
2. Approval of minutes of the meeting in Zurich on 15 March 2018 (Doc. ABLM/222, see Attachment)
3. Panel discussion: **Fight against Trade Fraud**  
Moderator: Mr Richard Gluck, ABLM Chairman  
Panel speakers:
  - Mr Pottengal Mukundan, Director, ICC Commercial Crime Services
  - Mr Badri Narayanan, Partner, Lakshmikumaran & Sridharan
  - Mr Mike Brown, Executive Vice President, Avalon Risk Management (TBC)
4. Regional and any other reports
5. Any other business
6. Date and time of next meeting:  
11:15 – 12:30, 28<sup>th</sup> March 2018  
Zurich, Switzerland

## 2、會議紀錄

# FIATA

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### Attachment:

### ADVISORY BODY LEGAL MATTERS

Doc. ABLM/222  
2018.05.23

To: Members of the Advisory Body Legal Matters

cc: Members of the Extended Board  
Honorary members of the Board  
Association Members

From: Angela Song, Secretary of the body  
on behalf of the Chairman, Mr Richard Gluck

Subject: Meeting of the Advisory Body Legal Matters  
Zurich, Switzerland, 15 March 2018

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### Minutes

The Agenda reflects Doc ABLM/221.

1. Opening of the meeting by the chairman Mr Richard Gluck;  
Competition Compliance Statement

ABLM Chairman Mr Richard Gluck opened the meeting at 11:20 hours and welcomed the delegates.

Mr Gluck drew attention of all delegates on the following Competition Compliance Statement, which was also shown on the screen, and welcomed enquiries that delegates might have on FIATA antitrust policy.

*"FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. It is mandatory that you familiarize yourself with FIATA's written antitrust policy which the secretariat has made available to all participants."*

2. Approval of minutes of the meeting in Kuala Lumpur on 5 October 2017 (Doc. ABLM/220, see Attachment)

No objection or amendment was raised, the minutes of the previous meeting was therefore unanimously approved.

3. Experience of World Customs Organization on anti-corruption and best practice for freight forwarders<sup>1</sup>  
- Ms Brenda Mundia, Deputy Director of Capacity Building Directorate, World Customs Organization

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<sup>1</sup> The Presentation of Ms Mundia is available at <https://fiata.com/media/documents-for-download.html>

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Mr **Gluck** briefly introduced the background of inviting Ms **Mundia** for a presentation. In the ABLM Session of October 2016, participants showed great interest in anti-corruption and WCO Secretary General Mr **Kunio Mikuriya** offered to further assist FIATA with best practices on this aspect. As a follow-up of such initiative, ABLM decided to invite WCO Capacity Building Directorate to share their experience and give more guidance to national associations and freight forwarders.

Ms **Brenda Mundia** introduced that it was one of WCO's top priorities to promote integrity and fight against corruption among its members. The adverse impacts of corruption are self-evident; corruption is estimated to cost WCO members more than USD 2 billion in customs revenue and severely distorts fair trade. There are optimistic developments on global joint efforts against corruption, for instance, the reforms in customs administration mentioned in WTO Trade Facilitation Agreements are estimated to reduce trade costs by 0.5% to 1.1%.

Approaches of WCO include standard setting through development of tools and instruments, such as Revised Arusha Declaration with 10 key enablers that make an effective national customs integrity program, one of which is open, transparent and productive relationship with private sectors. Ms **Mundia** announced the launching of WCO Academy [academy.wcoomd.org](http://academy.wcoomd.org) on 1<sup>st</sup> May 2018, which is the customs e-learning solution for private sectors such as freight forwarders.

In regards of encouraged best practices for freight forwarders in fighting against corruption, Ms **Mundia** pointed out that facilitation payment is indeed the norm to secure faster clearance in some countries, which is clearly a two-dimensional problem that requires joint solutions between customs authorities, freight forwarders, shippers and other relevant parties. WCO and FIATA signed two MOUs in 1987 and 1998 for joint efforts on combatting customs fraud, smuggling, counterfeiting and piracy. Anti-corruption can be a good direction for further cooperation.

Ms **Mundia** advised forwarders to promote actively their national governments to adopt the trade facilitation measures in WTO TFA, such as advance ruling and Authorized Economic Operators program. It is also advised that forwarders maximize use of digital solutions in customs transactions, avoid cash transactions at the border and establish compliance regimes, such as HR policies and "know your client" program. If there is ambiguity in national customs legal framework that give raise to corruption, forwarders should work with national authorities to address such problem. Ms **Mundia** also advised national associations to set up some sanction measures to members who convict corruption by a competent court of law.

WCO has formulated two guidelines that can be used by freight forwarders, Integrity Development Guide and Guide to Corruption Risk Mapping. The former works as a reference for conducting integrity self-assessment activities, the latter gives methods and examples of risk mapping. Ms **Mundia** pointed out that corruption is hard to be eliminated totally as that it was more of a moral problem than a legal one, but joint efforts among customs and freight forwarders could effectively mitigate the risks. She wished that FIATA and WCO could work together on the fight against corruption.

Mr **Gluck** thanked Ms **Mundia** for the informative presentation and opened the floor for questions. Mr **Alvin Chua** of Malaysia asked about the "Know Your Client" program, he mentioned that the Malaysian customs requested all forwarders and customs agents to conduct due diligence on clients, otherwise their licenses would be suspended. As the due diligence is especially difficult in export DDP shipments, which are mainly agent-to-agent, Mr **Chua** asked how to address this problem to the customs. Mr **Krishnan Chelliah** of Malaysia asked whether WCO have measures to make sure that that the measures mentioned in the presentation are followed by its member customs.

Ms **Mundia** answered the question of Mr **Chua** that under most legal regimes, clients and forwarders hold joint liability to the shipment, which was also applicable to agent-to-agent business, and this required the second agent to know the client served. She further explained that the measures formulated by WCO were non-binding on members; WCO set up such standards and assisted members to adopt the standards to the best efforts.

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Mr Shmuel Grossman of Israel commented that money laundering was not mentioned in the presentation, but many measures for anti-corruption also applied to fight against money laundering. Mr Stephen Adjokatcher of Ghana mentioned that sometimes the customs would require the clients to add extra value to the real value of imported cargo and postpone the clearance and asked what WCO can do to stop such practice.

Ms Mundia answered that money laundering in its essence is organized crime, which was a main subject discussed in the WCO 2018 Capacity Building Week. "Know Your Clients" program would help forwarders to know whether their clients are conducting illegitimate trade. WCO has provided an action plan to G20 on assisting customs authorities to detect trade flaws and work with other authorities to prosecute such crimes. For the question of Mr Adjokatcher, it is related to valuation and lifting values. WCO supports the implementation of WTO GATT Article VII Customs Valuation<sup>2</sup>, which is binding on WTO members. FTA also encourages governments to have administrative dispute system in place with open records to courts especially when appeals cannot be addressed. These measures are in place to make sure that customs implement the laws fairly and effectively; if not implemented in practice, the affected forwarders and clients can firstly raise administrative appeal, then to local or national court, and eventually to WTO trade dispute settlement solutions.

Mr Paul Golland of Australia asked if it was a norm in the world that the forwarders, instead of their clients, had first-step responsibility to the government on mis-declaration. Mr George William Lusaabya Kidima of Kenya said that sometimes the importers were required to pay facilitation fee to customs officers and they wasted a lot of time waiting for the clearance to be properly handled by customs. He asked what WCO would go against these officers.

Ms Mundia clarified that forwarders shared the responsibilities of customers on mis-declaration and had the obligation not to support illegitimate trade. For the problem raised by Mr Kidima, it is a problem that should be solved by national administrations, which is why one key factor in Revised Arusha Declaration is leadership against corruption. Three pillars for the best practices are people that know well their job, system that mitigates corruption risks and stakeholder engagement to jointly address the problem.

#### 4. Learn about Blockchain from a legal point of view

- Professor Manuel Alba Fernandez, Universidad Carlos III de Madrid

Mr Gluck announced that this item was cancelled as Professor Manuel Alba was not able to attend the session, and instead he would write a paper on legal matters of blockchain to support the digitalization project of ABIT.

#### 5. Update of cargo damage claims by Risk Management Committee

- Mr Michael Yarwood, UK and Mr Michael Brown, USA

Mr Yarwood took over the floor and introduced that cargo theft, cybercrime, e-commerce and cargo integrity were the main problems insurers saw currently in the freight forwarding industry. Mr Brown observed that recent IT incidents of Maersk and FedEx had cost them substantial amount of money. The affected companies are usually not direct targets of cyber-attacks, but in case an attack happens, the company needs to spend a lot of time and money on compensating for the consequences. Mr Yarwood further introduced that the Maersk incident was ransomware attack that denied service unless ransom was paid. Maersk spent over USD 300 million on informing clients of such attacks and replacing computers and servers, and their global operation was severely affected. Implications to freight forwarders in this case is to take serious consideration of cybercrime into their risk assessment.

<sup>2</sup> [https://www.wto.org/english/docs\\_e/legal\\_e/20-val.pdf](https://www.wto.org/english/docs_e/legal_e/20-val.pdf)



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Mr Gluck asked how risk assessment should be done. Mr Brown explained that a lot of tools can be used for internal assessment and forwarders should consider a business contingency plan for cyber-attacks in such a digital world. In additions, cyber risk insurance is also able to help the company to recover once accidents happen.

One delegate asked that as more business move to cloud database, would cyber risks be mitigated in this way. Mr Brown answered that in a sense the risks were mitigated as the cloud hosting companies would pay more attention to the data security, however, aggregation risk also appear if the cloud itself becomes the target for attack.

Mr Yarwood added that practical measures also included establishing policies on password management, control of using person devices for business purposes, etc. One major problem insurers observed in the past six months was mandate flaw of payment diversion, where counterfeit email address tried to change bank account before a big amount of transfer was due. He further reminded participants to update their software in time to make sure that they were best equipped against attacks.

Mr Gluck observed that some delegates and members might be interested to obtain best practices on these aspects. Mr Yarwood and Mr Brown offered to help develop an information paper for members.

Mr Golland asked what legal responsibilities third party database providers had on forwarders if an incident similar to Maersk happened. Mr Brown answered that this depended on the service contract, which normally had a limitation on liability. He also used an example to show that emails today could be easily monitored and falsified.

## 6. Revision of FIATA Model Rules for Freight Forwarding Services

The floor was given to ABLM Deputy Chairman Dr Yuntao Yang, who commented that Model Rules along with eight FIATA documents were one of the greatest achievements of FIATA since its foundation in 1926. FIATA Model Rules might require revisions now that forwarders have transformed from traditional forwarding companies to logistics providers and business model have changed. Many Association Members have established their own Standard Trading Conditions based on the FIATA Model Rules, FIATA would like to provide the platform for members to share their STCs to see how Model Rules could be updated. Mr Gluck added that Model Rules should work as a general guidance instead of including regulations only specific to certain countries. ABLM will work on this project in the forthcoming months.

## 7. Regional and any other reports

Due to lack of time, Mr Gluck introduced a new ABLM co-opted member Ms Nguyen Thi Hong Ngan of Vietnam to the participants and announced that her written report would be published on line<sup>3</sup>.

## 8. Any other business

Mr Gluck mentioned that ABLM has been quite actively involved in the IFACP, which would be reported in the AFI session. No other item was discussed under this agenda.

## 9. Date and time of next meeting:

Mr Gluck announced the next ABLM meeting would be held at 09:00-10:00 on 27<sup>th</sup> September 2018 in New Delhi. He thanked the audience and closed the meeting at 12:35.

<sup>3</sup> <https://fiata.com/media/documents-for-download.html>

## 國際事務顧問團（ABIA）會議資料

### 1、開會通知

## FIATA

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### ADVISORY BODY INTERNATIONAL AFFAIRS (ABIA)

Doc. ABIA/030  
**19 August 2018**

To: Members of ABIA  
cc: Members of the Extended Board; Presidency, Association Members  
From: Bassil Eid, Manager ABIA, on behalf of Mr Paul Golland, Chairman of the ABIA  
Subject: Call of Meeting for the ABIA Meeting  
2018 FIATA World Congress, New Delhi, India, Thursday, 27<sup>th</sup> September, 10:30 – 11:30

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### Call of Meeting

The Chairman of the ABIA, Mr Paul Golland invites you to attend the Advisory Body International Affairs Meeting on:

Thursday, 27<sup>th</sup> September  
from 10:30 to 11:30

**Venue Location:** Hotel Pullman New Delhi Aerocity

**Room:** Peacock Ballroom

**Website:** [Pullman New Delhi](#)

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## Agenda

1. Opening of the meeting and welcome by the Chairman, Paul Golland
2. Approval of the minutes of the last meeting held in Zurich at the 2018 FIATA HQ Session 16<sup>th</sup> March (Doc. ABIA 29/ 14/04/2018 ) See Annex 1
3. Panel Discussion
  - a. **Ms. Ragini Yechury - WiLAT Chair, CILT India** *Topic: The importance of incorporating diversity in our industry*
  - b. **Mr. Jan Hoffman - Chief, Trade Logistics Branch, UNCTAD** *Topic: The impact of recent protectionists movement on free trade agreements*
  - c. **Mr. Sebastian Saez – Lead Economist, World Bank** *Topic: Examining the Broder Picture of Trade and not taking reactive measure to short term decisions*

Moderator: Paul Golland
4. Any other business
5. Closing of the meeting and outlook on the next meeting during the 2019 FIATA HQ Session in Zurich, Switzerland, March 2018

[\(Annex 1, Minutes without Attachments\)](#)**ADVISORY BODY INTERNATIONAL AFFAIRS (ABIA)**Doc. ABIA/029  
19/08/2018

To: ABIA Delegates

cc: Presidency, Members of the Extended Board, Association Members

From: Bassil Eid, on behalf of Mr Paul Golland, Chairman of ABIA

Subject: **Minutes of the Advisory Body International Affairs**  
On 16<sup>th</sup> March, FIATA HQ Session, Zurich, Switzerland 15:45 – 17:00 hrs

Documents:

- Participation List **Annex I**

- 2018 FIATA HQ Session ABIA Presentations **Annex II**

- Logistics Infrastructure Survey Results **Annex III**

Agenda as per Doc. ABIA 028 Call of Meeting 2018-02-22

**Minutes****1. Opening of the meeting and welcome by the Chairman, Mr. Paul Golland**

The Chairman Mr. Paul Golland welcomed participants of the ABIA meeting. He then went on to read out the following anti-trust statement:

Statement from FIATA regarding Correct Behaviour under Anti-Trust Law

*"FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. Please familiarize yourself with FIATA's written antitrust policy which the secretariat has made available to all participants."*

**2. Approval of the minutes of the last meeting held in Kuala Lumpur at the 2017 FIATA World Congress on 6th October 2017 (Doc. ABIA 027/2017-11-04) See Annex 1**

Mr. Golland asked for approval of the minutes of the meeting held in Kuala Lumpur. The minutes were unanimously approved without any objections.

**3. Guest Speaker – Mohammed Saeed, ITC Senior Policy Advisor**

Mr. Golland informed delegates of a change on the agenda. Mr. Bernard Kuiten from WTO could not participate and Mr. Mohammed Saeed would deliver a presentation. He invited Mr. Saeed from the International Trade Center (ITC), a subset of the World Trade Organization (WTO), to discuss recent developments occurring in the United States and its potential ramifications on world trade.

Mr. Saeed instilled confidence into FIATA members reassuring that recent tariffs imposed by the U.S would unlikely result prolonged and sustained protectionists' efforts, as the world had tasted the many benefits that international trade has to offer. The ITC alongside the international

community stood ready to help mediate diplomatic trade discussions with bilateral states to help minimize any further threats of a trade war.

History had displayed that those countries engaged in individualized actions in relation to trade without utilizing the WTO or an international body framework of discussion and mediation had resulted in repeals of such legislation.

He closed by stressing that a collaborative approach is always the best approach and including partner states in discussion prior to action results in better trading conditions and opportunities for local economic growth.

#### **4. Update on WTO Ministerial Conference – Participation by Jorge Heinnerman, ALACAT President**

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Mr. Jorgen Heinnerman, ALACAT President delivered a short update of his participation in the 2018 WTO Ministerial Session in Buenos Argentina from 10-13 December 2017. The session focused greatly on ecommerce inviting speakers from Amazon and Mercadolibre to counter views from public sector officials from Latin American States.

Argentina will release procedures and will attempt to align their practices and processes with other states. Multiple speakers stressed that new policy needs to be introduced for import clearances in Latin America otherwise packages will be sent to bonded warehouses for indefinite periods.

*A copy of Mr. Heinnerman's PowerPoint slides and mission statement details can be found in ANNEX II of the Minutes.*

#### **5. Participation in COMESA Digital Free Trade Area – Teodros Abraham**

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Mr. Teodros Abraham, RAME Member, followed the presentation from Argentina by delivering an update on his recent participation in Seychelles during the COMESA Digital Free Trade Area held in January 18<sup>th</sup>, 2018.

He elaborated on the project's goal, to provide a marketplace for seller and buyers to transact goods and for logistics providers such as forwarders and other key stakeholders like payment vendors to facilitate the transport and transaction.

He highlighted the important role that forwarders would play in fulfilling transport from SME vendors listing on such a platform. He highlighted FIATA's potential contributions to the project and informed delegates that FIATA was invited to contribute at the individual state level.

He therefore called on Association Members in the COMESA countries to be ready to engage in bilateral discussions with their governments. FIATA would continue to participate in upcoming meetings and keep the membership updated on the status of the project.

*A copy of Mr. Abraham's PowerPoint slides and mission statement details can be found in ANNEX II of the Minutes.*

#### **6. Working Group Sustainable Logistics Update – Heiner Rogge**

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Mr. Heiner Rogge, Chair of Working Sustainable Logistics, followed up Mr. Abraham's presentation by emphasizing the need for FIATA to enter more into the green logistics space. He advised that the working group had recently published a web page on the FIATA website, the first of any FIATA working group, and further environmental topics related to transport would be posted.

He also confirmed that FIATA gained accreditation status with the United National Environmental Program and are also in the final stages of securing accreditation with the United Nations Framework Convention on Climate Change (UNFCCC), the international body in charge of implementing the Paris Climate Agreement. He stressed the need to raise awareness on green

logistics as forwarders were typically not asset owners but still bore the responsibility for emissions output.

*A copy of Mr. Rogge's slides can be found in ANNEX II of the Minutes.*

#### **7. Logistics Infrastructure Survey**

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Chairman Mr. Golland spoke about the need for collecting data from our membership that would enable us to have an informed and meaningful discussion with the multilateral organizations. He presented the results of a survey that was circulated to members, highlighting our industry's growth but also the areas reported to be restricting trade.

Some of the key trade barriers reported included lack of infrastructure and stringent regulation. The survey also emphasized the importance for members to remain in contact and engage with their local Associations reporting issues and working with them to help identify the core barriers of trade.

The chair encouraged greater participation from FIATA members in future surveys and asked delegates to contact the secretariat at [eid@fiata.com](mailto:eid@fiata.com) to advise what issues they would like covered in future survey questions.

*The survey results can be found in ANNEX III of the Minutes.*

#### **8. Update UN Sustainable Development Goals – Role of Logistics Connectivity**

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Mr. Golland then requested Mr. Bassil Eid to provide an update of FIATA's work on the Sustainable Development Goals and how engaging with private sector bodies like the Global Partnership on Sustainable Transport (GPST) and WTO had helped FIATA to have more meaningful and impactful contributions with the United Nations.

Mr. Eid advised members that upcoming meetings in Geneva in June would present opportunities for private sector to engage with the WTO in direct dialogues, a rare event as the WTO had not previously been open to private sector intervention.

In addition, FIATA would be participating in the UN Sustainable Development Goals (SDG) Business Forum, which presented an opportunity to convey input to UN member states of the importance of trade in achieving their 2030 Agenda. Closing his presentation, he advised that IRU had closed its office in New York and would now be managing the GPST from their Geneva office under the sustainability branch.

*A copy of Mr. Eid's slides can be found in ANNEX II of the Minutes.*

#### **9. Any Other Business**

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Mr. Golland announced that ABIA had produced a Rules of Procedure document, the first advisory body to do so, which would be adopted at the upcoming General Assembly in September 2018 at the World Congress.

#### **10. Closing of the meeting**

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The Chairman thanked the delegates for their active participation and cordially invited them to the next ABIA meeting to take place at the 2018 FIATA World Congress in New Delhi, India in September. The agenda of the meeting would follow in due course.

The Chairman Mr. Golland closed the meeting at 17:00 hrs.

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## 2、會議紀錄

# FIATA

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## ADVISORY BODY INTERNATIONAL AFFAIRS (ABIA)

Doc. ABIA/031  
25/11/2018

To: ABIA Delegates  
cc: Presidency, Members of the Extended Board, Association Members  
From: Bassil Eid, on behalf of Mr Paul Golland, Chairman of ABIA  
Subject: Minutes of the Advisory Body International Affairs  
On 27<sup>th</sup> September, FIATA World Congress, New Delhi, India 10:30 – 11:30 hrs

### Documents:

- Participation List  
- 2018 FIATA World Congress ABIA Presentations

Annex I  
Annex II

Agenda as per Doc. ABIA 030 Call of Meeting 2018-08-22

## Minutes

### 1. Opening of the meeting and welcome by the Chairman, Mr. Paul Golland

The Chairman Mr. Paul Golland welcomed participants of the ABIA meeting. He then went on to read out the following anti-trust statement:

Statement from FIATA regarding Correct Behaviour under Anti-Trust Law

*"FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. Please familiarize yourself with FIATA's written antitrust policy which the secretariat has made available to all participants."*

### 2. Approval of the minutes of the last meeting held in Zurich at the 2018 FIATA HQ Session 16th March (Doc. ABIA 29/ 14/04/2018)

Mr. Golland asked for approval of the minutes of the meeting held in Zurich. The minutes were unanimously approved without any objections.

#### 3a. Panel Discussion - Ms. Ragini Yechury - WiLAT Chair, CILT India

*Topic: The importance of incorporating diversity in our industry*

Ms. Ragini Yechury - WiLAT Chair, CILT India delivered insightful views on the impact of diversity in the workplace. Ms. Yechury highlighted the status of women in the Indian Society has undergone a sea of change in the past few decades from a mere homemaker to a dynamic multitasking individual.

Relating to our industry, she advised that India was the country with the greatest number of female pilots. Globally just over 5% of pilots are females, whereas in India, the figure is close to 13% and Air India had an all women crew fly its record breaking round the world route: Delhi – San Francisco – Delhi on International Women's Day.

After highlighting various advancements of women, she hoped that governments and private sector would recognize the benefits of a diverse workforce not just one focusing on women development but also racial and religion diversity as it cultivates varying ideas and allows for more opportunities of growth into new markets.

She concluded by highlighting that gender equality has made great strides but still have a long way to go. She called on all parties, private and public sectors, to continue to progress the cause forward.

### 3b. Panel Discussion - Mr. Jan Hoffman - Chief, Trade Logistics Branch, UNCTAD

#### Topic: The impact of recent protectionists movement on free trade agreements

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Mr. Jan Hoffman - Chief, Trade Logistics Branch, UNCTAD shifted focus to discuss protectionism, trade, and logistics in today's constantly changing landscape. He highlighted trade growth quoting UNCTAD Secretary General Dr. Mukhisa Kituyi "Tariff reductions, together with technological advances, drove the extraordinary expansion of global trade that we have witnessed just in our lifetimes.

In 1960, trade as share of world GDP stood at 24%; today it is nearly 60%." He then examined the recent protectionist movements by the U.S Government Administration emphasizing that a global trade war might jeopardize the multilateral trading system itself. Once again referring to UNCTAD's SG which stated that "The Trump administration's introduction of sweeping import tariffs on steel and aluminium raises the real possibility of a global trade war. The effects would be felt everywhere, but especially in the world's poorest countries, and everything from the current global recovery to the Sustainable Development Goals could now be in jeopardy."

This enhanced the role of trade bodies such UNCTAD, WTO and others that acts a mediating body to settle such trade disputes. He emphasized the international community's work on trade facilitation becoming ever more important in the wake of tariffs as an alternative tool to combat protectionist efforts.

### 3c. Panel Discussion - Mr. Mohammad Saeed – Senior Trade Facilitation Adviser

#### Topic: Examining the Broder Picture of Trade and not taking reactive measure to short term decisions

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To complement Mr. Hoffmann's presentation, ABIA Chair introduce Mr. Mohammad Saeed – Senior Trade Facilitation Adviser at the International Trade Centre (ITC), a subset of the World Trade Organization (WTO).

Mr. Saeed discussed recent developments occurring in the United States and its potential ramifications on world trade. Mr. Saeed instilled confidence into FIATA members reassuring that recent tariffs imposed by the U.S would unlikely result in prolonged and sustained protectionists' efforts, as the world had tasted the many benefits that international trade has to offer.

The ITC alongside the international community stood ready to help mediate diplomatic trade discussions with bilateral states to help minimize any further threats of a trade war. It was clear to all in the audience that after hearing both speakers there would not be any winners from a trade or tariff war.

All countries would ultimately suffer, and it was upon private sector groups and public sector to work together to find common ground. He believed that trade associations representing private sector organisation had the most influence with regulators aiming to enact protectionist policies as they were impacted and had most to lose and gain.

## 4. Any Other Business

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Mr. Golland advised there were no further business to discuss.



**5. Closing of the meeting**

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The Chairman thanked the delegates for their active participation and cordially invited them to the next ABIA meeting to take place at the 2019 FIATA HQ Session in Zurich, Switzerland in March. The agenda of the meeting would follow in due course.

The Chairman Mr. Golland closed the meeting at 11:30 hrs.

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(四) 職業訓練顧問團 (ABVT) 及 FIATA 物流學院 (FLA) 會議資料

1、開會通知



**FIATA LOGISTICS ACADEMY (FLA)**

Doc. FLA019 & ABVT361  
2018-08-27

**To:** Members of the FIATA Logistics Academy and  
Members of the Advisory Body Information Technology

**cc:** Members of the Extended Board  
Association Members

**From:** Verena Schaer Manager ABVT,  
on behalf of Mr Issa Baluch, FIATA Logistics Academy Chairperson  
and Mr Thomas Sim, ABVT Chairperson

**Subject:** Meeting of the FIATA Logistics Academy on Thursday, 27<sup>th</sup> September 2018  
at the 2018 FIATA World Congress in New Delhi, India.

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**Call of Meeting**

The Chairpersons of the FIATA Logistics Academy and the Advisory Body Vocational Training invite you to the FLA & ABVT meeting on:

**Thursday, 27<sup>th</sup> September 2018**  
from 11.30 to 13.30 hrs

**Venue Location:** Hotel Pullman New Delhi Aerocity  
Asset No 02, GMR Hospitality District,  
New Delhi, Delhi 110037, India  
Phone: +91 11 4608 0808

**Room :** Peacock Ballroom

"FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. Please familiarize yourself with FIATA's written antitrust policy which the secretariat has made available to all participants"

## Agenda

1. Opening of the meeting and welcome by the FLA Chairman, Mr Issa Baluch
  - Competition and Compliance Statement
  - Approval of the FLA Minutes of the meeting held in at the 2018 FIATA Headquarters Session in Zurich, Switzerland (Doc. FLA18 Meeting Minutes)
2. Welcome by the ABVT Chairman, Mr Thomas Sim
  - Approval of the ABVT Minutes of the meeting held in at the 2018 FIATA Headquarters Session in Zurich, Switzerland (Doc. ABVT360 Meeting Minutes)
3. Presentation of the Book "Emergent Africa" authored by Francis Mangeni and Calestous Juma - Mr Issa Baluch
4. Signature of the Agreement on Training with the World Customs Organization
5. ABVT Update and Validation Certificates - Mr Thomas Sim
6. Panel Session moderated by Mr Christian Doepgen
  - Presentation by Mr Francesco Parisi, FIATA Treasurer and Education Rapporteur
  - Presentation by Mr Jean-Claude Delen, FIATA Foundation President
  - Presentation by Mr Dimitrios Politopoulos, Project/Client Relations Coordinator at the World Customs Organization
  - Presentation by Mr Amit Goyal, Country Head India at edX
  - Panel Discussion on "FIATA's Mission in Learning"
7. Closing of the meeting and outlook on the next meeting on March, 2019 (FIATA Headquarters Session in Zurich, Switzerland)

## 2、會議紀錄

# FIATA

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### Joint Session ABVT and FLA

Doc. FLA017 & ABVT362  
2018-11-12

To: **Members of the FIATA Logistics Academy**  
**Members of the Advisory Body Vocational Training**

cc: **Members of the Extended Board**  
**Association Members**

From: **Verena Schaer Manager ABVT,**  
**on behalf of Mr Issa Baluch, FLA and Thomas Sim, Chairperson ABVT**

Subject: **Meeting of FLA and ABVT on Thursday,**  
**27<sup>th</sup> September 2018 at the FIATA World Congress in New, Delhi India**

Annex 1: *Participants List is based on the scans made at the entrance of the meetings.*  
*These listings are overdue and as soon as received at the FIATA Secretariat will annex them.*

Annex 2: **Session's Presentation by ABVT/FLA Manager**

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### Minutes

#### 1. Opening of the meeting and welcome by the Mr Stanley Lim, Congress Committee Chairperson

Mr Stanley Lim opened the session greeting all present delegates. He read out the competition and compliance statement. He announced that regrettably Mr Issa Baluch, Chairperson FLA, could not be present in the session or attend the congress.

#### 2. Approval of the ABVT and the FLA Minutes of the meeting held in at the 2017 FIATA World

Congress in Kuala Lumpur, Malaysia (Doc. FLA016- Minutes published in the FDDS)

The meeting minutes of both the last ABVT and FLA meetings were approved without modifications.

#### 3. Presentation of the Book *Emergent Africa* sponsored by the FFVT

Mr Jean Claude Delen, President of the FFVT mentioned the following:

- Mr Issa Baluch, the FIATA Logistics Academy Chairperson, came to the FIATA Foundation Council with the proposal to co-sponsor a book written by Doctor Francis Mangeni, Director of Trade, Customs and Monetary Affairs, Common Market for Eastern and Southern Africa, and Prof Calestous Juma, Professor of the Practice of International Development and Faculty Chair of the Innovation for Economic Development Executive Program at Harvard Kennedy School. The FFVT approved the sponsorship of the book.

- The book is titled "Emergent Africa" and according to the agreement the FFVT signed with the publisher we will have 125 copies of the book available to distribute among our members, and further print copies available at a 50% discount. The book is also available on a link to free downloading of e-books of the FIATA members.
- Mr Delen encouraged FIATA Members to read the book and learn about the tripartite free trade area, mechanisms of continental consolidation, the transforming economic structures as well as the development of new international trade relations.

#### **4. Signing of the Training Agreement between the FIATA Logistics Academy and the World Customs Organization**

Mr Luc de Blicq, Deputy Director – Procedures and Facilitation Compliance & Facilitation Directorate, was invited to give a speech regarding the agreement on training. The following key points were mentioned:

- The WCO is the global centre of customs expertise that continuously strives to share this expertise to its members through various ways. For several years the WCO has offered e-learning courses developed by WCO subject matter experts. They have 23 courses on technical customs topics and over 350 e-learning courses. Courses are offered via the Customs learning community platform, credentials are delivered to customs officials, national contact points assigned by customs administrations and organizations. Others might access courses upon request to the WCO Secretariat or upon special projects.
- The WCO Secretariat has received a considerable amount of requests to access the e-learning courses by the private sector. As a result, a brand new Customs e-learning portal was developed, the WCO Academy. It is private sector's point of access to the WCO expertise. This initiative benefits small and medium sized companies disseminating knowledge to the private sector around the globe. They now want to join forces with FIATA to add value to the management of supply chain. He looked forward to a fruitful cooperation between the two organizations.

Mr Dimitris Politopoulos, Project/Client Relations Coordinator WCO Academy, was then invited to stage. He mentioned that a few months ago the WCO Academy was created. The purpose of this academy is to strengthen the capacity building and disseminate WCO expertise to current and future international trade professionals from the private sector. The future of the trade community should be part of this process. The audience consists of individuals and legal entities. They engage companies and associations. The courses are available in several languages. He mentioned some of the subjects available: The Harmonized Systems is offered under industry-specific courses, Rules of Origin, Valuation courses, WCO Data Model, among others.

He mentioned that partnership is essential to succeed. And looked forward to working with the FIATA Logistics Academy to develop the training landscape of both organizations.

The agreement was signed by Mr De Blicq representing the WCO and Mr Francesco Parisi representing FIATA in his quality as Presidency Rapporteur for Education.

## 5. Presentation by Mr Thomas Sim, Chairperson ABVT

Mr Sim presented the following statistics:

- A total of 283 Trainer Certifications was issued from 01.01.2011 - 23.09.2018
- 61 programmes in 53 countries validated once, 45 programmes in 41 countries have re-validated in the last 4 years
- In the period 01.01.1996 – 23.09.2018 a total of 14'461 FIATA Diplomas in Freight Forwarding have been issued. This year from 5.03.2018 to 23.09.2018 a total of 743 diplomas have been issued.

He then presented the following validation certificates:

- Singapore Logistics Association: Validation of the FIATA Diploma in Freight Forwarding
- ASOCIACION MEXICANA DE AGENTES DE CARGA, A.C. -AMACARGA-: Validation of the FIATA Diploma in Freight Forwarding
- Lithuanian National Association of Forwarders and Logistics – LINEKA: Validation of the FIATA Diploma in Freight Forwarding
- Association of National Freight Forwarders of the Rep. of Kazakhstan: Validation of the FIATA Diploma in Freight Forwarding and Higher Diploma in SCM
- Foreign Trade Chamber of Bosnia and Herzegovina: Validation of the FIATA Diploma in Freight Forwarding
- Federation of Malaysian Freight Forwarders –FMFF-: Validation of the FIATA Diploma in Freight Forwarding
- Indonesian Logistics and Forwarders Association –ILFA-: Validation of the FIATA Diploma in Freight Forwarding

Mr Sim then passed the floor to Mr Michael Yarwood, Chairperson of the YIFFYA Steering Committee. Mr Yarwood mentioned that last year's winner travelled to Hong Kong for his training week which was a success. He then mentioned that he was working hard to promote the award. There is a dedicated webpage on the award within the TT Club website. The page provides information on the award participation requirements, introduces the judges, the process of competition and offers copies of winning dissertations to act as inspiration. He also constantly keeps in touch with previously winners. They are valuable members of our community. He is also contacting association members to inform about the award process and motivate participation.

## 6. Panel Discussion moderated by Mr Christian Doepgen, Editor in Chief ITJ

**Mr Doepgen** introduced the panel participants: Mr Jean Claude Delen, FFVT President and FIATA Past President; Mr Francesco Parisi, FIATA Past President, and Mr Samir Shah, an experienced freight forwarding professional who recently received the certificate of merit from the WCO, and Mr Thomas Sim, ABVT Chairperson.

**Mr Parisi** mentioned that along his over 40 years of work in freight forwarding he has become more and more aware of the importance of training and education. He has supported very strongly the training and education section at FIATA because he believes it is one of the strongest pillars of FIATA now and in the future. The ABVT has advanced the FIATA Diplomas and this is a tremendous achievement. He expressed his gratitude to the ABVT Members who dedicate their effort and time. A few years ago the FIATA Logistics Academy was established. The proposal now is to upgrade the status of training and education at FIATA into an institute by joining the ABVT and the FLA.

**Mr Delen** commenced by explaining research shows that the existing supply of education and training is not perceived as fully meeting either the present or future needs of logistics practitioners. There is a need to develop new education and training programmes, which should be aimed at meeting the needs of these practitioners. We need programmes that help practitioners hone their skills, gain a broader perspective, and bring bottom-line benefits to small-middle freight forwarding enterprises. He confirmed he will ensure that the foundation adapts to changing environments, responds to the needs of our members in developing countries, and takes advantage of new opportunities for training initiatives well remaining faithful to the original vision and mission. He added that the FFVT will explore new areas of development like digital learning. Soon the first online train-the-trainer course will be launched. It will provide our association members real and expert insight into teaching fundamentals, trade facilitation, insurance, sea transport, shipping services, logistics and supply chain management, information and communication technology, air cargo transport, road transport, safety and security, load securement, transport geography, rail transport, inland waterway transport, among other subjects.

**Mr Shah** talked about the challenges of logistics training in India and the road forward. He mentioned that understanding logistics is already a challenge. What exactly is logistics? There is no clear cut understanding in society about logistics. It does not appear as one of the top career options. It took years for the educational landscape in India to understand that it can be a stand-alone subject. Specifically, over 20 years of sustained lobbying, activity, presence in government have been necessary to have them understand logistics as an industry by itself. There is now a specific bureaucrat called the Logistics Secretary. Linking areas of activities together and forming a separate ministry is the next challenge. Logistics should be the driver of the economy.

Primarily due to the efforts of several logistics associations in India work has been done in a structured and unstructured manner. 250 training programmes happen in India for the existing

workforce. They are shorter training offerings, whereby the skills are mainly learned on-the-job. There is no induction model at present. The model is employing a person and teach them how to do the job. There is confusion on the basics of whatever they are doing.

Normally, associations decide on topics of current interest and, based on that, offer training. Members send their staff to attend these programmes. Now trade associations are working together to have a structured model with government support. A Skill Ministry is involved. The Logistics Sector Skills Council is one of the most vibrant councils. They have divided the subject Logistics into 11 verticals. In parallel, every state government has a vocational training commission. They are developing a formal education model, namely, the National Standards for Quality Factors. This programme offers a bridge course that provides credit for work experience and completes it with training. The programmes they are conducting vary in length. They are classroom training with mandatory on-the-job training.

The government has also agreed on implementing an apprenticeship programme. They are paid apprentices with no employment obligations. The apprenticeship is now under the training programme and not the labour department. This facilitates the acquisition of workforce for the industry.

Additionally, roadshows are conducted for boys and girls to showcase the advantages of pursuing a logistics career. Private initiatives are mainly guided by multinational companies needing white collar employees. They mainly conduct Master's training levels. However, it is also important to offer undergraduates programmes. The sector requires also blue collar workforce. There is also the need for domain trained workforce. They have support from the private sector to raise funds for trainings. There are about 4 initiatives across the country under this model. India will soon count with 3 large centres of excellence for logistics. Curriculum will be offered by diverse associations with diverse areas of expertise: airfreight, multimodal, etc. One of the difficulties has been finding teachers for logistics-related subjects. There is a lot of short train-the-trainer programmes to enable experienced professionals to transmit their knowledge.

Technology is also used to reach out using logistics games, webinars, audio trainings, etc. Audio trainings are quite preferred because people can listen to them while commuting to and from work.

**Mr Shah** finished by stating that the fruits will take another 3-4 years to see. But he is very positive about the journey.

**Mr Sim** thanked the ABVT Members, the Extended Board, the Presidency, the FIATA association members for their support. He mentioned the Fourth Industrial Revolution. It involves Artificial Intelligence, Robotics, 3D and 4D printing, Biotechnology, Blockchain, changes in production processes. They are a foundation for revolution. Smart systems in homes, factories and even cities will help tackle problems ranging from climate change to supply chain challenges. This also involves logistics service providers. The mission of FIATA in the future of learning should take reference in



the future of jobs, the workforce dynamics, the demographics and different levels of economic growth. The future concept of education at FIATA needs to address this issue in a very dynamic manner. Jobs and employment are the key drivers of change. Changes in terms of the younger dynamics coming in versus senior experts are also to be taken into account. Experts will continue to play an important role to mentor youth, and in exchange experienced professionals can also learn from the youth about topics such as online marketing and start-ups.

Further, industry dynamics such as talent shortages and growing inequality are a critical aspect that national associations should observe and work on together with national bodies and feedback FIATA.

Mr Sim mentioned FIATA needs to look at industry changes and emerging areas of specialization, to offer more focussed training. He elaborated on some of these changes, which include data visualization shorten delivery times, visibility across the supply chain enhancing inventory accuracy, optimization, demands of the consumer, delivery within hours at a low cost, return logistics, and the importance of increasing perfect order.

The ABVT Chairperson also mentioned that sustainable practices will be gaining focus, namely, LEAN, Six Sigma, and systems to improve inventory throughout the entire supply chain. Service supply chains will dominate the market. In this context, standardization and economy of skills are extremely important.

He finalized by stating that the role of social media should also be taken into account. We need to adapt it extensively and effectively. He wished for the industry to start focusing on customer satisfaction level.

## **Questions and Answers Session**

**What is the power of a united institute at FIATA serving upskill training and business?**

Mr Parisi replied that this topic has been an open discussion for the past 26 months with strong coordination between ABVT and FLA. He explained that the ABVT is mostly looking after the FIATA Diplomas and following system of mostly classroom training whereas the FLA is looking into new products and creating simple and short e-learning, other products to offer to the constituents of FIATA. He mentioned the subject of creating an institute for education has been deeply discussed. The idea is to further maintain the FIATA diploma and, in parallel, develop blended solutions. FIATA could provide more than simply the validation. He stated that almost half of the association members are validated and can issue the FIATA Diploma, however the other half, non-validated association members, should be taken into account. He concluded that an institute is the highest entity level in FIATA. Upgrading training and education to an institute is the presumption to assign more resources to training and education.

**Can you explain more in detail the offerings of the WCO?**

The WCO Academy courses are already available, open to everyone and offered by the WCO and further information can be found on the following link: <https://academy.wcoomd.org/>. With regards to

the collaboration with FIATA, both the FIATA Logistics Academy and the WCO will be discussing the financial aspects. There will be a special discount FIATA members. The cost of an online course typically ranges between 315 – 500 euros. For FIATA members a discount will be offered. **Mr Shah** interjected by stating that the average take home salary in India is less than 200 USD. The mentioned cost of these courses makes participation of countries like India prohibitive. He proposed another model and instigated the WCO to look for an appropriate model. His proposed model was offering courses free of charge and charging only for examination and third-party assessment.

**When will the FIATA online courses be available?**

FIATA is currently working on three online courses, namely, Introduction to Global Logistics Management: Theory and Management, Digital Train the Trainer and Maritime Transport. These courses will be launched at the next HQ Session in Zurich.

**7. Closing of the meeting and outlook on the next meeting on March, 2019 (FIATA Headquarters Session in Zurich, Switzerland)**

Mr Doeppen closed the meeting and looked forward to the next ABVT and the next FLA sessions in March 2019 in Zurich, Switzerland.

(五) 安全及保安顧問團 (ABSS) 會議資料

1、開會通知

## FIATA

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### ADVISORY BODY SAFETY SECURITY (ABSS)

Doc. ABSS/039  
19 August 2018

To: Members of ABSS

cc: Members of the Extended Board; Presidency, Association Members

From: Bassil Eid, Manager ABSS, on behalf of Mr David Fielder, Chairman of the ABSS

Subject: Call of Meeting for the ABSS Meeting  
2018 FIATA World Congress, New Delhi, Thursday 27<sup>th</sup> September 16:30 – 18:00

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### Call of Meeting

The Chairman of the ABSS, Mr David Fielder invites you to attend the Advisory Body Safety Security Meeting on:

Thursday, 27<sup>th</sup> September  
from 16:30 to 18:00

**Venue Location:** Hotel Pullman New Delhi Aerocity

**Room:** Peacock Ballroom

**Website:** [Pullman New Delhi](http://Pullman New Delhi)

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## Agenda

1. Opening of the meeting and welcome by the Chairman, Mr David Fielder
2. Approval of the minutes of the last meeting held in Zurich at the 2017 FIATA HQ Session 15<sup>th</sup> March, 2017, ([Doc ABSS 038/14/04/2018](#)) [See Annex 1](#)
3. Panel Discussion – *Topic: Driverless Vehicles – Mitigating the potential security risks*
  - a. Mr. Pranav Manpuria , CEO Flux Auto
  - b. Mr. Zeljko Jetic , Global Innovation, IRU
  - c. Mr. David Fielder, ABSS Chairman – *to join Panel*Moderator: Brian Lovell, ABSS Vice-Chairman
4. Any Other Business/Questions
5. Closing of the meeting and outlook on the next meeting during the 2019 FIATA HQ Session in Zurich, Switzerland, March 2018

(Annex 1, Minutes without Attachments)

## ADVISORY BODY SAFETY SECURITY (ABSS)

Doc. ABSS/038  
19/08/18

To: ABSS Delegates  
cc: Presidency, Members of the Extended Board, Association Members  
From: Bassil Eid, on behalf of Mr David Fielder, ABSS Chairman  
Subject: Minutes of the Advisory Body Safety and Security  
on 15 March, 2017, FIATA HQ Session, Zurich, Switzerland, 13:30-14:45 hrs

### Documents:

- Participation List  
- 2018 FIATA HQ ABSS Meeting Presentations

Annex I  
Annex II

Agenda as per Doc. ABSS /037 2018-02-02 (Call of Meeting)

## Minutes

### 1. Opening of the meeting and welcome by the Chairman

The Chairman Mr David Fielder opened the meeting and warmly welcomed the delegates from all over the world to the Advisory Body Safety Security meeting. Mr. Fielder went on to read out the following anti-trust statement:

Statement from FIATA regarding Correct Behaviour under Anti-Trust Law

*"FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. Please familiarize yourself with FIATA's written antitrust policy which the secretariat has made available to all participants."*

### 2. Approval of the minutes of the last meeting held in Kuala Lumpur at the 2017 FIATA World Congress on 6th October, 2017, (Doc. ABSS 036/2017-10-11)

The Chairman Mr David Fielder asked members whether they would approve the minutes of the meeting held in Kuala Lumpur. The minutes were then unanimously approved without any objections.

### 3. Updates: a) Australia b) United States of America

Mr. Brian Lovell, Chairman Australian Federation of International forwarders (AFIF), informed that since July 2017 the ICAO Known Consignor program has been adopted in Australia with 160 business signed up today with the rest of adoption to come over the next 12 months.

Mr. Will Sehestedt, Transport Intermediaries Association (TIA), advised that the U.S would be confirming the new Director for US CBP. He also informed that ACAS could go from voluntary status to become mandatory. The federal government is expected to provide further information in the first quarter of 2018.

#### 4. Update on Lithium batteries

---

Mr. Pieter Wildschut informed members of changes in UN Packing Instructions for Lithium Ion and Metal batteries. He also showcased the new marks and labels. He highlighted packages containing cells or batteries must not be placed in an over pack with packages containing dangerous goods classified in Class 1 referencing PI 965 and 968, Sections IA and IB. These have been in effect since January 2018.

The same restrictions apply for stowage of packages and overpacks on an aircraft. He advised the segregation requirements do not become mandatory until 1 January 2019, but operators should take steps to implement them as soon as possible.

*A copy of Mr. Wildschut's powerpoint slides can be found in ANNEX II of the Minutes.*

#### 5. EU Data Protection Laws

---

Mr. Tim Schneider, IT head at Deutscher Speditions- und Logistikverband (DSLTV), shed light on the new EU-General Data Protection Regulation and how this would affect freight forwarders. He explained that regulation 2016/679 aimed to protect natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC. This comes into effect on May 25th, 2018 and is applicable to any company that stores or processes personal information of EU citizens which included freight forwarders.

Overall, the new laws are meant to create awareness on both companies and shippers on the type of data that is stored and shared among stakeholders in the supply chain. This will ultimately increase confidence in the services delivered by forwarders.

*A copy of Mr. Schneider's powerpoint slides can be found in ANNEX II of the Minutes.*

#### 6. Do Forwarders have a Plan B?

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The Chairman Mr. Fielder encouraged delegates to always have a plan B and store company information/software on back up servers separate from their main network. He cited the example of Maersk when their systems were compromised last year. They had all their software and information on one network making it difficult for them to recover fast enough to avoid disruptions.

#### 7. Any Other Business/Questions

---

Mr. Fielder opened the floor for questions and advised that all presentations would be available.

#### 8. Closing of the meeting

---

With no further business, The Chairman thanked the delegates for their active participation and cordially invited them to the next ABSS meeting to take place at the FIATA World Congress in New Delhi, India in September, 2018. The Chairman Mr. Fielder closed the meeting at 14:45 hrs.

## 2、會議紀錄

# FIATA

Schaffhauserstrasse Page 1 of 3, P.O. Box 364, CH-8152 Glattbrugg, Switzerland  
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### ADVISORY BODY SAFETY SECURITY (ABSS)

Doc. ABSS/040  
25/11/18

To: ABSS Delegates  
cc: Presidency, Members of the Extended Board, Association Members  
From: Bassil Eid, on behalf of Mr David Fielder, ABSS Chairman  
Subject: Minutes of the Advisory Body Safety and Security  
on 27 September 2019 FIATA World Congress, New Delhi, India, 16:30-18:00 hrs

#### Documents:

- Participation List	Annex I
- 2018 FIATA World Congress Main Meeting Presentations	Annex II
- Flux Auto Presentation	Annex III
- IRU Presentation	Annex VI

Agenda as per Doc. ABSS /039 2018-08-02 (Call of Meeting)

### Minutes

#### 1. Opening of the meeting and welcome by the Chairman

The Chairman Mr David Fielder opened the meeting and warmly welcomed the delegates from all over the world to the Advisory Body Safety Security meeting. Mr. Fielder went on to read out the following anti-trust statement:

Statement from FIATA regarding Correct Behaviour under Anti-Trust Law

*"FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. Please familiarize yourself with FIATA's written antitrust policy which the secretariat has made available to all participants."*

#### 2. Approval of the minutes of the last meeting held in Zurich at the 2018 FIATA HQ Session 15th March (Doc ABSS 038/14/04/2018)

The Chairman Mr David Fielder asked members whether they would approve the minutes of the meeting held in Zurich. The minutes were then unanimously approved without any objections.

#### 3. Updates: a) Australia b) United States of America

Mr. Brian Lovell, CEO Australian Federation of International forwarders (AFIF), updated members on changes to Australia's air cargo security program, advising that following last year's change, requiring piece-level advanced screening of all air cargo to the U.S., the program would now be expanded, as of March 1st 2019, to cover all destinations, with the exception of cargo originating from a regulated 'Known Consignor' business.

Mr. Will Sehestedt, Transport Intermediaries Association (TIA), updated members on relevant changes to USA air cargo security advising that US CBP's Air Cargo Advanced Screening (ACAS) program went into effect in June 2018, requiring a set of advance data to be filed with CBP for

analysis before permission is granted for cargo to be loaded on aircraft bound for the USA. He confirmed that CBP would be flexible in the first year of the program by not enforcing penalties unless there were repeated violations, until June 2019. He also provided an update on the voluntary participation program called C-TPAT; whereby US CBP would be adding another tier of participation to the program and minimum criteria would be released next year.

Mr. Lovell and Mr Sehestedt will keep FIATA updated throughout the development of both programs.

#### 4a. Panel Discussion - Mr. David Fielder, Chairman ABSS

##### Topic: Driverless Vehicles – Mitigating the potential security risks

Following the short updates, ABSS Chair Mr. David Fielder advised delegates that the main discussion topic for this session would address the rise of autonomous vehicles and the safety and security risks for our industry and how industry and government can work together to mitigate issues.

#### 4b. Panel Discussion - Mr. Pranav Manpuria, CEO Flux Auto

##### Topic: Driverless Vehicles – Mitigating the potential security risks

The first panellist, Mr. Pranav Manpuria, CEO, Flux Auto, a driverless truck technology company in India dealt with the challenges of mitigating security concerns of their technology to regulators and the private sector, daily.

He advised there were 5 levels of autonomous trucking, with his company focusing on level 3 which required a driver to be in the truck at all times during its autonomous operation. He highlighted that autonomous truck technology was collecting real life data from drivers to implement the best driving habits in their technology.

His company and others had accumulated driving habit data from over 100 truck drivers, which he argued would help minimize the risk of accidents on the road in comparison to sole driver. He also highlighted that technology can replace serious issues of concern around driver fatigue and would help reduce overall truck accidents.

*A copy of Mr. Manpuria's powerpoint slides can be found in ANNEX III of the Minutes.*

#### 4c. Panel Discussion - Mr. Zeljko Jeftic, Automation and Security, Global Innovation, IRU

##### Topic: Driverless Vehicles – Mitigating the potential security risks

Following Mr. Manpuria, the second panelist, Mr. Zeljko Jeftic, Automation and Security, Global Innovation at IRU, highlighted that there were two types of players in the driverless truck space. The first looked to manufacture the entire truck itself and the second aimed to simply retro-fit technology onto an existing truck, enabling it to be autonomous.

He emphasized the importance for private sector actors to protect against the threat of cybersecurity, as autonomous trucks are likely to be connected with one another, meaning that once a hacker gained access to the system he/she gained access to the entire fleet of autonomous trucks. He also examined the difference between modern-day thefts with current trucks, versus those with autonomous trucks, asking the question: would it be easier to steal truck keys, or to hack into a truck?

He advised that higher levels of automation will most likely mean other types of crimes. Questions regarding technically more advanced vehicles, with a potentially bigger impact, were issues that regulators and industry needed to examine further.

*A copy of Mr. Jeftic's powerpoint slides can be found in ANNEX VI of the Minutes.*

Following both engaging presentations, ABSS Vice-Chairman Brian Lovell moderated a panel session with questions asked by the audience via a live-app portal. Questions ranged from topics



such as who covers insurance in the case of accidents with autonomous vehicles and whether the cost of driverless trucks would justify freight forwarders and the market adopting this new technology.

#### 5. Any Other Business

---

Mr. Fielder advised there were no further business to discuss.

#### 6. Closing of the meeting

---

The Chairman thanked the delegates for their active participation and cordially invited them to the next ABSS meeting to take place at the 2019 FIATA HQ Session in Zurich, Switzerland in March. The agenda of the meeting would follow in due course.

The Chairman Mr. Fielder closed the meeting at 18:00 hrs.

(六) 海關事務 (CAI) 會議資料

1、開會通知

## FIATA

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CUSTOMS AFFAIRS INSTITUTE

Doc. CAI/195  
2018-08-28

To: Delegates, Customs Affairs Institute

cc: Extended Board  
Honorary Members of the Board  
Honorary Members of FIATA  
Association Members  
CLECAT

From: Daniel Bloch, Manager Customs Affairs Institute,  
on behalf of Steve Parker, Chairman Customs Affairs Institute

Subject: MEETING OF THE CUSTOMS AFFAIRS INSTITUTE  
CAI: Debates the top Customs topics of the day

---

### Call of Meeting

The Chairman of the Customs Affairs Institute (CAI), Steve Parker kindly requests, your attendance at the meeting of the CAI

**Thursday, 27 September 2018**  
14.30 to 16.00 hours

**Venue:** Pullman/Novotel, Aerocity  
Asset No 02, GMR Hospitality District,  
New Delhi, Delhi 110037, India  
Phone: +91 11 4608 0808

**Room:** Peacock Ballroom

The following FIATA policy statement should be noted:

*"FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. It is mandatory that you familiarize yourself with FIATA's written antitrust policy which the secretariat has made available to all participants."*

FIATA Antitrust Policy: <https://fiata.com/about-fiata/antitrust-policy.html>

The meeting Agenda is enclosed!

You are kindly requested to download and bring any referenced papers to the meeting.  
Copies will not be available at the meeting.

### Agenda

1. **Opening and welcome (Chairman)**
2. **Approval of the Minutes of the Meeting in Zurich, 16 March 2018**  
(Doc.CAI/187)
3. **Report on CAI Matters (Chairman)**  
Actual topics pertaining to the CAI
4. **DISCUSSION**  
Invitees will discuss together with the CAI Chairmen, on the Customs Topics of the day.  
**CAI: Debates the top Customs topics of the day**  
**E- Commerce**  
**Protection for Wildlife**  
**TFA – Trade Facilitation Agreement**  
These topics will be introduced by the following speakers  
**Mr. Alejandro Gamboa-Alder**  
World Trade Organization  
Secretary of the Council for Trade in Goods and Senior Trade Specialist  
**Mr. Robert Campbell**  
ROYAL FOUNDATION of the Duke and Duchess of Cambridge  
United for Wildlife, Programme Manager  
**Mr. Ankur Huria**  
The World Bank  
Senior Private Sector Specialist – Trade Facilitation and Logistics  
**TFA experiences in India and by FFFAI**  
**Mr. Samir J. Shah**  
Past Chair FFFAI  
**Mr. Anish Upadhyay**  
Government of India, Directorate of Systems, Central Board of Indirect Taxation and Customs,  
Deputy Director  
Interactive Q/A and comments with the CAI audience.  
Moderated by the CAI Chairmen,
5. **Other business (Chair determination)**
6. **Next meeting and Meeting closure**

## 2、會議紀錄

# FIATA

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Doc. CAI/198  
2018-11-09

## CUSTOMS AFFAIRS INSTITUTE

To: Delegates, Customs Affairs Institute

cc: Extended Board  
Honorary Members of the Board  
Honorary Members of FIATA  
Association Members  
CLECAT

From: Daniel Bloch, Manager Customs Affairs Institute,  
on behalf of Steve Parker, Chairman Customs Affairs Institute

Subject: **MEETING OF THE CUSTOMS AFFAIRS INSTITUTE**  
27 September 2018, Pullman/Novotel, Aerocity, New Delhi, India

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### **Praesentia as per Annex 1**

The Praesentia lists of the meeting participants base on the scans made at the entrance of the meetings.

These listings are overdue and as soon as received at the FIATA secretariat the Praesentia (Annex I) would be added to the FDDS.

### **Minutes**

#### **1. Opening and welcome**

The Chair Customs Affairs Institute (CAI) Mr Steve Parker welcomed delegates to the meeting.

He introduced himself and the panellists.

Participants:

**Mr. Robert Campbell**  
ROYAL FOUNDATION of the Duke and Duchess of Cambridge United for Wildlife,  
Programme Manager

**Mr. Ankur Huria**  
The World Bank, Senior Private Sector Specialist Trade Facilitation and Logistics

**Mr. Alejandro Gamboa**  
World Trade Organization, Secretary of the Council for Trade in Goods and Senior Trade Specialist

**Mr. P. K. Das**  
Member Customs, Central Board of Indirect Taxes and Customs Government of India

Mr. Samir Shah  
Past Chair FFFAI

Mr Steve Morris  
Deputy CAI Chair

Panel- Discussion - *CAI debates the Customs Topics of the day* -

[E-Commerce – Protection for Wildlife – TFA – Trade Facilitation Agreement](#)

Moderator: **Mr. Steve Parker** - CAI Chairman



Speaker & Panelist:

**Mr. Robert Campbell** ROYAL FOUNDATION of the Duke and Duchess of Cambridge  
United for Wildlife, Programme Manager



**Ms. Samir Shah** - Past Chair FFFAI



**Ms. Ankur Hulla** -The World Bank, Senior Private Sector Specialist  
Trade Facilitation and Logistics



**Mr. Alejandro Gamboa** World Trade Organization,  
Secretary of the Council for Trade in Goods and Senior Trade Specialist

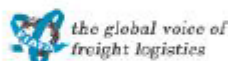


**Mr. P. K. Das** - Member Customs, Central Board of Indirect Taxes and  
Customs Government of India.



Panelist:

**Mr. Steve Morris** – CAI Deputy Chair



Agenda No. 4

**Customs Affairs Institute Meeting -  
New Delhi, 27th September 2018**

Before commencing the meeting, the Chair drew delegate's attention to the requirements of FIATA and their notation as to anti-competitive discussions:

"FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. It is mandatory that you familiarize yourself with FIATA's written antitrust policy which the secretariat has made available to all participants."

The statement was published on the website, displayed on a screen and noted on the agenda to this meeting.

The Chair queried whether the delegates were approving the agenda. No comments had been received.

## 2. Approval of the Minutes of the Meeting in Zurich, 16 March 2018

(Doc.CAI/187) The Minutes having been previously circulated were tabled. No comments had been received by the CAI Secretariat before the meeting. The Chair requested from the meeting as to whether there were any comments as to the Minutes. As there were none and as such he advised, the Minutes were approved.

## 3. Report on CAI Matters

The Chair provided an overarching commentary to delegates on matters which remain work in progress most of which are centred on FIATA's representation at the World Customs Organization (WCO).

He referenced for delegates attention the work done in CAI since the last CAI meeting in March 2018 at FIATA Headquarters Meetings.

## WCO updates



- **E-Commerce:** draft framework of standards adopted, but still a lot to do
- **Trade Facilitation Agreement:** WCO now invited at the WTO Trade Facilitation Committee
- **Revised Kyoto Convention:** comprehensive review just started
- **Administration:** Kunio Mikuriya re-elected for 5 years, last mandate

#### 4. Panel – The Customs Topics of the Day

The Chair introduced the panel session to discuss the customs topics of the day.

These were:

- the World Trade Organization (WTO) – Trade Facilitation Agreement (TFA)
- Protection for Wildlife
- E-Commerce

The invitees at first were given a time for their introductory presentations on their perspectives and a discussion with Q&A was to follow.

The Chair informed that he was to keep the individual introductions brief. The official website of the FWC 2018 <https://fiata2018.org/speaker.php> (click on 27 Sep) contains profiles of the speakers.

Two comprehensive presentations about the state of play and objective of the TFA were provided.

The first one by

**Mr. Alejandro Gamboa-Alder, WTO**

He explained the ways of the TFA to overcome the obstacles, the so called Red Tape of trade crossing borders and he showed the associated articles in the TFA for cutting the Red Tape at the Border for easier trade. Delegates noted the status of the current implementation of the TFA. Gamboa informed on issues related to the Single Window, the national committee on trade facilitation NCTF and the e-certificates and showed the Road ahead, the challenges and the opportunities and finally the expected positive trade impact of a full TFA implementation. The meeting noted that 67% of the existing National Trade Facilitation Committees included forwarders representatives.

**Mr. Ankur Huria Huria, The World Bank, (WBG)**

Underlined Mr. Gamboa's presentation in view of the Big Gains of TFA, its objectives and benefits. The Role of the World Bank their approach and ways of support. WBG projects directly cut trade costs and facilitate trade by: improving cooperation across border management agencies, harmonizing procedures, and fostering smoother and more cost-effective logistics. Finally, he focused on the establishment of a Modern Border Management.

The CAI Chair introduced the third speaker who as he announced on a first thought maybe not related to Customs. But soon the linking became evident.

**Mr. Robert Campbell, Royal Foundation - United for Wildlife (UfW)**

Introduced UfW as being engaged to protect endangered species like elephants, rhinos, tigers and pangolins so they can share our world with future generations.

Campbell asked "Did you know? There are only HALF as many wild animals in the world today as there were 50 years ago?" Wildlife Trafficking is the World's 4th biggest illicit trade "market" and makes up to 23 Billion USD per year. The people that make the high profits are those that one can't see – The Professional International Criminals and by their International Organized Criminal Networks: These perform a huge industrialized supply chain to kill wildlife, smuggle and sell it.

These networks are organized crime networks like any other, and they are experienced now in moving into new markets, financing poachers, smuggling contraband on cargo ships and commercial airplanes are linked with other threats; Wildlife trafficking is listed as funding mechanism for armed groups

Throughout Africa, wildlife criminals have corrupted local leaders, provincial leaders, ministers, and even presidents and prime ministers.

Combatting the above; the UfW Transportation Taskforce: raises awareness, intelligence, shares best practice and tech innovation. He explained about the information-sharing system, supported by The Royal Foundation and developed to facilitate increased distribution of information with the private sector. This system works in tandem with a secure network to pass information about suspected wildlife traffickers to customs and law enforcement authorities.

**Mr. P. K. Das - Member Customs, Central Board of Indirect Taxes and Customs Government of India**

provided his speech to the CAI meeting, insight about E-Commerce in India and its exponential growth. India's E-Commerce potential is projected at 52 Billion USD. Right now India is a small space in E-Commerce compared to many other countries in the world. He predicted India to have huge opportunities, these can be taken forward as well by SME'S to be moving to E-Commerce. The Indian Customs Authorities have taken measures to liberalize and facilitate E-Commerce, to streamline procedures and in particular for couriers and foreign poste. These procedures to have the basic effect of making India a better place for the people's operating, whether it is customer, vendors, courier operators or the foreign post operators. Das informed that the Government of India has announced in the last three years various digitized initiatives to name a few [Digital India](#), [Making India, Start-up India](#). All these different initiatives have touched upon the E-Commerce in one way or the other. *(no slides used)*

*The first three panellist's presentations are available on the FIATA website and as Annex(es) 2, 3 and 4 in a pdf format.*

Unfortunately, all the above four presentations consumed some more time as scheduled. Therefore, for the sake of keeping the schedule for the consecutive program of the day, the Chair had to decide that.

**Mr. Samir Shah's presentation on - Trade Facilitation Agreement – The India Story**

was consequently set aside and was promised to be provided as an attachment to these minutes.  
*Please see Annex 5.*

5. **Other business**

None

6. **Next meeting**

The next CAI meeting will take place as part of the Headquarters Meetings held between 28 -0 March 2019 in Zurich, Switzerland.

Friday 29 March 2019  
11:45 – 13.00 hours

Hotel Crowne Plaza  
Badenerstrasse 420  
8040 Zurich, Switzerland

7. **Meeting closure**

The meeting was closed to enable the sessions following to remain within the program schedule and as to questions advised that these could be addressed to presenters out of session as they would be available to undertake such work.

In closing the Chair thanked the speakers for their presentations and delegates for their attention.



(七) 空運事務 (AFI) 會議資料

1、開會通知

## FIATA

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AIRFREIGHT INSTITUTE (AFI)

Doc. AFI/392  
2018-08-28

To: Delegates, Airfreight Institute (AFI)

cc: Presidency  
Extended Board  
Honorary Members of the Board  
Honorary Members of FIATA  
Association Members  
CLECAT

From: Daniel Bloch, Manager Airfreight Institute (AFI)  
on behalf of Keshav Tanna, Chairman Airfreight Institute (AFI)

Subject: 99<sup>th</sup> MEETING OF THE AIRFREIGHT INSTITUTE (AFI)

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### Call of Meeting

The Chairman of the Airfreight Institute, Keshav Tanna invites you to the meeting

**Friday, 28 September 2018**  
09.30 to 11.30 hours

**Venue:** Pullman/Novotel, Aerocity  
Asset No 02, GMR Hospitality District,  
New Delhi, Delhi 110037, India  
Phone: +91 11 4608 0808

**Room:** Peacock Ballroom

Please make note of the below legal statement:

"FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. It is mandatory that you familiarize yourself with FIATA's written antitrust policy which the secretariat has made available to all participants."

FIATA Antitrust Policy : <https://fiata.com/about-fiata/antitrust-policy.html>

Please find the agenda enclosed!

You are kindly requested to bring these papers to the meeting. No distribution on site again!

## Agenda

1. Opening of the meeting (Chairman)
2. Approval of the minutes of the 98<sup>th</sup> AFI Meeting in Zurich, March 15, 2018  
(Doc. AFI/391)

3. Panel Discussion – Disruptions & Opportunities

In the Panel Discussions and the Q&A from the house, the audience will be interested to gain information on the latest developments on actual and future developments in the air freight industry related to these topics.

**Moderator – Mr. Snehal Parikh**

Member – Board of Advisors, ACAA, Member, Shipping & Logistics Committee, IMC Chamber of Commerce & Industry.

Panellists:

**Ms. Vandana Aggarwal**

Ministry of Civil Aviation, Government of India, Economic Advisor

**Ms. Kirsten De Bruijn**

Emirates SkyCargo, Vice President, Cargo Pricing and Interline - Revenue Optimisation

**Mr. Ashwin Bhat**

Head of Swiss WorldCargo

**Mr. Kanishka Agiwal**

IBM India Private Limited, Head - Travel & Transportation Industry, Member of IBM Industry Academy

**Mr. Kapil Kaul**

Centre for Asia-Pacific Aviation (CAPA), CEO – South Asia & Middle East

**Mr. Sam Katgara**

Partner Jeena & Company, India

4. Airfreight IATA CEIV Pharma

**Mrs. Andrea Gruber, IATA Head Special Cargo (20 minutes)**

The purpose of the presentation is to provide the audience with information on the latest development in the framework of transport of temperature sensitive healthcare and pharmaceutical products, how the industry is responding to the CEIV Certification program, the next key industry priorities and future developments in the airfreight industry.

5. IATA-FIATA Air Cargo Program (IFACP) update

By **Mrs. Joana Nunes Coelho**, IFACP Governance Manager

6. ICAO - UPDATE

By Mr Bill Gottlieb, FIATA Past President

7. GACAG - UPDATE

By Mr Bill Gottlieb, GACAG Chairman

8. Any other business, by the permission of the Chair

9. Date and Place of the next meeting

10. Closing

## 2、會議紀錄

# FIATA

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E-Mail [bloch@fiata.com](mailto:bloch@fiata.com), Internet <http://www.fiata.com>



### AIRFREIGHT INSTITUTE (AFI)

**Doc. AFI/393**  
**2018-11-19**

To: Delegates, Airfreight Institute (AFI)

cc: Presidency  
Extended Board  
Honorary Members of the Board  
Honorary Members of FIATA  
Association Members  
CLECAT

From: Daniel Bloch, Manager Airfreight Institute (AFI)  
on behalf of Keshav Tanna, Chairman Airfreight Institute (AFI)

Subject: **Minutes of the 99<sup>th</sup> MEETING OF THE AIRFREIGHT INSTITUTE (AFI)**  
Friday, 28 September 2018, Pullman/Novotel, Aerocity, New Delhi, India

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#### ATTENDANCE (Registration) List as per Annex I

The Praesentia lists of the meeting participants base on the scans made at the entrance of the meetings.

These listings are overdue and as soon as received at the FIATA secretariat the Praesentia (Annex I) would be added to the FDDS.

#### 1. Opening of the meeting and welcome by the Chairman

The meeting was opened by the AFI Chairman Mr Keshav Tanna.

He welcomed all the delegates to the 99<sup>th</sup> AFI Meeting and stated as India is his home country he felt especially honoured to chair this meeting.

The Chair read-out the

#### Statement from FIATA regarding Correct Behaviour under Anti-Trust Law

*"FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. It is mandatory that you familiarize yourself with FIATA's written antitrust policy which the secretariat has made available to all participants."*

The statement was published on the website, displayed on a screen and noted on the agenda to this meeting. The Chair insisted that all should abide these guidelines.

The Chair continued with:

#### 2. Approval of the minutes of the 98<sup>th</sup> Meeting in Zurich, March 15, 2018

(Doc. AFI/391)

The minutes were published on the FDDS. No comments were received from the delegates in writing, or at the meeting. The minutes were unanimously approved.

### 3. Panel Discussion – Disruptions & Opportunities

The Chair briefly introduced the Moderator of the AFI Panel Discussion Mr. Snehal Parikh.

**Mr. Snehal Parikh Managing Director of Lemuir Group of Companies, Past President and Member of the Board of Advisors of ACAAI, Member, He has previously been a Vice President of FIATA; Vice Chairman of the ICC Committee on Air Transport (Paris); Member of the Civil Aviation Economic Advisory Council & Core Group on Air Cargo; and he has served in various other positions. Mr. Parikh has experience of over 40 years in the Indian logistics and supply chain industry.**

59th Airfreight Institute Meeting – AIR – September 26, 2012		Agenda No. 3	
<b>Panel Discussion - Disruptions &amp; Opportunities</b>			
<b>Moderator:</b>			
<b>Mr. Snehal Parikh</b>			
Member – Board of Advisors, ACAAI, Member, Shipping & Logistics Committee, IMC Chamber of Commerce & Industry			
<b>Panelists:</b>			
<b>Ms. Vandana Aggarwal</b>		<b>Mr. Shankar Iyer</b>	
Ministry of Civil Aviation, Government of India, Economic Advisor		Swiss WorldCargo	
<b>Mr. Kanishka Agiwal</b>		<b>Mr. Markus Muecke</b>	
IBM India Private Limited, Head Travel & Transportation Industry, Member of IBM Industry Academy		Global Head Air Freight Procurement and Product Management at Panalpina	
<b>Ms. Kirsten De Bruijn</b>		<b>Mr. Sam Katgara</b>	
Emirates s.SkyCargo, Vice President, Cargo Pricing and Interline - Revenue Optimization		Partner Jeena & Company, India	
		 <i>the global voice of freight logistics</i>	

The intention of the the panel session as Mr. Parikh explained was to examine of what is happening in this globally changing scenario of disruptive technology to envision what the future of logistics and transportation holds for us and to determine what opportunities we can create for ourselves from this dramatic change. Are we ready to the change or are we waiting to be left out?

Digitisation is omni-present. It is removing entry barriers in every business by enhancing direct customer connects does opening the doors for new competition from digital disruptors and raising the bar for customers' expectations.

**Welcome to the fourth industrial revolution, welcome to the exponential age.**

Software will disrupt most traditional industries in the next five to ten years, maybe less. The examples set by Uber, Airbnb, Facebook, Amazon and many more are before us. Artificial intelligence makes computer become exponentially better in understanding the world. IBM's Watson is already displacing many young lawyers. It is now happening in the fields of health, education, 3-D printing, manufacturing, agriculture, jobs and more. In short everywhere. Self-driving cars, autonomous trucks, air taxi drones etc. are here. Imagine pilot less, lighter and carbon efficient cargo freighters.

The 3-D printer today is a hundred times faster and costs only ten percent of what it did when it started ten years ago. Products can be printed at buyer's premises. Spare airplane parts at remote airports. 3-D scanning on smart phones is about to happen. In China they already [3-D printed a complete five story building](#) .

Imagine the impact of such e-transfers on physical logistics. Seventy to Eighty percent of today's conventional job could disappear in the next twenty years. There will be a lot of new jobs but it is not clear whether there will be enough of new jobs in this relatively short time.

In airfreight and logistics as well, relearning and tech. training will be crucial to help both company and employee remain in business and in employment. Virtually every session in this congress has talked about this subject about the advent and impact of disrupted technologies.

The focus here in the Airfreight Institute session is to examine the impact of this disruptive technology in aircargo logistics and transportation, where it has already been felt or it will come soon.

Mr. Parikh announced the very eminent panel of government and industry seniors on behalf of the Airfreight Institute and its Chairman Mr. Tanna.

He welcomed the following Panellists:

**Mr. Kanishka Agiwal**  
IBM India Private Limited, Head - Travel & Transportation Industry, Member of IBM Industry Academy

**Ms. Vandana Aggarwal**  
Ministry of Civil Aviation, Government of India, Economic Advisor

**Ms. Kirsten De Bruijn**  
Emirates SkyCargo, Vice President, Cargo Pricing and Interline - Revenue Optimisation

**Mr. Shankar Iyer**  
Swiss WorldCargo Director Cargo – Africa, Middle East and India

**Mr. Markus Mücke**  
Global Head Air Freight Procurement and Product Management at Panalpina

**Mr. Sam Katgara**  
Partner Jeena & Company, India, Past President of ACAAI and Past Chairman of FAPAA

Mr. Parikh informed that he was to keep the individual introductions brief. The official website of the FWC 2018 <https://fiata2018.org/speaker.php> (click on 28 Sep) contains profiles of most speakers.

Below follows an excerpt of the panel session:

This is made to give non-participating members just an impression of that valuable session.

**Question to Mr. Aggarwal:**

*How is IBM innovating and developing tech applications for e-government, air logistics, supply chains that are relevant for us?*

Mr. Aggarwal gave an example on human misinterpretation of an invoice which ended up of paying and invoicing somebody twice and the payment was of about 20 Mio USD. The easy way just to ask the money back was not possible as this happened in a country where such endeavour was difficult. The error occurred due to misreading of the invoice. The carrier asked what he could do to prevent such event. IBM suggested to deploy here artificial intelligence (AI). Can we have AI to read those invoices? This takes out the manual fatigue of actually reading a particular invoice and is making sure its accurate, read it, transcribe it and further push it out for payments. Those are the simple things that they were trying to adapt. Yes, there are bigger problems they try to solve, around block-chains, making sure that they have less bullet effect, make the supply chain more streamlined. There are also simple operational issues where they are suggesting technology to intervene that can make

a significant impact both on costs take-out as well as the top line revenue impact. That is what IBM is doing. From a tech style a big junk will now slowly be moving. The question is: How do you start bringing in more meaningful tech not for the sake of automating a process? However, not for the sake of making an app when a human being was doing it much better but for the simple fact to drive efficiencies into the chain. Can it help stop being disrupted from the incumbents or even from new players. An Amazon is today disrupting a FEDEX. Same like the freight forwarders and all the clearing agents are being disrupted by the E-Commerce company itself, because they would do it all by themselves. So how does one start to bring technology which brings in that transparency using blockchain? Which brings in the predictability using AI which is able to drive deep analytical behaviour i.e. analytical tools etc.?

#### Question to Ms. De Bruijn

What is the airlines experience of the worldwide impact of disruptive tech in air cargo?

What are the concerns being discussed what steps are the airlines taking to deal with the changes in the market?

Important for Emirates Sky Cargo is always to have the customer centrally and to reason from a Customs perspective. Any initiative they take up is always for the benefits of the customers. As to the investments made and these are not the cheapest in terms of technology, these were examined whether they do outweigh the benefits. Talking about disruptive digitalization, they see a couple of things. At first it is important that all the parties are involved in the entire process. Taking the example of the E-Airwaybill that they rolled out many many years ago and today still the whole digital process is not possible because in with cargo, just like with the passengers, they still need a visa a stamp in their passport. For cargo there are the mandatory physical original certificates and still other old paperwork to be used. The cooperation between the various parties as Markus Mücke calls it the ECO system is extremely important. As well in terms of AI; we can do a lot with data, specifically for the supply chain because there are so many parties involved. So every party brings a certain intelligence in data alongside that one can use. They see a lot of potential, however there is still quite a road to get there in order to benefit from all the potentials.

#### Question to Mr. Muecke

The use of Internet of Thing (IOT) within supply chains helps to improve capacity, efficiency, reliability and costs. So, are forwarders already developing such IOT applications?

What kind of technologies could they be using now? And what is the swing for the rest of the world freight forwarders who are not?

It is obvious that as the question was asked this is top secret. Mücke was not ready to give a straight answer and wanted to turn this around. Of course they are working on it. IOT is obviously out there. They are testing it. We do pieces here a little bit of E-Commerce, a little bit of E-Airwaybill but eventually it is all about people, it is about talent. It is about finding the right young people who want to work in this environment and find out what they were doing here. Some of the forwarders are using start-up companies like Panalpina does, others do the same. But it is obviously a lonely moment in the IOT.

The Moderator Mr. Parikh turned "away" from the International perspective and turned towards India to Ms. Aggarwal

### Question to Ms. Aggarwal

There are rapid changes taking place in global manufacturing, trade and distribution, which are disrupting existing business models and practices and logistics service offering. On which Government policy would be based. How is the Indian Government approaching this moving target for enhancing our strength and positioning in the global aviation and air cargo sector?

"In the entire global supply chain government is today a partner in that chain rather than somebody who acts as a big brother or just a regulator. So the regulatory function is today combined with facilitation and partnering in order to strengthen the supply chain so that the Government actually doesn't become the weakest link in that chain or causes time and cost interference to the business."

Ms Aggarwal was hesitant to use the word disruption because it brings Nostradamus to her mind and predictions of doomsday. She believes technology is challenging us to stay relevant and to stay ahead of those who don't have the creative juices.

As to their policies for the air cargo system she gave two complete examples:

- 1) Technology is changing the aircargo and its packaging and all manner of the content which is to be moved. That causes or raises issues of safety as of the people involved in handling that cargo and also security related concerns. They are trying to put in place a number of initiatives. She was not naming all of them. They had come out with drone's regulations, and she felt that India is ahead of time on that. They are looking at automations or air taxis for passengers and at Electronic Declarations tolls. They are trying to see how the material can be moved in the most efficient manner using technology.
- 2) She shared an example the air transportation services. In the WTO there is an agreement on service which actually defines the roles or the commitments of governments and it reminds as well private cooperate entities of and to the rules that are enunciated or adopted. A few years after the agreement has been signed, E-Commerce ad vented. Many people raised the same issue on how do we handle technology, because technology was now underpinning E-Commerce. She remembered that India made the statement that the agreement on services is actually technology neutral. What that meant? If one looks at the air transportation service under that agreement, it allows government and all the players to take initiatives which suit the supply chain for each individual participant, whether it is the airline, the freight forwarding community, the airport or the regulatory body or the governance mechanism, to take initiatives which allow their supply chain to stay ahead of the need of the hour and to stay competitive and in business. The policy making front, the Government came out with a comprehensive civil aviation policy in 2016, where a lot of the foreseeable challenges were addressed. And yet, hardly two years down the line they were working on a National Aircargo Policy, because Government feels the need to stay relevant and to stay ahead of this relevance curve. How they were underpinning this relevance? They are trying again to make policy technology neutral. To ensure that the policy is based on performance parameters, obviously safety and security concerns are not negotiable. Within those parameters they are trying to stay ahead of time. One of the thoughts that came up to her mind when Markus Mücke earlier said that people are relevant, it's all about people. She felt that the interplay between man and machine is relevant. In essence, taking a trade analogy, global trade rules are very good or forward looking with regard to moving materials and exchange of services, cross boarder flows. Very bad with regard to moving persons for instance. What technology has done. It has in a sense made this phobia irrelevant, because sitting in a country you can now actually supply services without having to move there. In India they are setting up a National Logistics Platform or Portal which will bring in Multimodality. Kirsten de Bruijn mentioned that there were issues of the Airwaybill. Through that NLP they are trying to make a bill which works



irrespective of the mode of transport. It could be Road it could be Rail, air or sea. That's one component. They are trying to ensure that the specificities of the individual modes of transportation are dub tailed with each other and yet retain their individuality. We would have for instance an aircargo community system which leads into the NLP. It was to be a complete system, like a market place. The Government would be there, the airport would be there and the airlines and the entire freight forwarding community would be there. The best and worst of technology could guide that portal. Adding one thought even on safety and security functions they are digitizing or using the best of technologies. There is a ?? platform which allows the government again to automate the processes to maximum of the extent the risks would allow. There is again this performance and risk assessment aspect which would then underpin governmental policies on air cargo.

**AFI Chair, Mr Keshav Tanna** gave a short statement:

When he attended to one of the air cargo conferences in Mumbai a couple of month back. One of the panellist made a statement perhaps this is the first time that Govt. is moving faster than perhaps the private sector in India. He confirmed this was a very valid statement. Ms. Aggarwal had just approved that.

**At this point the Moderator Mr. Snehal Parikh** informed:

Reminding or adding to FIATA's competition statement that the AFI Chair had read earlier. He had been cautioned by the panellist that it should be clarified that when there is a talking about supply chain alliances they were in NO WAY talking about any kind of alliance that was in violation of any competition law anywhere. Given the airlines present at this meeting, it was talking about the need for alliances about cross segment full supply chain alliances, such that all of us together are in a position to offer our joint customer the best of what he really needs going forward.

**The Moderator** introduced Mr. Shankar Iyer who replaced Mr. Ashwin Bhat who send apologies.

Mr Iyer has managed Swiss World Cargo for the last 22 years. He is the Vice President of BAR India. He was the Airline Pioneer to commence EDI initiatives in India in partnership with ACAA for the establishment of the Industrial EDI platform for uplift etc.

**Questions to Mr. Iyer**

How should people ally or partner with each other, of course what is the assessment of the industry scenario on the part of the airlines and what steps could the airlines take?

Basically when he had pointed to alliances he was just trying to be a little bit cautious but by guessing and taking the words of Markus as he said ECO system so he was ok.

Basically the role of the airlines in the transportation chain is only 8-10 percent of the businesses. Nevertheless, they play a really pivotal role because they are crossing borders. That is where airlines are always looked upon by the trade, by the business community so that we bring in some changes there. But frankly he said: "We as airlines, at least from his company he was able to say (Swiss WorldCargo) we will work for Customer excellence and Customer delight." There were quite a few incidents behind their scope but while it is in their custody and while it is with them, they want to make it to the best as in terms of efficiency and quality. But having said that; they are not putting their head into the sand when it comes to external pressure. You mentioned analytics predict analysis. We are looking at AI going forward. As like Markus Mücke, he was not to name what they are going to do. They will use all these tools to make these experiences for making the move of goods seamless and lease an amount of cost burden on that.

### Question to Mr. Katgara

Where is the Indian Shipper showing signs of leading to make changes for his supply chain with his overseas counterparts whether it is the buyer or seller at the other end?

As a result of disruptive tech. How is the Indian Freight Forwarding Industry looking at these changes coming upon us and what is the Indian Forwarder the Industry might do?

IT is changing everything the way we think, the way we work and now we have seen this changing of the meaning of the English language, where disruptive has become a good word. Coming to the local scenario of customers and shippers accepting disruptive technology. To start with: - In disruption customers are champions. Accepting disruptive technology, they have to do it and they have been formed by the buyers by the local scenario, efficiency, speed, that change is necessary. For this there has been a lot of interactions with the buyers and the forwarders for changing their systems to be now more competitive to be more transparent to find end to end visibility. He sees the Indian Customer quite up-to speed in accepting the change to disruptive technology. The same would go with the forwarding fraternity. The forwarder he sees as one of the most versatile business houses. They have to change when there is change around them. The demand, the supply, the development of technology all this is part of his business. If he doesn't move if he doesn't change he is given perish. Forwarders in fact have taken in many times leads in developing systems collaborating with IT specialists to form end to end solutions to create visibility speed cost reduction for the customers. On the point of cost reduction, in fact he sees the forwarders he is magnanimous, because cost reductions have happened in the trade but to the forwarder he was not really seeing cost reduction happening. He for sure cannot function without IT. But today his developments in IT have made him increase costs in technology, in software in hardware, including sometimes manpower to cater to the needs. Because the demands and the needs of customer are becoming more and more.

The Moderator summarized a few of elements from the given responses.

Important was the government to feel that they are a partner in the whole supply chain and that the intention of government is to facilitate rather than regulate and therefore also to move with all of us in the tide. We need to have partnerships in the entire supply chains to put our heads together more than ever before.

In this situation of change those who take the lead will have the edge and therefore there is confidential initiative been taken by the different people, what is being done is not immediately visible.

He hoped that actually all will become aligned to the same direction so that as an Industry we are moving in the right direction.

As Mr. K. Agiwal had mentioned that disruption is not only for the sake of disruption, it also has to be meaningful and therefore the people who are affected by it should also be able actually to position themselves to the main relevant.

The Q&A session opened and questions were raised personally or via a Mobile phone application.

When everyone wants to get a hang of technology, how do large enterprises try to get on top without prior experience in IT capability and how do small/mid-size companies cope up with this change?

Mr. K. Agiwal replied in a lot of organizations people worked with legacy applications and therefore they formed Enterprise Resource Planning (ER) pieces to be deployed. How does a small enterprise behave versus the large? We all know there is an angle of change management that's required for a large enterprise and a small enterprise to move. And you would think that a small enterprise would

do it much faster than a large one. Actually they seen it the other way around. We have found a resistance with small enterprises to adopt new tech. They are slower. The optic and the differential that you are getting by adopting new tech for large enterprises is huge. So the business case comes out pretty easy. Therefore, the question comes to us. How do I am getting up my organization to start bringing in this change? This is depending on where I am on the curve, in terms of competence as far as IT is concerned and the skills within the organisation?

The moderator explained that he had filtered questions and excluded those which don't relate to the subject of the panel which is disruption and opportunities. There are some other questions which relate to day-to-day business which he was not bringing forward. He asked delegate kindly to excuse for that.

Government is modernizing Air cargo industry rapidly which is highly appreciable by world however we in India have to still for some part have to do it without technology since certain departments and divisions are not brought into change.

Ms. Aggarwal. India has always been a complex country to the world and you would have all the extremes available from the negative infinity to the positive infinity so you have the Billionaires jostling with those who are vastly below the poverty line. The fact of some departments not having quota with the others would also be a reality which they in the governance would jostle with.

There is a distinct way of dealing with technology in B2B and B2C relationships. As Mr. Katgara has indicated there is the costliness of the technology itself which is a reality and it needs to be grappled with especially in the B2C aspect where customization is perhaps the need of the hour rather than to providing one size fits all solutions especially in a country like India which is going to be an importer as well an exporter to reach down to the village level to provide E-Commerce she confirmed this poses a huge amount of challenges.

The Indian Government is working on a number of aspects in that as well. We have technology as a given and we are not working with technology that is: Where is the R&D that we as the freight forwarding community, we as the airlines airlines and government, are doing and assemble with the technology drivers or innovators and tell them; this is how you customize this aspect for us. So that we can bring down the cost and also make precise the serving of the needs. So the partnership would also lie with the technology makers. Whether we do it in India trough start-ups, trough make-up (making) India trough Champion Service Sectors where air transportation and other logistics services are a part of the twelve Champion Service Sectors where we would like to focus on and to bring them in. She said, that she was going a little long to say that they were trying to address every need whether it arises from Department A or Department B and also for the Government to look to create avenues through strategic and commercial relations with countries overseas. India engaged to have digital e-freight corridor between Mumbai and Schiphol Airport and they are testing that at the moment. Amsterdam has a smart airport programme and India went first and tied up with them to see how we could benefit from that smartness and make it win-win for all. One has to stay a little ahead of the curve at each turn and meet the needs. India also has for instance the world first physical airfreight corridors between two countries. Between Afghanistan and India. and were they using technology? Yes, technology does underpin those as well. Because they brought in Digital clearance or governance systems at both ends and neither of the two countries is the technology leader in airfreight from what she could hear. They are catching up and she felt that there are innovations which are possible among each of these participants to stay ahead.

Mr Parikh referred to Mr Katgara earlier statement: The forwarder as the intermediary is often blended with additional costs speaking at least the Indian forwarder as a typical case for hardware and software development. This is further aggravated by the fact that in India we have a situation that there are competing airports each developing their own system even customs have their system

and large Multinational forwarders would have their propriety systems. The Indian Air Cargo Association has developed an Industry platform called Uplift and the Government is developing the National Air Cargo Community System (ACS). Consequently, the average forwarder has to comply with individual independent systems and to feed data separately and independently into all these different unconnected systems- This is most time and cost inefficient. Rather than pockets of systems be developed there is the need when we are developing the new air cargo policy to also look at not only cargo movements but also information flows in an integrated manner. So when we talk of partnerships we should look at this as well in terms of integrating and interfacing.

**Ms. Aggarwal**, stated that the Indian Government was doing that, and she provided the examples. The ACS is intended to remove duplication information and also to optimize the reliability of the information They do not have to redo of what already has been done. The information flow moves through seamlessly without duplication into the system for all those who need to know, while there is data protection and all the other privacy requirements, security etc. foreseen. It adds the Icegate (India's National Trade Portal) So, regulatory systems were to be connected so that all the participants are there and advanced clearances and other kinds of transaction can be dealt with. The National Logistics Portal takes that step up at a wider play. Because they have digital road systems (Vahan and Sarathi), Railways voice system and the PCS which is the port cargo community system and will integrate all these into a Multimodal system which talks to each other without duplication. She sees technology as the best enabler for that. So it provides the opportunity to reach out to the 1.3 Billion consumer as well sitting in a village in India it also provides the opportunity to reach out to the smallest manufacturer (making handicrafts) for the business reaching out to producers who can serve customized needs as well to those being apart from the big business needs. The Big India Cloud, the Big India Digital Platform that is in the making. And she urged the International Cargo Community to partner with the Government of India and all the stakeholders who are participating in creating this digital platform.

**The AFI Chair, Mr. Keshav Tanna** explained why he had chosen this subject of disruption and opportunities for this session. It was all caused by a very simple message he had received.

"Uber, the world's largest taxi company, owns no vehicles. Facebook, the most popular media owner, creates no content. Alibaba, the most valuable retailer, has no inventory. Airbnb, the largest accommodation provider, owns no real estate.  
– (origin various sources on the worldwide web)

Which ways is the world is headed? It is all about technology. It is perhaps equal for all, some more in terms of skills some little less."

**The Moderator:** We are saying that is a people business. We are therefore talking about mind-sets. He was seeing three levels of mind set. One is at an industry level, we are talking about cooperation, partnerships etc. at company level we have been talking about looking at ROY Reach or Youth and not having resistance to change scene by adapt to take a change it would automatically benefit if I take a longer term view. At the operating level it is the people who are actually doing our business for us while we are seating in a conference here. There is somebody executing an airwaybill or operating a flight.

What kind of mind-set change is needed at that operating level?

How are we going as companies bring about that change make them understand train them tech train them to think out of the box and look beyond the SOP's that they have been used to?

**Mr. M. Mücke** replied he had hoped to get such question. There was talk about government. He said that he had started 42 years ago and it was all manual, typewriter, carbon copies nothing has

changed. One of his sons started two months ago in this industry which is still the same. It is now a little bit better, probably faster but not changed. He identified as most important issue to be looking the talents out there in the industry. People for their future are seeking for a work and life balance. Not work and life balance. His three sons are each one heading entirely different ways of career after they all had the same food, they had lived for eight years in India, in China but they have taken different choices. So if our industry is not attractive we won't find the new talents. We will not find the people for all the things we want to do. We do want obviously continue to be working with the front – office, with the customer service, with the back office and we want to introduce AI, however, you need the human being there in the beginning, without that you cannot do it. So it is about young people it is about females about males it is multi gender nowadays.

He continued, it is also about the as he calls it the ECO system. It cannot work independently; it is across the world. He was pleased to hear what India is doing but one should imagine what Mr. Sam Katgara and we are doing. They are working in 200 countries operational. Either it is through our own offices or through partners. We have to adapt to 200 countries' local systems. This is going to be insane. That is why he understands why IBM is pushing. It makes sense but probably it is going to take 200 years until it is really going to work. If you are not able to digitize from the border to the payment and you are not able to digitize from the crop to the fork to eat it, we are all dead. We already lost the battle on the integrator side fifty years ago when FEDEX and UPS came in and competition is coming with E-Commerce. It is about safety and security, he is one of those sitting in airplanes and he does not want to be blown up somewhere. It is about sustainability and it is about social responsibility and it is all about making money. The Government wants to make money by collecting taxes, he wants to make money for his company, the shareholder wants to make money and also Ms. De Bruijn makes money because also the business partner wants to make money it is all about ECO system and eventually how do we achieve this it is with the ECO system. He hoped that he answered the questions and guessed that he brought the message across.

The panel continued with a variety of additional Q&A and discussions.

**The Moderator's ending observation.**

He had hoped, that there would have been a tackling of a lot more on the second half of the title and that was on opportunities. They were still grappling with the disruption part of it and filtering out as an industry as to really where it is all headed and where we'd like to go and therefore he felt in conversations to follow it will not end with this panel discussion. This should be only a catalyst for industry thoughts at a joint level in partnership with governments and to see as an industry we can really move together towards this.

Small tokens of appreciation were given to the panellists.

The panel discussion was well received by the audience and the AFI's normal business meeting continued thereafter.

**The Chairman thanked the panellists and to Mr. Parikh for that extremely interesting session.**

**The Chairman welcomed with the next agenda item No.**

#### **4. Airfreight IATA CEIV Pharma**

Mrs. Andrea Gruber, IATA Head Special Cargo, the Chair announced also the presence of IATA's Global Head of Cargo who was accompanying Mrs. Gruber.

The presentation provided the audience with information on the latest development in the framework of transport of temperature sensitive healthcare and pharmaceutical products, how the industry is responding to the CEIV Certification program, the next key industry priorities and future developments in the airfreight industry.

This presentation is provided under Annex II

The Chair announced Mrs Joana Coelho, IATA-FIATA Governance Manager, to speak about the Agenda Item No.

#### 5. IATA-FIATA Air Cargo Program (IFACP) UPDATE

Mrs Coelho in her presentation gave members a swift overview of the current status of the new program. She informed briefly how a Forwarder can join, explained the formation and functions of the Regional Councils and about Implementation of the key milestones thus far achieved and those to ahead.

The slides pertaining to the IFACP update are attached under Annex III and all presentations will be made available on the [FIATA website](#).

The Chair with regret had to inform that Mr. Bill Gottlieb, FIATA Past President and GACAG Chair, was severely suffering from a cold he was not able to use his voice and that the contents of the next two agenda items were provided here with the minutes.

#### 6. ICAO – UPDATE

The ICAO - FIATA Dangerous Goods by Air Training Program enters its 6th year. We continue to add more training schools, and sponsor train the trainer seminars to promote further grow of the program. The training courses are undergoing an annual review by subject matter experts to ensure the material incorporates the latest changes to the ICAO Technical Instructions, which the 2019 IATA DGR manual incorporates.

FIATA and ICAO are also discussing ways to increase our mutual cooperation, and we anticipate entering into a new MOU with ICAO's Global Aviation Training Office in the near future.

In early September I had the honour to represent FIATA - AFI as a speaker at The Second Air Cargo Development Forum - Shaping the Future of Air Cargo, held in Zhengzhou, China. My presentation focused on the need for regulators to routinely audit regulations in order to ensure they remain functional and effective in the highly dynamic air cargo environment.

#### 7. GACAG – UPDATE

Next month will mark the end of FIATA-AFI's two year leadership of the Global Air Cargo Advisory Group. As is the GACAG customs I will step down as Chairman of this group and turn those responsibilities over to the Global Shippers Forum (GSF). Along our other members, the International Air Cargo Association (TIACA) and the International Air Transport Association (IATA), GACAG continues to act as an umbrella organization, for addressing international regulators on global issues impacting the air cargo industry in an effective and concerted manner.

8. Any other business

None

The Chair requested the members to mark the

9. Date and Place of the next meeting

The 100<sup>th</sup> AFI Meeting will be held as part of the Headquarters Meetings held between 15-17 March 2019 in Zurich, Switzerland.

Venue: Crowne Plaza – Room: Gottfried Keller  
Date: Friday, March 29, 2019  
Hour: 09.30 – 11.00

Hotel Crowne Plaza  
Badenerstrasse 420  
8040 Zurich, Switzerland

10. Closing

The AFI Chairman thanked the members for attending the AFI session and closed the session.

(八) 資訊科技顧問團 (ABIT) 會議資料

1、開會通知

## FIATA

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### ADVISORY BODY INFORMATION TECHNOLOGY (ABIT)

Doc. ABIT/020  
28 August 2018

To: Members of ABIT

From: Verena Schaer, Manager ABIT, on behalf of Ms. Anne Sandretto, Chairwoman of ABIT

Subject: Call of Meeting for the ABIT Meeting  
2018 FIATA World Congress

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### Call of Meeting

The Chairwoman of ABIT, Ms. Anne Sandretto invites you to attend the Advisory Body Information Technology Pre-Meeting on:

Friday 28<sup>th</sup> September 2018  
from 12:00 to 13:30

Venue Location: Hotel Pullman New Delhi Aerocity  
Address: Asset No 02, GMR Hospitality District  
New Delhi, Delhi 110037, India  
Phone: +91 11 4608 0808

Room : Peacock Ballroom

**"FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. Please familiarize yourself with FIATA's written antitrust policy which the secretariat has made available to all participants"**



## Agenda

1. Opening of the Meeting and welcome by the Chairwoman, Ms. Anne Sandretto
2. Competition and Compliance Statement
3. Approval of the Past Meeting Minutes (Doc. ABIT019 on FDDS)
4. Presentation by Mr Arnaud Le Hors, Senior Technical Staff Member, Web & Blockchain Open Technologies at IBM  
*Topic: Blockchain Explained: How Blockchain will fundamentally change the way we do business*
5. Presentation by Ms. Susan Malaika, Senior Technical Staff at IBM - Open tech for AI & Data  
*Topic: AI Today and Tomorrow: How AI will fundamentally change the way we do business*
6. Presentation by Mr Jaco Voorspuij, Senior Manager Transport and Logistics at GS1 Global Office  
*Topic: Blockchain and Artificial Intelligence work best when leveraging common global standards - New technologies only thrive when based on "established" standards*
7. Panel Discussion with Mr Le Hors, Ms Malaika and Mr Voorspuij moderated by the ABIT Chairperson, Anne Sandretto
8. Any other business
9. Closing of the Meeting and outlook on the next meeting at the FIATA Headquarters' Session 2019 in Zurich, Switzerland.

## FIATA

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### ADVISORY BODY INFORMATION TECHNOLOGY (ABIT)

Doc.ABIT/021  
29 October 2018

To: Members of ABIT

From: Verena Schaer, Manager ABIT, on behalf of Ms. Anne Sandretto, Chairwoman of ABIT

Subject: Meeting Minutes for the ABIT Meeting  
2018 FIATA World Congress

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#### 1. Opening of the Meeting and welcome by the Chairwoman, Ms. Anne Sandretto

Mrs. Sandretto opened the session welcoming all delegates and read the Competition and Compliance Statement.

She mentioned that this session will be an educational session in order to understand better how the technology will change the way of working in our transport and logistics industry. She stated that FIATA decided to move towards paperless trade. The digital dimension journey has started in ABIT with a cross-entity approach whereby several stakeholders are considered. A milestone was made in the last congress when an MoU was signed with GS1. Another one was when the ABIT attended the Sea Group Meeting in February 2018 to ensure dialogue with their delegates and align. 5 pilots on the eFBL have been started in collaboration with essDocs.

#### 2. Approval of the Past Meeting Minutes (Doc. ABIT019 on FDDS)

The meeting minutes were approved without modifications.

#### 3. Presentation by Mr Arnaud Le Hors, Senior Technical Staff Member, Web & Blockchain Open Technologies at IBM

*Topic: Blockchain Explained: How Blockchain will fundamentally change the way we do business*

Mr Le Hors mentioned that the mission of his group at IBM was to help all product groups implement their open source and open standards technologies. Most recently he was involved in the hyperledger, whose mission is to provide the industry at large with blockchain technologies. His presentation covered the essentials of blockchain for business and why it is relevant for freight forwarders.

Businesses never operate in isolation. They are participants in a business network. Business networks will connect customers, suppliers, banks and regulators and will cross geographical boundaries. Wealth is generated as goods and services move across this network; this flow is referred to as a market. Growth of wealth can be constrained if the network is heavily silo'd or inefficient.

Ledgers are not new – they have been used for double entry book keeping since 1494 when Luca Pacioli (the Franciscan monk) published his work on double-entry book-keeping. Commercial usage of the term is for the "principal book of account" in a business house. The system of record for recording asset transfer in and out of a business.

What's new here is the shared ledger - up to this point each participant had their own Ledger. This sharing is the foundation for innovative business solutions. This introduces an interesting set of technical challenges, including (1) participant identity and privacy & (2) transaction privacy.

The novel Blockchain architecture give participants the ability to share a ledger which is updated every time a transaction occurs through peer to peer replication. Cryptography is used to ensure that network participants see only the parts of the ledger that are relevant to them, and that transactions are secure, authenticated and verifiable. Blockchain also allows the contract for asset transfer to be embedded in the transaction database determining the conditions under which the transaction can occur. Network participants agree how transactions are verified through consensus or similar mechanisms.

Blockchains are all about adding irrefutable proof to transactions. Blockchain technology enables the Bitcoin crypto currency and is best known for this usage. However, the shared ledger technology is separate & separable – applicable to a whole range of business challenges that cross all industries.

There are use-case examples everywhere, and we're still in the early days of understanding the potential. Also be aware that many use-cases (e.g. supply chain) are cross industry. Blockchain use-cases tend to require the influence of one or more external stakeholders. An example of a non-financial market maker includes Apple, if for example you wanted to create a secondary market for music licenses. Another example is the diamond industry. You can go to the diamond store and there is a blockchain created database with all information accompanying the stone from the mine to shop.

There are key players: Regulators who enforced the rules, industry groups and market makers who innovate new services.

Mr Le Hors gave the example of IBM and Maersk who have launched TradeLens. The platform is built on an open technology stack and is underpinned by blockchain technology. He mentioned the number of stakeholders, inefficiencies, siloes. And in this sample case Maersk can check all information attached to a container, involve all stakeholders including Customs, insurances, bankers, etc. At any point of time you can see who is the next actor who needs to make a transaction.

Mr Le Hors went on advancing arguments to convince:

"Artificial intelligence can be exploited to the benefit of the business by extracting information from the platform. It benefits all the different players. The authorities like the system because blockchain provides traceability and transparency in a permission system where you need to have the keys to access the system. Information is immutable, transactions cannot be reversed; you create new transactions that have the effect of reversing the previous one. It puts an end to fraud. TradeLens is in early adoption, general availability is planned by end of this quarter."

**4. Presentation by Ms. Susan Malaika, Senior Technical Staff at IBM - Open tech for AI & Data**

*Topic: AI Today and Tomorrow: How AI will fundamentally change the way we do business*

Ms Malaika explained Artificial Intelligence (AI) is about analyzing the past, predicting the future and providing actions in the present. AI relies on having digital data.

Computing has moved along. In this era much more data is stored. AI is used for facial recognition, purchase recommendations. Computers learn how to respond to customers. Huge investments are happening in AI. We can expect it to grow and be used more and more in every discipline.

The whole topic is called Artificial Intelligence, but sometimes people talk about Machine Learning. A term used when it is a combination between software and human. For example, recognizing if a photo has a cat. The computer would be given the information to identify a cat. So the computer will be given this information by a human and know what it should look for. Deep learning is when the human does not even give information about the specifics to the computer. It tells the computer this is a cat, this is something else, this is a cat, this is something else and the computer learns to distinguish.

She presented a use case of AI: a company building contracts used AI as a way to give people a common view of everything that is being bought. A visualization was done that enabled predictions on the next contracts. That meant addressing the reality that procurement staff simply lacked the time to dig out and analyze volume and pricing details for thousands of smaller supplier relationships.

The way we should think about it is asking how do you want your supply chain to work? Look at the data you have and bring it together to actually help you predict the future. AI skills are also necessary.

IBM has services and function capabilities that are already trained to do some recognition of what it is in photos, of language recognition. You can use Watson, an IBM development, to apply AI. In a blockchain world you have a single source of truth. Bits of information passed between stakeholders are placed in the shared ledger. AI can start interpreting information on this ledger.

AI will get deeper and deeper in the systems, more data will be analyzed, how entities deal with each other will be different. You will be able to target much more regularly, personalize at scale. Even if two of us buy the same thing you do not get the same recommendation. AI takes everything into context. The whole planet will be instrumented sending messages to big servers.

An emerging area is how to trust AI. AI will need regulation and institutions because it will need to be able to explain itself. An example is that when you buy AI you get a factsheet with a standard telling you how it was trained, what photos were used to train it. These are activities emerging now to make sure that AI is unbiased.

**5. Presentation by Mr Jaco Voorspuij, Senior Manager Transport and Logistics at GS1 Global Office**

*Topic: Blockchain and Artificial Intelligence work best when leveraging common global standards - New technologies only thrive when based on "established" standards*

Mr Voorspui started by recalling that GS1 is a neutral organization and not-for-profit. They are not an IT company. They help their User Community develop standards that may then be used by all including IT providers. It is user-driven and inclusive. They are organized in ways similar to FIATA (Global and Local) and we are active in over 150 countries worldwide. GS1 standards are used widely throughout the Supply Chain but more on that later and whatever the mode of transport.

He highlighted that the main issue is interoperability. We need to be able to work together as an industry. There has not been a strong collaboration culture in the past. Collaboration needs now to go further in order to remain relevant for customers, the shippers of goods.

A shipment is not understood the same by everybody. One thing that needs to be fixed is the common semantics in order to apply the agreed terms and conditions. Individual things moving along the supply chain need to be identified. Many identification numbers are required. Once the things are identified in our IT systems, you have to be able to link the physical object back to its information. What are the kinds of information that you may wish to exchange? GS1 identifies three main groupings: events such as the buy and sale of transport and logistics services and the exchange of master data about the product and the location.

Blockchain is an information sharing technology. It has added value to share information related to transactions. Because of its immutable character it should only be used for the final version of a transaction. A valid challenge includes the interoperability of multiple ledgers. There is an unsolved issue on access. Blockchain has a huge potential but some hurdles need to be solved. BCT are not directly compatible and collaboration requires common standards for identification, information sharing. Artificial Intelligence in terms of the technologies used is pretty much a mature technology. Where more effort is needed is to make sure the right AIs are created for the jobs for which it is required in the industry.

**6. Panel Discussion with Mr Le Hors, Ms Malaika and Mr Voorspuij moderated by the ABIT Chairperson, Anne Sandretto**

Mrs Sandretto summarized as follows: Shared permission ledger with consensus and interoperability is what the industry needs. AI will help integrate and understand data to create new value and optimize ecosystems. To reduce risk and seize the business opportunities, it is important to choose the right key players and develop strategic partnerships. International Standards bring trust. Interoperability is essential making the link between the different blockchain projects with traditional applications and ensuring stakeholders communication requires legal interoperability and also technical interoperability.

Mr Voorspuij mentioned that trust comes in different levels. A trusted environment is, for example, as in essDocs in a preconfined environment. For other environments you need other kinds of trust. Ask the question: Can I trust this data? Can it enable me to make the right decision?

**Questions from the audience:**

- What is an example of the application that Maersk is doing with IBM Blockchain? TradeLens is a platform. Maersk was interested because shipping their containers, their primary function, is the easy part. Dealing with the paper trail was a burden and more complicated part. Their primary interest was to utilize blockchain to share information and create a central repository. It is not a central database, you do not need to trust a specific party. A single party cannot change the information without

the others knowing. There are regulators, port authorities, insurers, etc. All actors need to come together. Everybody will need to integrate with the platforms. Note everyone will need to run a node, but the topology can be different complex and with different levels. For now, there are two nodes one run by IBM and the other run by Maersk. This example gives us the chance to identify key players, FIATA needs to identify its partners.

- What is the biggest challenge in blockchain implementation when working with multinational companies? The multinational angle does not make a difference. The biggest adoption challenge is that you cannot do it on your own. There is a design process from beginning to deploying the solution at the end. One step is the workshop design, two architects from customer meet with two IBM architects. The conversation can be very difficult. Customers have problems expressing the common needs. Several customers trying to find a solution need to agree on their common needs first. Those parts of the organizations that need a solution that can be solved in blockchain should be work on this.
- How do we guarantee shipper confidentiality?  
Data is being collected everywhere by private companies. We see a huge step forward with the GDPR. It has affected the world to make us all more aware of ownership of data.
- The business model perspective: Is blockchain going to replace the business model or change it? We see blockchain in startups with big developments. In the blockchain community at large the whole movement behind cryptocurrency has people creating money systems. Those financial companies that those people claim they are going to get rid of are already implementing blockchain for their own improvement. Existing businesses will not disappear entirely except if they do not adopt technology. There is really value with blockchain, but we are still in the process of understanding the benefits and transitioning.
- Are documents like the FBL useful as a starting point for standard setting? They are useful in the sense that they help us identify what the words are that we are going to use with each other. It is also interesting to see how words are grouped together, it is a starting point for us to get the semantics and data models agreed upon. It is a fairly confined space for experimentation so you can actually much better interpret the actual results from your experiments to go much broader afterwards. It is a core foundational document.
- Do you have live examples of the use of blockchain? Everledger is a diamond company that was an early adopter of blockchain. They have passed the phases of proof of concept and these systems exists today. There are applications today. In the case of TradeLens they first developed it and have now an early adopter phase with selected set of companies to join and test the network and move progressively. At this stage there are a lot of proofs of concept in the transportation industry. One of the most important aspects is training.

#### **7. Any other business**

No other business was raised.

#### **8. Closing of the Meeting and outlook on the next meeting at the FIATA Headquarters' Session 2019 in Zurich, Switzerland.**

The Chairperson closed the meeting and looked forward to meeting all delegates in Spring in Zurich. The exact programme will be published on the FIATA website in November.

## (九) 複合運輸事務 (MTI) 會議資料

### 1、開會通知

# FIATA

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MULTIMODAL TRANSPORT INSTITUTE (MTI)

Doc. MTI/693  
2017-08-31

To: THE DELEGATES OF THE MULTIMODAL TRANSPORT INSTITUTE

cc: Members of the Extended Board  
Honorary Members of the Board  
Honorary Members of FIATA  
Association Members  
CLECAT

From: René Zimmermann, Secretary of the Institute  
on behalf of Mr Robert Keen, Chairman of the MTI

Subject: Meeting of the Multimodal Transport Institute  
Delhi, India on 28 September 2018

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## Call of Meeting

The Chairman of the Multimodal Transport Institute, Mr Robert Keen invites you to the meeting of the Multimodal Transport Institute (MTI)

on Friday, 28 September 2018  
from 14.30 – 16.30 hours

at the Hotel Pullmann  
Peacock Ballroom  
Aerocity Hospitality District  
IGI Airport New Delhi  
110037 NEW DELHI, India

[www.fiata2018.org](http://www.fiata2018.org)

The chairman will read at the beginning of the meeting the following statement:

*FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. It is mandatory that you familiarize yourself with FIATA's written antitrust policy which the secretariat has made available to all participants.*

Please find the Agenda enclosed.

## **Agenda**

1. Opening an introduction of the meeting by the Chairman, Mr Robert KEEN
2. Approval of minutes of the MTI meeting in Zurich on 18 March 2018 (Doc. MTI/687)
3. Presentation about the CTU Code
4. Rail Transport report presented by Dr Ivan Petrov, Chairman of the Working Group
5. Road Transport report presented by Mr Tomas Suhanyi, Chairman of the Working Group
6. Sea Transport report presented by Mr Jens Roemer, Chairman of the Working Group
7. Launch of the new Working Group Sea Best Practice Guide
8. Close at 15.30 hours and pass to moderator of speaker session
9. Opening remarks by the Moderator Mr Shantanu Bhadkamkar, FFAI
10. Cargo handling in global acting ports and its challenge in a digitalized world  
  
Mr Jan Hoffmann, Chief, Trade Logistics Branch Division on Technology & Logistics  
UNCTAD, Geneva  
  
Mr Rizwan, CEO of DP World (tbc)  
  
Mr Sanjiv Garg, Indian Railways Traffic Service
11. Open discussion on topics emerging from the session and suggestions from the floor
12. Closing of the Session



## 2、會議紀錄

# FIATA

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MULTIMODAL TRANSPORT INSTITUTE (MTI)

Doc. MTI/695  
2018-11-06

To: THE DELEGATES OF THE MULTIMODAL TRANSPORT INSTITUTE

cc: Members of the Extended Board  
Honorary Members of the Board  
Honorary Members of FIATA  
Association Members  
CLECAT

From: René Zimmermann, Secretary of the Institute  
on behalf of Mr Robert Keen, Chairman of the MTI

Subject: Meeting of the Multimodal Transport Institute  
Delhi, India on 28 September 2018

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### Minutes

#### 1. Opening an introduction of the meeting by the Chairman, Mr Robert KEEN

The Chairman of the Multimodal Transport Institute, Mr Robert Keen, opened the meeting at 14.30 hours and welcomed the participants.

He read the following statement:

FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. It is mandatory that you familiarize yourself with FIATA's written antitrust policy which the secretariat has made available to all participants.

He explained that the MTI meeting has a new format, it is a mixture of feedback from what the WG dealing with as well as a discussion forum which will be hosted in the second half of MTI meeting.

#### 2. Approval of minutes of the MTI meeting in Zurich on 18 March 2018 (Doc. MTI/687)

The minutes were approved.

#### 3. INCOTERMS 2020

Mr Keen reported that the International Chamber of Commerce (ICC) will have new international INCOTERMS in 2020. INCOTERMS 2010 started on 1st January 2011 however planning is a lot more advanced and the launch will be January 2020. He thanked Mr Tej Contract by his efforts in this project. FIATA appreciated his assistance in this matter.

#### 4. Sea Transport report presented by Mr Jens Roemer, Chairman of the Working Group

Mr Roemer reported on the activities of the Working Group Sea Transport.<sup>1</sup>

#### 5. TRADELENS<sup>2</sup>

Mr Nicolas Buhmann provided a presentation about the new project TRADELENS. He explained that IBM and MAERSK have launched TRADELENS. This is an open and neutral supply chain platform poised to transform the industry.

- TradeLens is built for the industry and offers benefits to trade participants from across the supply chain ecosystem

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<sup>1</sup> Mr Roemer's report is enclosed with the minutes as Annex II

<sup>2</sup> Mr Buhmann's presentation is enclosed with the minutes as Annex III

- Responding to industry feedback, IBM and Maersk have revised the approach and are proceeding under a collaboration model, which offers greater flexibility and responsiveness to industry feedback
- An Industry Advisory Board will help to shape the platform and drive standards
- Maersk Line and Hamburg-Sud are participants under the same terms as other network members
- Core platform components are available today under an Early Adopter program; full release remains on target for Q4 2018

#### 6. Rail Transport report presented by Dr Ivan Petrov, Chairman of the Working Group<sup>3</sup>

Dr Ivan Petrov reported about the FIATA and OSJD 2nd joint seminar on Combined Transport held on 11 and 12 July in Istanbul, Turkey. Under the theme "New possibilities of Europe – Asia – Europe multimodal transportation", delegates discussed the critical aspects for development of Asia-Europe transport corridors, namely political support, unification of trade laws and trade facilitation, challenges and best practices. The meeting was hosted by the UTIKAD the Turkish Association member of FIATA and attracted 55 participants from 18 countries.

FIATA and UIC have decided to organise the next Rail Market Place Seminar in 2019. Place and date to be announced. Euro-Asian rail freight corridors transit many countries, all members of UNECE or UNESCAP. Each has a different national railway system, structure, and a different legal regime governing the international rail transport; for example, the convention concerning International Carriage by Rail (COTIF), and its uniform rules regarding the Contract of International Carriage of Goods by rail (CIM). In addition, the agreement on International Railway Freight Transport (SMGS).

#### 7. Road Transport report presented by Mr Tomas Suhanyi, Chairman of the Working Group

Due to time constraints, Mr Suhanyi was unable to address the delegates. His written report was available.

The TRAN Committee of the European Parliament voted on the following proposals of Mobility Package 1:

- Charging of heavy goods vehicles for the use of certain infrastructures -2017/0114 (COD) – Rapporteur Christine Revault d' Allones Bonnefoy;
- Charging of heavy goods vehicles for the use of certain infrastructures as regards certain provisions on vehicle taxation – 2017/0115 (CNS) – Rapporteur Deirdre Clune;
- Interoperability of electronic road toll systems and facilitating cross-border exchange of information on the failure to pay road fees in the Union

The Council adopted a general approach on updated electronic road tolling rules, which include a legal basis for sharing of information between Member States. This initiative was based on the wish of Member States to grant each other access to national vehicle registration data in order to facilitate the tracking of owners of foreign vehicles that fail to pay road tolls. The possible administrative or legal consequences following this update will depend on the national law of the country where the failure to pay a road fee took place.

The draft directive aims at improving the interoperability of electronic tolling systems across Europe through the removal of administrative barriers and by providing electronic tolling providers easier access to the toll collection market. This aims at allowing road users to travel across the EU while paying their electronic tolls with one on-board unit, one contract and one invoice.

Furthermore, the Council has strengthened the provisions on data protection in this general approach.

He informed the delegates that

- TIR is operational in China as from 18 May 2018. First TIR transport performed by two Chinese and one Russian TIR carnet holders. Currently TIR transport performed by Kazakh operators (from China) and Uzbek operators (to/from China)

<sup>3</sup> Dr Petrov's presentation is enclosed with the minutes as Annex IV

- TIR is operational in Pakistan as from as 18 April 2018. First TIR operation took place in July, goods transported from Iran to Pakistan, TIR IT tools used in full scope in both Iran and Pakistan. Next milestone – to extend digital TIR to the entire length of the ITI (Islamabad – Tehran – Istanbul) corridor
  - TIR is operational in India as from as 15 August 2018
- Customs offices in the port of Mumbai and Delhi are open at the first stage, the number of customs offices to be further expanded. First TIR operations under preparation; TIR in India paves the way for the activation of INSTC corridor (International North South Transport Corridor). The INSTC was initiated in 2000 by Iran, Russia and India connecting Indian Ocean and Persian Gulf to Russia via Iran. The INSTC was expanded to include eleven new members, namely: Azerbaijan, Armenia, Kazakhstan, Kyrgyzstan, Tajikistan, Turkey, Ukraine, Belarus, Oman, Syria, Bulgaria (Observer). Moreover, the INSTC should reduce transport costs and transit time.
- There could be synergies between the FIATA multimodal bill of lading (Transport document and TIR Carnet (Transit customs document).

#### 8. Launch of the new Working Group Sea Best Practice Guide

Mr Jens Roemer reported about the new Best Practice Guide on Demurrage and Detention in Container Shipping. He mentioned in his report that FIATA respects that demurrage and detention charges are valid and important tools for shipping lines that the equipment must be returned as fast as possible. Merchants exceeding relevant free times should be penalized for the use of the container. Merchants should not be subjected to unjust and unreasonable charges. There are strong indications that shipping lines abuse the charging of demurrage and detention to increase profits. FIATA felt that Demurrage and Detention practices must be reviewed and suggested that commercial partners should review the clearly defined issues related to demurrage and detention charges and negotiate agreements.

The document can be downloaded from the FIATA Website:

[https://fiata.com/fileadmin/user\\_upload/documents/recent\\_views/MTI/FIATA\\_World\\_Congress\\_2018\\_-\\_Presentation\\_New\\_Working\\_Group\\_Sea\\_-\\_Best\\_Practice\\_Guide\\_on\\_demurrage\\_and\\_detention-.pdf](https://fiata.com/fileadmin/user_upload/documents/recent_views/MTI/FIATA_World_Congress_2018_-_Presentation_New_Working_Group_Sea_-_Best_Practice_Guide_on_demurrage_and_detention-.pdf)

#### 9. Presentation by Mr Xavier Britto, Chairman of Kerry, India

Mr Britto reported about his views on the digital impact and the challenges in the freight forwarding business. India made a lot of progress in the digitalisation over the past years despite of the challenges. It is estimated that the digitalised commerce will grow rapidly over the next few years. The digital world provided us the comfort of cost effectiveness, but the society is urged to make compromises because of its complexity. Multimodal transports are the challenges for the digitalisation. The digital application is different from country to country and belongs of the regulatory regulations of each country. He supposed that it is very expensive to apply digitalisation by mid- and small size freight forwarders.

#### 10. Opening remarks by the Moderator Mr Shantanu Bhadkamkar, FFFAI

Mr Bhadkamkar mentioned that several forces changed the basic of the freight forwarding business. There will be additional evolutions not only digitalisation.

#### 11. Cargo handling in global acting ports and its challenge in a digitalized world

Mr Jan Hoffmann, Chief, Trade Logistics Branch Division on Technology & Logistics UNCTAD, Geneva<sup>4</sup>

Mr Hoffmann reported that there are three stages which have an impact on digitalisation.

1<sup>st</sup> Optimisation: An important driver for the optimisation of port calls is that relevant data is shared in advance. This enables better planning of berth occupation, availability of equipment, labour resources, as well as stowage planning and the subsequent distribution and delivery arrangements.

<sup>4</sup> Mr Hoffmann's presentation can be downloaded from the FIATA Website

2<sup>nd</sup> Extension: Today, the tracking of cargo in cases of incorrect delivery is nearly impossible. It is also hard to identify where in the chain the issue occurred. This is due to a number of missing mechanisms, e.g. reliable record of identity, transparent and verifiable trail of ownership and up to date cargo traceability information. Possible solution: Blockchain can be used to solve some of these challenges by creating an electronic immutable transparent and verifiable decentralised record around cargo documentation. Additional benefits from such a solution would include access to reliable information that can be used for risk management or financial purposes, the creation of automated smart contracts around container documentation and a reduction of human errors due to automated processes. Barriers: implementing an early stage technology brings a number of risks, including cyber security, resistance to adoption and the need to retrain people to work with the new technology. There are also challenges related to regulation in particular related to the legal validity of electronic documents.

3<sup>rd</sup> Transformation: Urgency among leaders to embrace digitalisation, to better understand the implications and to transform the enterprise to respond to the new reality.

#### Mr Sanjiv Garg, Indian Railways Traffic Service<sup>5</sup>

Mr Garg reported about the dedicated rail freight corridors in India. These corridors are linking the four metro cities in India. Connecting North India with Mumbai respectively Kolkata. The concept started in 2006 and now in 2018 it is nearly reality. The World Bank is co-funding this huge infrastructure work. The Western Corridor was designed for double stock trains and the maximum train length will be 1500 meters. They have increase the maximum speed from 75 km to 100 km for freight trains. A contract has been negotiated between Indian railways and the Dedicated freight corridor Cooperation of India. The contract will be valid for 30 years. The first train was running in 2015 only on part of the whole corridor. The new corridors will provide connectivity to all of the major ports. He referred to the container logistics and mentioned that India's global ranking of the World Bank's 2016 logistics performance index shows that India jumped to 35th rank in 2016 from 54th rank in 2014. The global logistics industry employs 40 million professionals and Indian logistics industry employs about 22 million. India is one of the fastest growing economies in the world. Container handling capacity at Ports is planned to be increased to 47 million TEUs by 2020 (present 10.35). India handled around 14.68 million TEUs in 2017-18 at Major Ports. The challenges for the Indian logistics are: the high logistics cost, the under developed material of handling infrastructure, the fragmented warehousing and the lack of seamless movement of goods across the various modes of transportation. India has international rail freight traffic with Pakistan, Bangladesh and they are developing with Nepal.

#### Mr Sachin Bhunushali, CEO, Gateway Rail

Mr Bhunushali reported that there is a need of integration of the multiple actors, multiple documents and multiple regulatory processes. The VGM is an important information for all modes of transportation. There are various international conventions in place (Hamburg, Hague Visby etc.) but nowadays it is very difficult to follow these rules. There are only three ratifications of the Rotterdam Rules. There should be some element on e-commerce in the conventions. There should be a common law on Multimodal Transport which is important for the digitalisation.

#### 11. Open discussion on topics emerging from the session and suggestions from the floor

Mr Roemer replied that FIATA can force awareness, but cannot force the stakeholders to follow the guidelines. The document is written in a balanced manner, without emotions. It should help freight forwarder to argue and create awareness, it could also be helpful when dealing with government officials. It creates transparency about the various issues. He added that there are developments in the United States. The FMC is investigating on the fact-finding on demurrage and detention charges. This subject has a lot of attention for the time being.

Mr Keen said that FIATA published a very strong press release back in 2015 which is still relevant concerning some of the suspect surcharges.

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<sup>5</sup> Mr Garg's presentation can be downloaded from the FIATA Website

Mr Shantanu said that FFFAI could assist if freight forwarders, when an agent at destination delivered a shipment without collecting the original bill of lading.

Mr Garg said that the Indian Western rail freight corridor would be fully operational by 2020. Container transport are possible to and from Bangladesh, Pakistan would be also possible but for the time being he could not predict a date. The introduction of this corridor was to reduce logistics costs. Higher payload, faster transport, lower unit costs for hinterland transportation. The trains are to be expected to run on a timetable basis. Transit time should be not more than 3 to 4 days to hinterland destinations and there should be no conflict with passenger train.

## **12. Closing of the Session**

The next MTI meeting will take place on 28 March 2019 during the FIATA Headquarter Session in Zurich, Switzerland.

There being no further business, Mr Keen thanked the speakers, the moderator and the WG chair for their preparation work. The meeting closed at 16.30 hours.

## (十) 會員大會 (General Meeting) 會議資料

### 1、開會通知

## FIATA

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### CALL for GENERAL MEETING

#### Electronic Distribution only

Date: August 16<sup>th</sup>, 2018

To: All Association Members of FIATA  
FIATA Individual Members (for information)

Copy: The Presidency of FIATA  
Members of the Extended Board of FIATA  
Honorary Members of the Board of FIATA  
Honorary Members of FIATA

From: Hans Günther Kersten, Director General

Subject: Ordinary General Meeting to be held at the  
  
Peacock Ball Room - 1 & 2  
Hotel Pullman New Delhi Aerocity  
Asset No 02, GMR Hospitality District,  
New Delhi, Delhi 110037, India

on September 29<sup>th</sup>, 2018 at 11:30 hrs

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Dear Madam/Sir,

Pursuant to Article 5.2.2 of the FIATA Statutes, the President of FIATA, Mr Babar Badat, is pleased to invite you to attend the next ordinary General Meeting of FIATA, which will be held as specified above. This invitation is valid as Call of Meeting for all FIATA Members and contains the Agenda (annex 3) prepared pursuant to article 5.2 of the Statutes.

We would like to draw your attention to the **Statutes** of FIATA, which are attached as well as published on our website [www.fiata.com](http://www.fiata.com). These stipulate the rules and the tasks of the General Meeting. The General Meeting Rules of Procedure are also attached for your convenience. If you have any questions with regard to these Rules, please do not hesitate to contact the FIATA Secretariat.

For Association Members only, a list showing the names of the associations' delegates entitled to vote is also attached to this invitation. The document reflects the data we have on record at the time of mailing. The data is fairly recent, but if you wish to amend any of the data, please use the attached nomination form (please update as necessary and return to Angela Song [song@fiata.com](mailto:song@fiata.com) as soon as possible, not later than three weeks before the meeting, i.e. the deadline is September 8<sup>th</sup> 2018). This notwithstanding, we strongly encourage you to immediately check that your association's data is correct. If not, amendments should be sent without delay. We thank you for your co-operation.

We would also like to draw your attention to the following important subsections of Articles 4 and 5 of the Statutes of FIATA:

- 5.2.2 The General Meeting shall be convened once a year by the President; the written invitations must be sent to the Association and Group Members at least six weeks before the meeting starting date, time and the agenda.
- 5.2.3 Motions for extensions to, or modifications of the agenda must be submitted to, and received by, the Secretariat at least two weeks prior to the meeting.
- 5.2.7 One delegate may exercise a maximum of twelve votes including his or her own.
- 4.6.2 **Membership shall be suspended if the member does not meet its financial obligations** in due time. The Secretariat shall inform the member of its suspension in writing. Suspension shall be deemed annulled with the receipt of all amounts outstanding.

Please note that the text of subsection 5.2.7 above is an abridged (and updated) version and you are strongly encouraged to read the full text of the Statutes.

Registration of the delegates entitled to vote at the General Meeting starts at 10.00 hours in front of the meeting room and we expect many delegates to register. For this reason, we would appreciate if you could register as early as possible. **Registration will stop at 11.15** and we count on your cooperation to allow a smooth registration process.

Please note that paper copies of these documents will not be available on site and we therefore strongly encourage you to print your own if you wish to use paper documents.

All participants' and delegates' attention is drawn to the following important competition rules compliance statement: *"FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. It is mandatory that you familiarise yourself with FIATA's written antitrust policy which the Secretariat has made available to all participants."* **All participants and delegates are obliged to abide by these rules at all FIATA meetings.**

The office of the Secretariat in Glattbrugg will be at your disposal to provide additional guidance and information until **September 21<sup>st</sup> 2018**. After that date, we kindly ask you to understand that services may be impeded by most of the staff travelling to Delhi. We thank you in advance for your understanding and recommend that any emerging issues be brought to our attention well before September 21<sup>st</sup> if you expect an answer before the Congress.

We look forward to welcoming you at the General Meeting of FIATA in Delhi.

Hans Günther Kersten  
Director General

## AGENDA

- 1) Opening of the General Meeting - FIATA President's welcoming address  
Statement – Competition legislation compliance Annex 1
- 2) Acceptance of the List of delegates entitled to vote  
pursuant to Article 5.2.7 of the Statutes Annex 2
- 3) Adoption of the Agenda
- 4) Approval of minutes of the previous General Meeting  
held in Kuala Lumpur on October 8<sup>th</sup> 2017 Annex 3
- 5) Admittance and exclusion of Association Members  
pursuant to Article 4.2.1 and Article 5.2.1b of the Statutes
  - a) Admittance
  - b) Exclusion
- 6) Approval of the annual report 2017/2018 on the activities  
of FIATA pursuant to Article 5.2.1c of the Statutes Annex 4
- 7) Financial Matters
  - Treasurer's Report – Financials 2017 Annex 5
  - a) Approval of 2017 financial statements  
pursuant to Article 5.2.1d of the Statutes Annex 6
  - b) Approval of 2019 Budget pursuant to  
Article 5.2.1d of the Statutes Annex 7
  - c) Acceptance of the Auditor's report accounts  
pursuant to Article 5.2.1d of the Statutes Annex 8
- 8) Granting discharge to the Presidency Members  
pursuant to Article 5.2.1g of the Statutes
- 9) Adoption of Members' annual subscription scheme for 2019  
pursuant to Articles 4.7.2 and 5.2.1l of the Statutes
- 10) Change of article 5.5.1 of the Statutes:
  - Current wording: "The General Meeting shall elect from its members two financial auditors and a deputy auditor. Neither of them may be a member of the Presidency or the Extended Board. These shall examine the books and the annual accounts and report to the General Meeting on the conformity of the books and accounts with the laws."
  - Proposed change: Delete "from its members".
- 11) Information on the FIATA Foundation Vocational Training
- 12) Granting or cancellation of Honorary Membership, if any  
(Article 5.2.1k of the Statutes)



- 13) Approval of business conditions and regulations, if any  
(Article 5.2.1m of the Statutes)
  - a) Changes to FIATA Comprehensive Policy Handbook **Annex 9**
- 14) Establishment, liquidation and merger of institutes, if any  
(Article 5.2.1n of the Statutes)
  - a) Merger of Advisory Body Vocational Training and  
FIATA Logistics Academy into FIATA Academy **Annex 10**
- 15) Any other business

#### Attachments

Competition compliance statement:

*FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. It is mandatory that you familiarize yourself with FIATA's written antitrust policy which the Secretariat has made available to all participants.*

All other attachments are only relevant for Association Members and will be sent separately to them.

# FIATA

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## GENERAL MEETING

2018-08-29

### LIST OF DELEGATES ENTITLED TO VOTE

(as registered with the Secretariat on 8 October 2017)

Please remember each Country or Region has 4 votes and can nominate up to 4 delegates.

All amendments, i.e. new nominations, have to be made with the attached form, which we kindly ask you to return by e-mail before 19<sup>th</sup> September 2018 to Angela Song [song@fiata.com](mailto:song@fiata.com).

ARGENTINA		Mr	Patricio Gabriel Besteiro	Mr	Rodolfo J. C. Sagel
		Mr	Jorge Heinemann	Ms	Veronica Taubas
ARMENIA		Mr	Makar Arakelyan	-	-
		-	-	-	-
AUSTRALIA	CBFCA	Mr	Stephen J. Morris	-	-
	AFIF	Mr	Paul Golland	Mr	Brian Lovell
AUSTRIA		Mr	Alkexander Friesz	Mr	Andreas Demmer
		Mr	Erich Mihokovic	Mr	Günther Baumgartner
BANGLADESH		Mr	Mahbubul Anam	Mr	ABM Rafiquz Zaman
		Mr	Syed Md. Bakhtiar	Mr	Belai E Baqi Idrishi
BELARUS		Mr	Nikolai Gorbel	Mr	Nikolai Borovoi
		Mr	Mikalai Nemahai	Mr	Viktor Blazhukevich
BELGIUM		Mr	Jens Roemer	Mr	Oliver Schoenmaeckers
		Mr	Marc Huybrechts	Mr	Jean-Claude Delen
BOSNIA AND HERZEGOVINA		Mr	Dzevad Fazlagic	-	-
		-	-	-	-
BRUNEI DARUSSALAM		-	-	-	-
		-	-	-	-
BULGARIA		Mr	Ivan Petrov	Mr	Georgi Minchev
		Mr	Boril Ivanov	Mr	Angel Savef

# *ANNUAL REPORT*

## *2017/2018*



Doc. 30/295

Glattbrugg, August 31<sup>st</sup> 2018

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*the global voice of  
freight logistics*

## FIATA PRESIDENT'S REPORT

I am honoured to be writing my first annual report as FIATA's President. Many activities have already been under way since the 2017 FIATA World Congress held in Kuala Lumpur. Alongside my election, FIATA has also welcomed new members at both the Presidency and the Extended Board, with whom I am working on various subjects important for our industry. The wise vote of our General Meeting ensures on the one hand that new voices are heard but on the other hand also lets familiar ones remain, for us to continue to share their vast knowledge and experience. "In addition to new initiatives, I intend to continue to build on the work we have done during the time of former FIATA Presidents Mr. Zhao Huxiang and Mr. Francisco Parisi who have helped shape and prepare FIATA to meet the new challenges of the changing international environment.

Very early in my presidency on a visit of Dar es Salaam, Tanzania, on Nov 02, 2017 I met our newly appointed RAME Chairman Mr. Stephen Ngatunga from our member association the Tanzania Freight Forwarders Associations (TAFFA). Tanzania and the entire RAME region have shown significant growth and development over the past few years, it is a very active region in which our membership continues to expand. I had the opportunity to discuss FIATA's ideas with the RAME Chair and we agreed that one item we should focus on is the newly established African Continental Free Trade Area (AfCFTA). We stand ready to do our share in AfCFTA's implementation while working with our members.

Our member from Pakistan PIFFA and its individual companies have always had a large membership presence in FIATA and the industry there was delighted with the FIATA Presidentship coming to Pakistan. On Nov 21, 2017, PIFFA had a dinner reception in Karachi to celebrate this and hosted around 750 guests consisting of the Freight Forwarding community as well as the Carriers and representatives of the Chambers of Commerce.

On Jan 13 - 14, 2018, we held the FIATA Presidency meeting in my home country of Pakistan and it was in the historical city of Lahore. On January 15, we had the honour of meeting Prime Minister Shahid Khaqan Abbasi and the Minister of State for Industries and Production Sardar Arshad Laghari at the Prime Minister's office in Islamabad. During the meeting, we highlighted FIATA's growing work agenda and our



commitment to work with national governments and international organizations to ensure favorable policies not only for the freight forwarding industry, but also for the trade in

general. The Prime Minister showcased the growth rate in Pakistan (5.5%), emphasizing the contribution of logistics sector and confirmed that Pakistan would continue to offer extensive business opportunities for logistics and trade in the country - the connected region.

Also in January 2018 a meeting was held to discuss regional connectivity to promote links between the CAREC region, the meeting was hosted by the Ministry of Planning in Islamabad which was also attended by representatives of the Asian Development Bank. When being asked, I highlighted FIATA's various trade and logistics related activities at the UN and its sub bodies, many of these activities being conducted through our Advisory Body International Affairs (ABIA). Our contribution was welcomed by delegates in attendance who fully understood the need to enhance logistics links in their respective countries and the region as a whole, they appreciated the value of FIATA's participation.

Young logisticians are the future of our industry, in addition to our work in organizing the Young International Freight Forwarder of the Year Award (YIFFY) as well as the Young Logistics Session hosted at various FIATA World Congresses, I believe it is important for us to further step up our efforts in this area. On Feb 10, 2018, Greenwich University (having campuses at Male at Maldives and Karachi), invited me to speak to a group of MBA students on the "Future of Logistics Industry in the greater West Asia Region". In speaking so, they also got an insight into the FIATA Organization.

Whenever the topic of young logisticians comes up, one thinks of the importance of training. Our two main FIATA training bodies, the FIATA Logistics Academy and the Advisory Body Vocational Training are planning to merge this year to gain from common synergies and thus being able to serve the FIATA membership even better. Moving forward our association members will have the opportunity of deciding on the future of education at FIATA and lay the foundation stone of a new FIATA Institute dedicated to training and education.

The mix of new learning technologies and FIATA's 14 Minimum Standards in Freight Forwarding will increase the level of education currently delivered throughout our network of Association Members and strengthen the brand of the FIATA Diploma. I am looking forward to the new FIATA Institute which we are confident will bring increased efficiency and effectiveness as the result of the proposed merger.

Remaining active in the field of international affairs, I participated in the China Economic Corridor Summit and Expo on Apr 23 - 24, 2018. I had the privilege to Chair the main session, which was on logistics and opened the meeting by highlighting the importance of logistics connectivity in global development. The China Pakistan Economic Corridor with an investment volume of US\$ 62 billion could serve as an example of the impact that proper investment in logistics infrastructure and capacity building could have on local and

regional economies. The panel boasted a line-up of nine speakers each giving excellent presentations and providing a high level of engagement with the audience.

I would also like to highlight the work undertaken by the government of Turkmenistan in improving their infrastructure. On May 2, 2018 was the opening ceremony of the new Turkmenbashi Port, which is on the eastern shores of the Caspian Sea. There I had a bilateral meeting with the President of Turkmenistan His Excellency Mr Gurbunguly Berdimuhamedov and after being conferred the status of guest of honour, was asked to be the only speaker besides the President to address the gathering consisting of Transport Ministers from several countries as well as port heads and diplomats from various regional countries. President Berdimuhamedov showed immense interest in the logistics industry in the region and asked FIATA to support the establishment of a Freight Forwarder Association in Turkmenistan.



On June 21, 2018, the UNESCAP meeting was held followed by the 12<sup>th</sup> FIATA RAP Field meeting on the next day June 22<sup>nd</sup> 2018 in Busan, Republic of Korea. Both the events were very well organized and managed by the Korea International Freight Forwarders Association KIFFA. Chairman KIFFA Mr. B. J. Kim hosted these well-organized meetings. Also, present were Korean Parliamentarians including the Minister as well as the Port Heads from Busan Port Authority and the Incheon Port Authority and they showed great interest in FIATA activities. The high level of government support for the KIFFA and the Freight Forwarding and Logistics Industry was very evident. We can look forward to a very good congress in Busan in 2020.

On June 27, 2018 a seminar was hosted by WTO in Geneva to celebrate the UN MSME (Medium and Small Enterprise) day. As President FIATA, I was invited to speak on "Trade Facilitation of MSMEs." Other invitees were the DG WTO, Executive Director ITC and the CEO of Ali Baba group Mr. Jack Ma. Having a prior commitment to one of our members, I regretted but nominated our DG Hans Günther Kersten to represent FIATA at this meeting in Geneva.

# FIATA

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## **Treasurer's Report** on **Financials 2017 & Budget 2019**

### **Financials 2017**

#### **Balance sheet**

This year's Treasurer Report sees a new Treasurer as well as a new Director General of FIATA. I have been elected by the General Assembly on October 8, 2017, the new Director General Hans Günther Kersten has taken office September 1, 2017.

In 2017 our total assets were just slightly below last year's figure with CHF 3,821,798.14 and the Profit & Loss closed with a surplus of CHF 7,809.94.

Two major factors have influenced the 2017 result:

Firstly, it was established that FIATA had been obliged to register as a Swiss VAT subject since 1 January 2016 and had been for several years subject to acquisition VAT. According to Swiss law acquisition VAT is owed by the purchaser of services rendered in Switzerland by non-Swiss service providers. In order to assess the rather complex legal and factual situation substantial lawyers' and accountants' fees were incurred. Late payment interests are owed as well. The gross total cost burden has been assessed at CHF 94,746.00, from which amount the VAT, which FIATA had paid to its Swiss suppliers in 2016 and 2017 and which thus can be reclaimed from the Swiss government, can be deducted. So the remaining net burden for FIATA is at CHF 50,016.50.

However, the positive aspect is that also in future years FIATA will now be able to deduct the VAT paid to its suppliers which, based on the figures of past years, will lower the costs resp. increase the revenues by at least CHF 20,000.00 per year.

Secondly, there has been a prepayment by FIATA in 2017 of the running expenses of the IATA-FIATA Air Cargo Programme (IFACP) which are expected to be reimbursed to FIATA by the IFACP within 30 months after rollout of the programme. For such expenses which amounted to CHF 279,872.76 an accrual of 270,000.00 CHF has been made for the expected reimbursement which appears in the balance sheet as "Deferred Assets".

Our deferred liabilities have decreased from CHF 926,240.05 in 2016 to CHF 914,150.65, i. e. by 1.3%.

The capital remained stable as last year, with a slight growth from CHF 2,889,852.56 in 2016 to CHF 2,899,837.55, having absorbed the previous year's surplus of CHF 9,984.99.

#### **Profit & Loss Statement**

Coming to the P&L Statement, our contributions received have increased in 2017 from CHF 1,607,578.11 to CHF 1,878,964.68 – an increase by almost 17%; this figure also includes some late payments from 2016 and even previous years, so this positive development cannot be extrapolated into future years.

## 2、會議紀錄

(截至 107 年 12 月 20 日 FIATA 尚未公布正式會議紀錄)



二、2018 FIATA 世界年會籌備小組成員 (FFFAI)

## **ORGANISING COMMITTEE FFFAI** **FIATA WORLD CONGRESS ORGANISING COMMITTEE - 2018**

<b>S.No.</b>	<b>Name</b>	<b>Designation</b>
<b>1</b>	<b>Mr. A. V. Vijaykumar</b>	<b>Chairman - FFFAI</b>
<b>2</b>	<b>Mr. Debashis Dutta</b>	<b>Past Chairman - FFFAI Chairman - FIATA World Congress 2018</b>
<b>3</b>	<b>Mr. Samir J Shah</b>	<b>Past Chairman - FFFAI Mentor - FIATA World Congress 2018</b>
<b>4</b>	<b>Mr. Amit Kamat</b>	<b>Hon. Secretary - FFFAI Congress Co-ordinator - FIATA World Congress 2018</b>
<b>5</b>	<b>Mr. S. Ramakrishna</b>	<b>Vice Chairman - FFFAI Convener - FIATA World Congress 2018</b>
<b>6</b>	<b>Mr. Vinod Sharma</b>	<b>Hon. Treasurer - FFFAI Member - FIATA World Congress 2018</b>
<b>7</b>	<b>Mr. Alan Jose</b>	<b>EC Member - FFFAI Hon. Treasurer - FIATA World Congress 2018</b>
<b>8</b>	<b>Mr. P. S. Atree</b>	<b>Vice Chairman - FFFAI Member - FIATA World Congress 2018</b>
<b>9</b>	<b>Mr. Rajesh Verma</b>	<b>Vice Chairman - FFFAI Member - FIATA World Congress 2018</b>
<b>10</b>	<b>Mr. Shashidhar V. Hebbar</b>	<b>Vice Chairman - FFFAI Member - FIATA World Congress 2018</b>
<b>11</b>	<b>Mr. Sudip Dey</b>	<b>Vice Chairman - FFFAI Member - FIATA World Congress 2018</b>
<b>12</b>	<b>Mr. Kartik A. Pancholi</b>	<b>Vice Chairman - FFFAI Member - FIATA World Congress 2018</b>

Web : [www.fffai.org](http://www.fffai.org)

E-mail : [info@fffai.org](mailto:info@fffai.org)

三、2018 FIATA 世界年會贊助單位

THE CONGRESS COMMITTEE OF FFAI PROFUSELY THANK OUR  
HONOURABLE SPONSORS FOR NEVER ENDING SUPPORT  
TO FIATA 2018

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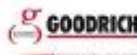
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#### 四、2018 FIATA 世界年會議程



## CONGRESS SCHEDULE

Day/Date	Time	Programme	Venue
Sunday, Sept. 23, 2018	08.00 am - 01.00 pm	44th Validation session	Co-Meeting 4, Hotel Pullman
	01.00 pm - 02.00 pm	Lunch	Working Lunch
	02.00 pm - 07.30 pm	44th Validation session	Co-Meeting 4, Hotel Pullman
	10.00 am - 05.00 pm	Congress Committee Meeting	Co-Meeting 5, Hotel Pullman
Monday Sept. 24, 2018	09.00 am - 12.00 pm	Advisory Body Vocational Training (ABVT) Pre- Meeting	Co-Meeting 5, Hotel Pullman
	12.00 pm - 01.00 pm	Working Lunch for ABVT	
	01.00 pm - 04.00 pm	Advisory Body Information Technology (ABIT) Pre Meeting	Board Room 3, Hotel Pullman Business Centre
	04.00 pm - 06.00 pm	Advisory Body Legal Matters (ABLM) Pre Meeting	Co-Meeting 9, Hotel Pullman
	09.30 am - 01.00 pm	Young Logistics Professional Day	Ballroom 1&2, Hotel Pullman
	01.00 pm - 02.00 pm	Lunch	Pre-Function Area, Hotel Pullman
	02.00 pm - 05.00 pm	Young Logistics Professional Day	Ballroom 1&2, Hotel Pullman
	07.00 pm - 09.00 pm	Presidency Dinner (By Invitation only)	ITC DUM PUKHT
	07.00 pm - 09.00 pm	Young International Freight Forwarder of the year award (YIFFY AWARD) DINNER	K3, JW Marriott
	07.00 am - 03.00 pm	GOLF	DLF COUNTRY CLUB (Gurgaon)
Tuesday Sept. 25, 2018	09.00 am - 12.00 pm	Young International Freight Forwarder of the year award (YIFFY AWARD) STEERING GROUP	Co-Meeting 5, Hotel Pullman
	09.00 am - 04.00 pm	Presidency Meeting (By Invitation only)	Co-Meeting 12, Hotel Pullman
	09.30 am - 11.00 am	Programme Committee & LOC South Africa	Co-Meeting 6, Hotel Pullman
	10.00 am - 04.00 pm	Working Group on Sea Transport	Co-Meeting 13, Hotel Pullman
	11.00 am - 12.00 pm	Pre Press Conference (by invitation only)	Peacock Ballroom, Hotel Pullman
	01.00 pm - 02.00 pm	Lunch	Pre-Function Area, Hotel Pullman
	10.00 am - 01.00 pm		Co-Meeting 4, Hotel Pullman
	02.00 pm - 06.00 pm	Airfreight Institute (AFI) Pre Meeting	Co-Meeting 4, Hotel Pullman
	2.30 pm - 3.30 pm	Validation Session (Turkey)	Co-Meeting 5, Hotel Pullman
	04.00 pm - 05.30 pm	Advisory Body Safety And Security (ABSS) Pre Meeting	Co-Meeting 13, Hotel Pullman
	04.30 pm - 06.00 pm	FIATA Foundation Meeting (By Invitation only)	Co-Meeting 12, Hotel Pullman
	07.00 pm - 09.30 pm	Extended Board Dinner (By Invitation only)	Studio 6 & 7, Hotel Andaz Hyatt
Wednesday Sept. 26, 2018	09.00 am - 10.30 am	Opening Ceremony	Peacock Ballroom, Hotel Pullman
	10.30 am - 11.00 am	Networking tea/coffee	Pre-Function Area, Hotel Pullman
	11.00 am - 01.00 pm	Main Forum	Peacock Ballroom, Hotel Pullman
	01.00 pm - 02.00 pm	Networking lunch	Pre-Function Area, Hotel Pullman
		Regional Meetings	Ballroom 1,2,3 & Studio 5,6,7, JW Marriott
		Region Asia Pacific (RAP)	Ball room part 1
	02.15 pm - 04.15 pm	Region Americas (RAMNS)	Studio 5,6,7
		Region Africa/Middle East (RAME)	Ballroom part 2
		Region Europe (REU)	Ballroom part 3
	04.15 pm - 04.45 pm	Networking tea/coffee	Pre-Function Area, JW Marriott
	05.00 pm - 06.30 pm	Indian Forum	Peacock Ballroom, Hotel Pullman





	10.30 am - 01.00pm	One on One Meeting/ B2B	Imperial Hall, Hotel Pride
	02.00pm - 06.00pm	One on One Meeting/ B2B	Imperial Hall, Hotel Pride
	10.30 am - 06.00 pm	Opening of Exhibition	Courtyard, Hotel Pullman
	07.30 pm - 10.00 pm	Welcome Dinner (Dress Code- Business Attire)	Peacock Ballroom, Hotel Pullman
	09.00 am - 06.30 pm	Old Delhi Tour	Lobby, Hotel Pullman
<b>Thursday</b>	07.30 am - 08.45 am	CEO Forum	Hotel Pride ( CHANCERY ROOM)
<b>Sept. 27, 2018</b>	09.00 am - 10.00 am	Advisory Body Legal Matters (ABLM)	Peacock Ballroom, Hotel Pullman
	10.00 am - 10.30 am	Networking tea/coffee	Pre-Function Area, Hotel Pullman
	10.30 am - 11.30 am	Advisory Body International Affairs (ABIA)	Peacock Ballroom, Hotel Pullman
	11.30 am - 01.30 pm	FIATA Logistics Academy (FLA) & Advisory Body Vocational Training (ABVT)	Peacock Ballroom, Hotel Pullman
	01.30 pm - 02.30 pm	Networking lunch	Pre-Function Area, Hotel Pullman
	02.30 pm - 04.00 pm	Customs Affairs Institute (CAI)	Peacock Ballroom, Hotel Pullman
	04.00 pm - 04.30 pm	Networking tea/coffee	Pre-Function Area, Hotel Pullman
	04.30 pm - 06.00 pm	Advisory Body Safety And Security (F.BSS)	Peacock Ballroom, Hotel Pullman
	06.00 pm - 07.00 pm	Heart to Heart by Dr. Naresh Trehan	Peacock Ballroom, Hotel Pullman
	09.00 am - 10.00 am	Programme Committee & LOC Korea	Co-Meeting 6, Hotel Pullman
	10.30 am - 01.30 pm	One on One Meeting/ B2B	Imperial Hall, Hotel Pride
	02.30 pm - 06.00 pm	One on One Meeting/ B2B	Imperial Hall, Hotel Pride
	09.00 am - 06.00 pm	Exhibition	Courtyard, Hotel Pullman
	08.00 pm to 10.30 pm	Dinner- Indian Night (Dress Code- Traditional/National Dress)	Peacock Ballroom, Hotel Pullman
	05.00 am - 06.00 pm	Agra Tour (same day)	Lobby, Hotel Pullman
<b>Friday</b>	07.00 am - 08.00 am	Yoga	Peacock Ballroom, Hotel Pullman
<b>Sept. 28, 2018</b>	09.30 am - 11.30 am	Air Freight Institute (AFI)	Peacock Ballroom, Hotel Pullman
	11.30 am - 12.00 pm	Networking Tea/Coffee	Pre-Function Area, Hotel Pullman
	12.00 pm - 01.30 pm	Advisory Body Information Technology (ABIT)	Peacock Ballroom, Hotel Pullman
	01.30 pm - 02.30 pm	Networking Lunch	Pre-Function Area, Hotel Pullman
	02.30 pm - 04.30 pm	Multimodal Transport Institute (MTI)	Peacock Ballroom, Hotel Pullman
	04.30 pm - 04.45 pm	Networking Tea/Coffee	Pre-Function Area, Hotel Pullman
	04.45 pm - 05.45 pm	Closing Session	Peacock Ballroom, Hotel Pullman
	10.30 am - 01.30 pm	One on One Meeting/ B2B	Imperial Hall, Hotel Pride
	02.30 pm - 06.00 pm	One on One Meeting/ B2B	Imperial Hall, Hotel Pride
	09.00 am - 06.00 pm	Exhibition	Courtyard, Hotel Pullman
	07.00 pm - 11.00 pm	Gala Dinner (Dress Code- Business Suit/National Dress)	Smama
	09.00 am - 05.00 pm	Shopping Tour in Delhi	Lobby, Hotel Pullman
<b>Saturday</b>	08.30 am - 11.30 am	Extended Board Meeting	Peacock Ballroom-3, Hotel Pullman
<b>Sept. 29, 2018</b>	11.30 am - 01.30 pm	General meeting	Peacock Ballroom-1&2, Hotel Pullman
	01.30 pm - 02.30 pm	Networking Lunch	Pre-Function Area, Hotel Pullman
	02.45 pm - 03.30 pm	Press Conference	Peacock Ballroom-1&2, Hotel Pullman
	10.30 am - 01.30 pm	One on One Meeting/ B2B	CHANCERY ROOM, Hotel Pride



五、2019 FIATA 世界年會宣傳資料



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

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.

**CAPE TOWN AND THE CONGRESS VENUE**

Situated on the southeastern tip of Africa, at the foot of the iconic Table Mountain, Cape Town is undoubtedly one of the world's most beautiful cities. It is also a melting pot, where East meets West in Africa, and the resulting blend is a fascinating mix of cultures, flavours, and history – a diversity that is easily seen in the faces of its people, their languages, architecture, and food. It's easy to see why Sir Francis Drake, when he circumnavigated the globe, described it as "the fairest Cape of them all".

The Congress will be held at the Cape Town International Convention Centre (CTICC), a modern, world-class conference venue conveniently located on Cape Town's foreshore. Adjacent to the popular V&A Waterfront and the central business district, the CTICC is within walking distance of many leading hotels.

**LEARN, UPDATE YOUR KNOWLEDGE, IMPROVE YOUR SKILLS**

A comprehensive programme with sessions and content delivered by renowned industry thought leaders will present innovative, interesting, relevant, and at times, controversial, discussion on topics including:

- Management of transport
- Customs-clearing documentation
- 3rd-party payments and international supply chain
- The role of the freight and logistics industry in international trade
- Port health: marine, land, aviation
- Regulations and permit systems
- Border legislation
- Vocational training of staff across the spectrum of industry operations and international recognition of qualifications
- And more...

**REGISTER**

- ★ **ONLINE REGISTRATION** opens in September 2018
- ★ **REGISTER** to join the networking opportunities with freight forwarders from around the globe and experience one of the most beautiful cities in the world.

**IMPORTANT DATES**

- ★ **REGISTRATION OPENS** 26 September 2018
- ★ **EARLY REGISTRATION RATE ENDS:** 30 April 2019
- ★ **EARLY ACCOMMODATION RATES END:** 30 April 2019
- ★ **STANDARD REGISTRATION RATE ENDS:** 31 Aug 2019

**CONTACT US**

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[www.fiata2019.org](http://www.fiata2019.org)

