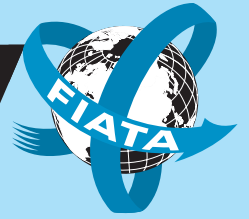


FIATA REVIEW



Magazine of the International Federation of Freight Forwarders Associations

Taking the lead to enhance members' business



ON THE BLOCK

Prolonging the CBER –
What is it about?

THE BIG MERGER

Stephen Morris on the
FIATA Logistics Institute

E-COMM NEWS

Regulations for e-trade
to take effect in 2023



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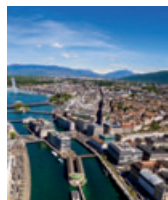
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Cover: The global metropolis Geneva, home to many international bodies, e.g. the United Nations or the Red Cross.

Photo: iStock/sam74100



*the global voice of
freight logistics*

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Essential services as a response to the crisis

Dear colleagues and friends,

The current global health crisis brings many challenges for the freight forwarding industry. The world will change after COVID-19, yet FIATA's priority remains as always to serve its members. We continue to work to strengthen our members' capacities nationally and continue to represent their interests at the international level. In response to the pandemic, we have created a COVID-19 section on the website with dedicated FIATA contributions, to support our members and keep them informed of the latest developments. Our members can find practical resources on key topics impacting the freight forwarding industry, such as Force Majeure, Detention and Demurrage, or Essential Services, all of which can be used as tools in their national jurisdictions to ensure a coordinated and unified response.

Moving forward, one key element that I would like to highlight is the importance of sharing knowledge, particularly in times of crisis. Living in a digital era, we can easily and quickly share information, but we also have an opportunity to build a learning academy for

our members, so that they can all have the chance to receive equal training and development to implement locally – regardless of their postal code. Our industry is no exception to the existing digital trends, which are being pushed even further by the COVID-19 pandemic. I am therefore pleased to say that we have a digital strategy in the works to communicate with our members and efficiently respond to their most pressing needs, while equipping them with the learning they seek.

As a diverse membership organisation, FIATA represents National Associations and Individual Members (many of which are small and medium-sized enterprises – SMEs). I realise that the COVID-19 global crisis will impact them differently, so we must be proactive rather than reactive in addressing the challenges that will arise from such an unprecedented situation. The sustainability of our SMEs, for example, will be vital to our work. So, we shall plan and adapt, advise and find solutions, and build resilience from this experience.

Together, we are stronger.

Sincerely,

*Basil L.S. Pietersen
FIATA President*



“Let us build resilience from this experience.”

The freight forwarding industry is responsible for the delivery of the world's cargo to communities and economies. The fight against COVID-19 has created disruptions affecting the national supply and essential stocks, such as food, medicine, hygiene products and many more. As a

federation, we must work together to ensure that the global supply chain continues to deliver essential goods such as medical and protective equipment and supplies.

Freight forwarders and logistics service providers will be at the core of the revival of economies globally, so I

urge all National Associations to use the knowledge offered by FIATA to work with their governments – now more than ever – to build and strengthen relationships that will facilitate international trade logistics and bring back sustainable development and prosperity.

GET ACQUAINTED WITH FIATA'S PRESIDENT

"Drive the process"

With over 40 years of successful experience in the global logistics and freight forwarding industry, Basil Pietersen is the long-time Chair of the South African Association of Freight Forwarders (SAAFF) who became President of FIATA in October 2019 in Cape Town, South Africa. In this issue of the FIATA Review Mr. Pietersen responds to three key questions referencing his motivation and vision for our organisation.



SAAFF

What first sparked your interest in FIATA?

Basil Pietersen: My relationship with FIATA started out locally, in South Africa, where I have served as Chair of SAAFF for the past 15 years. As a FIATA member, I first attended meetings to represent my National Association, and quickly realised that there was a gap in representation, because the African continent did not have enough influence in the decision making of the organisation. For me, that was the catalyst to encourage participation in the discussions, so that SAAFF could also have a say in the outcome.

So SAAFF started to raise the challenges it encountered on a day-to-day basis from the region of Africa and the Middle East (RAME); we have seen many changes since then, thanks to FIATA's assistance. The latter led me to becoming Chair of RAME – the fastest-growing region within FIATA – and then I joined the FIATA Presidency. It is truly an honour to be the President of FIATA, because I honestly love doing what I am doing, serving the organisation and our members for the common good of our industry.

What would you say the South African Association of Freight Forwarders sees as its role in FIATA, and what have been the benefits of membership?

Basil Pietersen: My predecessors within SAAFF were all businessmen like me,

and they all had a vision as to where they wanted to take the industry. However, up until 20-odd years ago, everything in South Africa was very different during the Apartheid era. So, when I joined SAAFF, it was my responsibility to change perceptions and make people understand that this is our business and that we must be one industry. If we wanted to make our case with government and the authorities, we needed to speak with one voice and build a strong association together. Throughout the years, I have done precisely that, and can proudly say that today we have one association in South Africa which is extremely strong.

For SAAFF, being within FIATA is important, because in this forum we can raise our views, but more than anything this is where we can learn from others. Given our situation at the southern tip of Africa and with a stronger economy than our neighbours, SAAFF can play the role of catalyst, not only in taking processes and procedures to them, but also by learning. That is really the greatest benefit of FIATA membership.

Looking ahead, what are your key objectives during your term as FIATA President?

Basil Pietersen: When I took over as FIATA President there was already a *reset programme* in place, as we call it, which outlined several organisational priorities. However, many issues still need to be ad-

dressed and everyone must join forces to successfully implement the changes. For instance, it was agreed to move our headquarters from Zurich to Geneva, because that is the stronghold of international bodies and, as we are also one, that is where we need to be. International trade and the heart of the policies that influence our activities take place in Geneva, so we need to ensure that we are involved and can capitalise on the opportunities that exist because all our stakeholders are there.

There was a need to find the right person to drive this process and to be capable of running the organisation, and that has been achieved with the recruitment of our new Director General, Stéphane Graber. FIATA has a continuous improvement strategy in place to remain relevant for its members, and this is what I would like to achieve in my presidency, with a modernised entity that reflects the current trends around the world from a business perspective.

"Reflect trends from a business perspective."

THE ASSOCIATION'S CORNER

LATEST NEWS FROM FIATA MEMBER ASSOCIATIONS

Association of Forwarding and Logistics of the Czech Republic (SSL)

SSL has a new website – www.svazspedice.cz, which has also resulted in the change of some individual email addresses, namely rozek@svazspedice.cz, mullerova@svazspedice.cz, info@svazspedice.cz. On 12 May, SSL is organising its annual general meeting. In April and May the sessions of the SSL's working groups are gradually being postponed to 18th–22nd May 2020.

Association of International Forwarding and Logistics Service Providers (UTIKAD), Turkey

UTIKAD has provided the latest measures governments have taken to limit the spread of COVID-19, as well as a dedicated webpage (www.utikad.org.tr/Covid-19) offering up-to-date information for all the relevant parties in the logistics and supply chains. These updates are also available via UTIKAD's social media accounts.

Ethiopian Freight Forwarders and Shipping Agents Association (EFFSAA), Ethiopia

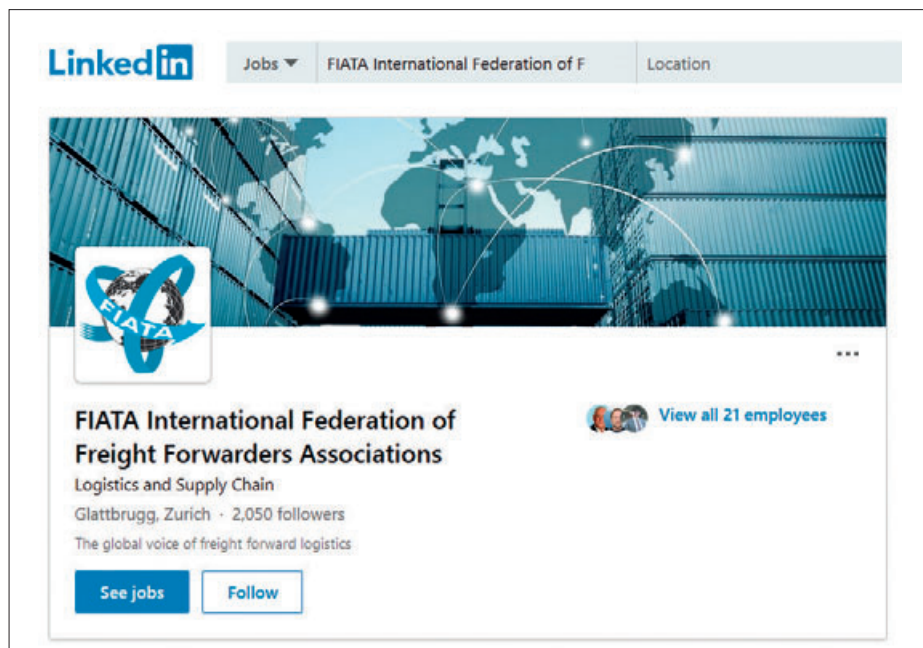
EFFSAA arranged two conferences with key partners in 2019, and conducted a big national conference in January 2020. The Game Changer Logistics Conference has been postponed, due to COVID-19. Details can be found on www.logistics2020.org. To modernise the industry, EFFSAA is also providing a FIATA Diploma programme. Of the current 84 trainees, 64 will graduate in 2020.

Hong Kong Association of Freight Forwarding & Logistics (HAFFA), Hong Kong

HAFFA joined eight other logistics bodies to issue a follow-up letter to the government on 30 March 2020. In the letter, HAFFA reiterates the difficulties the industry is facing under the COVID-19 pandemic and requests the government to accept and implement the recommended measures to relieve the overall plight of the freight and logistics industry in Hong Kong.

ALL TOGETHER NOW: LET'S GET SOCIAL

Share the news!



Social media play a key role in today's business communications – and the freight forwarding industry is no exception. This is why FIATA is relaunching its social media accounts, to enable us to quickly disseminate information to the freight forwarding community. One major success story comes from FIATA's LinkedIn page, where reach and engagement has increased by triple digits since its revival just a month ago. FIATA is committed to communicating the latest organisational news and developments to its members as well as to the public,

so everyone worldwide is encouraged to follow FIATA's social media accounts, share the posts with their networks, and start to get social.

For more, follow us on:



@fiata



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FIATA LinkedIn activities in April and May

increase **126%**
394 unique visitors

increase **1,499%**
12.1k post impressions

increase **206%**
291 new followers

increase **310%**
41 custom button clicks

WHY DID THE EUROPEAN COMMISSION PERPETUATE THE EXEMPTION?

Dialogue needs to continue

On 24 March 2020, the European Commission prolonged the validity of the block exemption for liner shipping consortia. This will allow shipping companies to operate joint liner shipping services and engage in certain types of operational cooperation, leading to economies of scale and better utilisation of vessel space.

What is it about? What was the European Commission's reasoning for granting such an exemption? Is this regulation specific to Europe? And what should we pay attention to in the future? These are some of the questions this article tries to answer – together with exclusive interviews on the next two pages of two active players on this topic, each with their own opposing views.

WHAT IS THE CBER ABOUT?

First enacted in 2009, the CBER (Commission Regulation (EC) No. 906/2009) grants a block exemption to liner shipping consortia from European Union antitrust rules provided for in Article 101 of the Treaty on the Functioning of the European Union (TFEU), subject to certain conditions. Article 101 of the TFEU expressly prohibits as incompatible with the internal market *“all agreements between undertakings, decisions by associations of undertakings and concerted practices which may affect trade between Member States and which have as their object or effect the prevention, restriction or distortion of competition within the internal market...”*. Under certain conditions, exemptions may apply in relation to agreements, decisions, or concerted practices, insofar as they may contribute to *“improving the production or distribution of goods or to promoting technical or economic progress, while allowing consumers a fair share of the resulting benefit.”*

The Consortia Block Exemption Regulation (CBER) was granted on the condition that the parties to the cooperation agreement have a combined market share

of not more than 30% in any market in which they operate, and that any party to the cooperation agreement be permitted to unconditionally exit the agreement on six months' notice.

Initially, the regulation was only valid until 25 April 2015, in accordance with the maximum five-year duration period provided for. However, based on the Commission's experience in applying the block exemption, it was considered that the justifications for a block exemption for consortia were still valid and that the conditions on the basis of which the scope and content of the CBER were determined had not substantially changed. Therefore, the period of application was extended for another five years in April 2015, and the CBER was set to be in effect until 25 April 2020. The Commission has now decided to extend it until 25 April 2024.

WHAT WERE THE EC'S CONSIDERATIONS ON THE CBER?

In September 2018, the Commission launched a public consultation and conducted an evaluation of the CBER. Based on the findings of this consultation the Commission concluded that despite evolution in the market (increased consolidation, concentration, technological change, increasing size of vessels), the CBER was still fit for purpose. More specifically, the Commission found that the CBER results in efficiencies for carriers that can make better use of vessels' capacity and offer more connections. The exemption only applies to consortia with

a market share not exceeding 30% and whose members are free to price independently. In that context, those efficiencies result in lower prices and better quality of service for consumers. Specifically, the evaluation has shown that in recent years, both costs for carriers and prices for customers per twenty-foot equivalent unit (TEU) have decreased by approximately 30%, and the quality of service has remained stable.

It is imperative to clarify that the CBER is applicable to an agreement or a set of interrelated agreements between two or more vessel-operating carriers which provide international liner shipping services exclusively for the carriage of cargo relating to one or more trades, to rationalise their operations by means of technical, operational and/or commercial arrangements. Liner shipping refers to the transport of goods on a regular basis on a particular route or routes between ports and in accordance with timetables and sailing dates advertised in advance and available, even on an occasional basis, to any transport user against payment. These objectives are particularly relevant in the current context of COVID-19.

WHAT FUTURE LIES AHEAD?

Attention needs to be exercised in the future to ensure that there is no misuse of the CBER, that it fulfils the expected outcome set by the European Commission, and that dialogue is maintained with the relevant governmental authorities.

FIATA, together with other associations representing shippers, European freight forwarders, and port service providers, has been dealing with this subject in recent months. The FIATA Review is therefore pleased to offer the views of two active players on this topic, Ms. Nicolette van der Jagt, Director General of CLECAT, and Mr. John Butler, President and CEO of the World Shipping Council.

FACTS CLEARLY SHOW – SERVICE AND CONNECTIVITY HAVE IMPROVED

“No reason to be concerned”

The World Shipping Council (WSC) is in favour of prolonging the status quo of the CBER to 2024. The WSC’s attitude was pointed out by its President and CEO, John W. Butler, in an interview with the FIATA Review. Butler emphasised the positive results of an assessment by the competition law consultancy RBB Economics, amongst others.

Why is the World Shipping Council favourable towards maintaining the status quo of the CBER?

John W. Butler: Vessel sharing is an integral part of how liner shipping functions. Having a simple and clear legal rule that recognises this reality provides practical guidance to everyone and lays out transparent boundaries. With respect to how this practical reasoning lines up with the legal framework that the Commission was required to apply to the review, you are also welcome to review WSC’s comments to the Commission on this question.

Do you believe the objective of efficiency pursued by the Commission with the CBER (better services at lower costs) have been reached? The political discussion has turned into a battle of numbers – what is your view on the evolution of the price per container in the main East-West trades, and on tariff surcharges adopted by shipping lines over the last few years, when the CBER was in force?

“Rates have declined, even as capacity has increased.”



Photo: FIATA

The WSC banks on independent experts.

John W. Butler: WSC asked an independent expert to look at the development of services and costs to understand the facts, and that information was provided to the Commission. The first assessment was submitted to the Commission as part of the comments filed in December 2018. A subsequent report was also completed by the competition law consultancy RBB Economics. These reports consistently show that rates have declined, even as capacity has increased, to provide broader service coverage to the EU.

How do you measure the 30% market share limit that major alliances in East West trades have to respect?

John W. Butler: The CBER lays out the rules for calculating the market share threshold, and carriers measure wheth-

er their consortia are within the 30% against that methodology. They then carry out self-assessments as necessary, based on that calculation.

Voices are being raised to denounce the newest generation of alliances in the main East West trades. According to these stakeholders, those associated offer declining weekly service frequencies and less direct port-to-port connections. It is also argued that there is less market choice (only three alliances), lack of competition (utilisation of the same vessels and fewer carriers) and less visibility. What is your perception of these critics and how would you respond to them?

John W. Butler: The RBB Economics reports provide factual assessments. In any set of port pairs over time, there will be changes in individual services. What the facts clearly show is that service and connectivity have maintained or improved over time, not declined. There were some anecdotal claims of isolated service reductions by some commenters, but these instances, to the extent that they were in fact demonstrated, were actually the exception and not the rule.

How can it be ensured that competition between actors in the supply chain is fair and that the CBER is not used to give shipping companies a competitive advantage in door-to-door trade, when it should be limited to port-to-port operations? Is there reason to be concerned?

John W. Butler: No. The CBER does not determine a company’s business model. It simply ensures that carriers have the flexibility to use consortia, in order to better serve their customers.

CBER: NO LONGER SUITABLE TO REGULATE ANTI-COMPETITIVE BEHAVIOUR

“No longer meets the benefits cited”

The voice of CLECAT, the European freight forwarders' lobby to the European Commission, on the CBER, as presented by General Director Nicolette van der Jagt. She believes pooling arrangements are possible without a block exemption.

Why are you not favourable towards an extension of the CBER?

Nicolette van der Jagt: CLECAT considers the CBER to no longer be a suitable legal instrument to regulate anti-competitive behaviour in the container shipper industry, which is already dealt with by other instruments. We are pleased that the FIATA Working Group Sea agrees with CLECAT on this.

The main concerns with the CBER seem to focus on the three alliances in major East-West trades. Does this mean that the Commission's monitoring processes for this market share and its actions in such cases are inadequate?

Nicolette van der Jagt: If an alliance has a market share greater than 30% it needs to carry out a self-assessment. However, the various shipping consortia and alliances are heavily intertwined, which allows for detailed coordination and changed cost structures for logistics and infrastructure providers. Despite the Commission's acknowledgement of the lack of accurate data and the difficulty in assessing whether four fifths of consortia are indeed below the 30% market share ceiling, the CBER is said to provide carriers with legal certainty. The Commission's analysis fully ignores the CBER's effect on European shippers and freight forwarders in the global marketplace.

Blank sailings have led to havoc in global supply chains. Do you see a connection between the CBER and the widespread use of blank sailings?

Nicolette van der Jagt: Of course there is a connection: most cancellations of scheduled weekly services are carried out simultaneously by different consortia and alliances, which could be interpreted as joint “capacity adjustments in response to fluctuations in supply and demand,” as permitted under the CBER. According to the International Transport Forum, carriers may have coordinated orders for new mega-ships, peaking now at 22,000 TEUs. For freight forwarders, this means reduced choice to transport their goods and increased freight rates. As stated in a recent CLECAT position paper, the exemption no longer meets the benefits cited – instead of improvement in service quality or productivity, it has led to an increasingly unbalanced market situation.

Shipping lines compete head on with freight forwarders in global supply chain services. Could the CBER give shipping lines an advantage in their competition with forwarders in door-to-door supply chain management?

Nicolette van der Jagt: Freight forwarders who compete with shipping lines for container haulage transport are exposed to shipping lines abusing their market power by giving preferential treatment to their own subsidiaries. CLECAT has advocated that market changes, such as globalisation and digitalisation, must be taken into consideration, to ensure that the CBER and data exchanged between shipping lines remain related to port-to-port data, as competitors do not have the benefit of the CBER. This has been dismissed by the Commission.



Photo: FIATA

Nicolette van der Jagt sees a “plethora of carrier surcharges.”

The main arguments seem to focus on the dominance of the three alliances in the main East-West exchanges. But is this not an inevitable evolution, in order to keep costs low, as in the aviation sector? And without CBER, would it not be the customers and freight forwarders that would inevitably shoulder the additional costs arising?

Nicolette van der Jagt: Claims that carriers can make cost savings by avoiding the costs of normal European competition rules are not credible arguments to prolong the CBER. Pooling arrangements already exist in the aviation sector, which are fully compatible with EU Competition Law, without the need for a block exemption. Why do global shipping lines warrant such exceptional treatment under competition law? Moreover, freight charges are a relatively small element of the total shipping costs, compared to the plethora of carrier surcharges and miscellaneous charges, which the consignee must pay to avoid delays in the supply chain.

KEY ITEMS FROM THE 81ST IFCC MEETING

“Proper dialogue needed”

The IATA/FIATA Consultative Council meeting (IFCC) took place on 12 February 2020 in Madrid, Spain. The meeting was attended by 14 representatives of FIATA Associations and was led by FIATA's Airfreight Institute (AFI) Chair, Mr. Keshav Tanna. This article provides a snapshot of the most important topics deliberated.



Photo: FIATA

A second course will be needed for a solution on the JCs' consensus requirement.

The IFCC has operated since 1980 as a permanent body under IATA auspices. It was constituted to initiate, consider and make recommendations to the IATA Cargo Agency Conference (CAC) and the Cargo Services Conference (CSC) on issues affecting the Carrier/Agent relationship. The IFCC reviews all proposals made to the CAC and the CSC, to introduce new, or to amend existing, provisions of resolutions, and the IFCC's actions are expressed as recommendations.

In its pre-meeting session the AFI reviewed and discussed the CAC and CSC's agendas, consisting of around 300 pages of administrative, policy, voting and reporting items.

THE DISCUSSIONS

- Voting item V/9 refers to various IATA Cargo Agency Rules Resolutions and intended to remove the requirement for the support and consensus of the Joint Coun-

cils (JCs) prior to the implementation of any Conference Resolution changes. The proposal mentions 'vast inconsistencies' in the governance process and refers to the failure of the Forwarder Association members of the JCs to provide support in respect of 'many' Conference Resolution changes. These points were disputed by the AFI, which insisted that the current rules of these programmes were developed to provide checks and balances and a framework to ensure reasonable discussion and decision-making between the parties. The proposal goes completely against the ethos of these programmes that were established to recognise that airlines must work together with forwarders as their customers.

- Voting item V/8 is designed to mirror an existing resolution in respect of passenger programmes. However, cargo programmes are very different and the implication to the hierarchy of rules pertaining to the cargo agency intermediary programmes should be fully considered

before any changes are made. The current role of the JCs ensures that proposed changes to resolutions are properly considered before they are implemented.

The AFI requested that these items should be removed from the agenda, as proper industry dialogue was needed. Failure to address this in a responsible manner would have a significant impact on the future of all the JCs, as well as on the effectiveness of airline-forwarder collaboration, in its efforts to improve cargo safety, security and facilitation.

The IATA Global Delivery Centre stated that the sole intention of these proposals was to address issues they were encountering in the JCs procedures. The need to seek JCs' consensus has resulted in several resolutions not being supported by the JCs forwarders and then nothing happened since. They argued that this created a paralysis that was not the intention of the JCs' consensus requirement. The idea with V/8 and V/9 was to ensure that in the future, JCs will discuss and make recommendations on any proposals before they are even submitted to the CAC, so that they can be further recommended by the IFCC as part of the CAC agenda review. In their view, JCs will be in a better position to productively exercise their important role in the consultation process by discussing issues and recommending solutions beforehand.

THE OUTCOME

V/9: The AFI was able to make a good case and influenced the IFCC to make a joint recommendation to the CAC, that this resolution change should indeed not be adopted.

V/8: The AFI argued that the new Hierarchy Resolution pertaining to the cargo agency intermediary will remove any power of the JCs, leaving the Conferences to implement any changes without being challenged by the Chair; airline members of the IFCC did not share this view. Therefore, there was no joint IFCC recommendation to the CAC.

Final decisions will be made by members of the CAC. However, the meeting scheduled for Istanbul, Turkey, early in March was cancelled due to COVID-19.

FIATA RETURNS TO UNECE AND IS WARMLY WELCOMED

A new strategic realignment

In February, FIATA attended the 82nd meeting of the Inland Transport Committee of the United Nations Economic Commission for Europe (UNECE) in Geneva. This participation also marked the return of FIATA to the sessions of UNCTAD and the ITC.

Welcome back” and “good to see you again” were just a few of the comments from delegates and representatives of participating governmental and non-governmental bodies at the 82nd annual meeting of the Inland Transport Committee (ITC) of the United Nations Economic Commission for Europe (UNECE), which took place in Geneva on 25 to 28 February 2020.

After an absence over the last three years from UNECE, from the United Nations Conference on Trade and Development (UNCTAD) and from International Trade Centre (ITC) meetings, and as a part of the rebuilding of the representation and position of FIATA in international trade and transport matters, the UNECE meeting marked the commencement of a strategic realignment of FIATA in appropriate and selected meetings. What was immediately apparent was the ability of UNECE and other bodies to have access to a non-governmental organisation representing the private sector in delivery of services to international trade logistics and supply chain management.

With the movement of the FIATA Secretariat to Geneva the strategic position of FIATA will be enhanced through these stronger relationships; this forms a part of the strategic restructuring and realignment of FIATA that commenced in 2020. FIATA Director General Stéphane Graber and FIATA Senior Advisor Stephen Morris participated in the session and held meetings on the fringes with delegates on a variety of issues, including:

- Strengthening border-crossing facilitation from a customs perspective, with refer-



Photo: FIATA

Border compliance is a key UNECE issue.

rence to the International Convention on the Harmonization of Frontier Control of Goods, the TIR Convention and other customs transit facilitation measures.

- Environmental and sustainable development goals relating to inland transport.
- Capacity building for Member States to drive the process of reform, by first ensuring that Member Statutes are aware of key initiatives, and to particularly ensure that international and regional institutions are involved in the development of sustainable transport systems by involving individual, organisational and national parties.

This aspect is the work undertaken by FIATA, through its Multimodal Transport Institute and its Working Groups for the sea, road and rail sectors. This is where there is alignment in synergy with the ITC. FIATA is well-placed to support the delivery of education and training through its National Associations, its education standards, and its newly-formed FIATA Logistics Institute (FLI).

The emergence of autonomous transport vehicles as a key issue for safety in all of road transport requires a group of

experts to draft a new legal instrument on the use of automated vehicles in traffic.

There is a demand and supply shortfall of heavy vehicle transport drivers that has already been identified, and the aspects of demography, gender, aspirational work opportunities and an aging driver population will also support the rise of autonomous vehicles. Clearly, the inability to fill the driver gap will create significant difficulties in the inter- and intra-state movement of goods.

It is through the legal instruments administered by UNECE that the means for countries to enter and participate in the global economy are achieved – in a safe and sustainable way that is economic and beneficial to the environment. The UNECE Transport Division has delivered impressive results in the fields of:

- Efficiency: CMR, TIR, driving permits and visas.
- Safety: vehicle regulations, weight/dimensions, driving time limits and dangerous goods carriage.
- Environment: perishable food carriage and vehicle testing/inspection.
- Infrastructure: transport corridors between Europe and Asia, and the international e-road, as well as minimum standards on construction, maintenance and signage network on roads for international travel.

Details on such support is available at www.unece.org/trans/.

Whilst moving the FIATA position forward it will be possible to better coordinate with third parties in Geneva the integration of the many FIATA bodies that cut across issues addressed by the United Nations Economic Commission for Europe. FIATA will then again, in time, be seen as the ‘go-to’ industry association for international freight forwarding and border compliance/facilitation issues.

MAIN DISCUSSIONS FROM THE FIATA WORKING GROUP SEA MEETING

Defining maritime indicators

The Association of Forwarding and Logistics of the Czech Republic (SSL) hosted the latest FIATA Working Group Sea meeting in Prague on 21 February 2020. It discussed matters of added value for all representatives of the member associations present.

A number of important topics were addressed during the meeting, with key discussions looking at a Global Maritime Logistics Dialogue initiated by the International Transport Forum (ITF), the European Liner Shipping Block Exemption Regulation (BER), and initiatives to provide benefits to FIATA members.

A GLOBAL MARITIME LOGISTICS DIALOGUE – INITIATED BY THE INTERNATIONAL TRANSPORT FORUM

The ITF Global Maritime Logistics Dialogue last met in Brussels to review and agree on key performance indicators to be introduced and measured by stakeholders in the logistics chain. The ITF

document analysed during the meeting mentions that there are inefficiencies in the maritime logistics chain, related to the interfaces between the various stakeholders (carriers, shippers, forwarders, ports, terminals). These inefficiencies can only be resolved if stakeholders identify under-performing interfaces and discuss approaches to see how these can be resolved. This discussion does not take place often enough, due to a lack of maritime logistics indicators.

The objective is to define a selection of commonly-accepted maritime logistics indicators, collect these indicators and release them at the aggregation level of maritime trade lanes (Far East–North Europe, for example). These indicators –

and a comparison of indicators between trade lanes – should help stakeholder organisations and their members to engage in constructive dialogue to improve maritime logistics along these trade lanes.

Some of the indicators proposed are available and could be released in the short term. Others would require the collection and aggregation of the identified data, by an independent organisation such as ITF, from carriers, shippers, forwarders, terminals and ports.

EUROPEAN LINER SHIPPING BLOCK EXEMPTION REGULATION

The European Commission's intention to extend the Block Exemption Regulation (BER) for another four years is not welcomed amongst Working Group Sea participants, who share the concerns raised by many associations in the industry. (Please refer to our articles on pages 7–9).

INITIATIVES TO PROVIDE BENEFITS TO FIATA MEMBERS

After the two previous Best Practices Guides on Demurrage and Detention in Container Shipping (Volume 1) and on Container Guarantees (Volume 2), the Working Group Sea is now working on a Best Practices Guide on the CTU Code.

The Working Group Chair read the CTU Code and identified a couple of subjects that could be mentioned in an informative guide produced by FIATA:

- Risks related to long distances and long transit (climate; temperature changes; moisture condensation, focusing on what happens during transit; and prevention measures upon arrival).
- Gas development due to long transit; with a focus on what exposure does and what happens during transit; and on prevention measures upon arrival.
- Contamination (see the Australian mar-morated stink bug).



Photo: FIATA

The Working Group Sea – working on a Best Practices Guide on the CTU Code.

TRAINING IN FREIGHT FORWARDING

A business imperative

A highly competent and skilled workforce is vital for success in today's ever-changing and competitive market of providing international trade logistics and supply chain management services. In the business equation, employers seek highly-skilled, motivated and adaptable employees willing to learn and transition with new skills.

Employees seek employers who will provide those job opportunities and enable the development of skills through professional improvement. The outcome focuses more on the context of developing core skills as well as on capabilities through training, and then moving that staff from junior to middle and senior management and into academic skills acquisition.

It is in the field of vocational training that FIATA has, over the last 20 years, worked with member associations to deliver core expertise for employees in the international freight forwarding industry. This work has been headed up in FIATA by the Advisory Body Vocational Training (ABVT) and through the implementation of industry Minimum Standards that lead to the FIATA Diploma in Freight Forwarding, an internationally recognised industry qualification. These standards cover:

1. Introduction to Freight Forwarding
2. Sea Transport
3. Multimodal Transport
4. Air Transport
5. Road Transport
6. Rail Transport
7. National / International Carriage by Inland Waterway
8. Customs Procedures
9. Logistics
10. Insurance
11. Dangerous Goods
12. Safety and Security
13. Information and Communication

Technologies in Forwarding

To receive validation of their respective training programme, member association applicants are required to work with FIATA in an open and professional process which



ensures the quality of their programme and its adherence to the Minimum Standards. The ABVT Validation Working Group is the key arbiter of whether programmes meet the necessary requirements for certification. The Working Group meets twice a year, for face-to-face validation and revalidation sessions, at the FIATA Headquarters' meeting in March and the FIATA World Congress in October. In the interim, it works intersessionally in managing the work through the FIATA Secretariat. To meet timelines member association applicants are required to submit fully-supported applications 60 days in advance of the respective ABVT meetings. The supporting material is needed to enable the Working Group to have a clear and cogent understanding of the member association training programme and its deliverables, including but not limited to:

- Training plans
- Delivery methods and channels
- Marketing plans
- Manuals and instructor material
- Assessment methodology and competency determination
- Student and tutor evaluation
- Tutor credential as to subject matter, business and academia

These requirements are set out in an Assessment Guideline; however, the Working Group rarely sees member associations' applications meeting the exact standards. To fill this gap, the Working Group meets with the applicants and through a question and answer session clarifies and verifies issues. It is only after this exhaustive process that validation is provided (and subsequently, that validation is required to be renewed in a simplified revalidation process every four years). In delivering its validated course, the member association is entitled to request the issuing of the FIATA Diploma in Freight Forwarding to those students who successfully pass the validated national course. In meeting the challenge of highly credentialled and skilled staff providing service in the international trade logistics and supply chain management industry, 53 FIATA member associations have validated 61 programmes and FIATA has issued over 15,000 FIATA Diplomas in Freight Forwarding. A truly remarkable outcome and a tribute to both the member associations, for their support of the Minimum Standards and the training needs of their employees, and to the role of the ABVT in its vision and perseverance in this most important FIATA deliverable.

ON THE MERGER OF THE TWO FIATA BODIES FLA AND ABVT

One source of knowledge

Stephen Morris took over the role as the interim chair of the new FIATA Logistics Institute (FLI), the merger of the FIATA Logistics Academy (FLA) and the Advisory Body Vocational Training (ABVT).

Last October, at the 2019 FIATA World Congress in Cape Town, South Africa, FIATA's General Meeting voted in favour of merging the FIATA Logistics Academy (FLA) with the Advisory Body Vocational Training (ABVT) into a new body – the FIATA Logistics Institute (FLI). Since then, FIATA has proactively worked towards seamless collaboration between the two bodies and building a new structure at FIATA. Stephen Morris, FIATA Senior Advisor, discusses his role as the appointed interim Chair of the new Institute, to let you know more about the latest developments.

Can you please first outline the major achievements of the FLA and the ABVT since their inception?

Stephen Morris: One of the key contributions of FIATA to education in international trade is the Minimum Standards in Freight Forwarding in acquiring the FIATA Diploma. Based on these set of standards, FIATA has – through its National Associations, which are validated as to their training – expanded critical knowledge, skill sets and overall professionalism in transport logistics and supply chain management. Through Train-the-



Photo: FIATA

Interim FLI Chair **Stephen Morris.**

Trainer capacity-building programmes, FIATA has enabled over 15,000 FIATA Diplomas and FIATA Higher Diplomas to be issued over the years – and today FIATA has seen a total of more than 61 programmes developed, which have originated from 53 countries.

The FLA was established to foster FIATA's vision for the future, to provide members with 'One Knowledge Source for Global Logistics'. FIATA has delivered new digital courses on 'Introduction to Global Logistics Theory and Practice' and on 'Maritime Transport'. These new initiatives remain to be fulfilled.

Why did the FIATA Presidency decide to merge both bodies into a single Institute?

Stephen Morris: It made no sense to have two separate bodies delivering education and training. Notwithstanding this state of affairs, the differing strands could be undertaken in an Institute in

“Training and development will still be driven by member associations.”

which there would be some rationalisation of the FIATA Secretariat's human and financial resources. Closer support and cross-staff support could be achieved. In addition, the merger would:

- Add value to FIATA members by positioning training, development and research in freight logistics as a priority FIATA deliverable.
- Enable work towards best practices, applications and training programmes available in academic and vocational training in the supply chain management and international logistics industry.
- Provide a sustainable, quality-management facility for professional training for FIATA members, through access to leading-edge intellectual property and education, training and development methodologies, and if the need arose, through a centralised delivery platform and learner management system.
- Promote cooperation and mutual recognition with international, regional and national bodies and institutions in the supply chain management and international logistics field.
- Enhance access to careers in supply chain management and international logistics by empowering and encouraging FIATA members to provide training.

How do you see training and education developing in the freight forwarding industry?

“Positioning training as a priority.”

Stephen Morris: With the current COVID-19 crisis, there is an opportunity for member associations to look at digital learning and to develop these options in a way that employers and employees are able to use this time to advantage, so that when the rebuilding period commences, a highly skilled workforce will be ready to drive business and economies. While FIATA will continue to set standards through its Minimum Standards, the industry's training and professional development will still be driven by member associations. FIATA will look into ways and means to support economies that are not able to meet the educational challenge in a bilateral cost-recovery approach.

What is FIATA's vision regarding training and education?

Stephen Morris: To offer a sustainable, quality-management facility for professional training to FIATA members through access to leading-edge intellectual property and education, training and development methodologies through our own resources or that of our members.

As interim Chair, what is your vision of the future of learning and development at FIATA?

Stephen Morris: My role is simple and hopefully short. To build the FIATA Logistics Institute (FLI) and to enable a handover to an elected FLI Chair at the next FIATA General Meeting. The creation of a new Institute in FIATA involves considerable work and, in the case of the FLI, it was deemed by the Presidency that an interim Secretariat resource would be deployed to:

- Amalgamate and continue the work of the ABVT and FLA.
- Work on human resource acquisition in the move to Geneva.
- Undertake overall cost determination and budget development.
- Policy development, which would include the Institute's modus operandi, terms of reference, delegate and chair skills sets.
- Process development and gap analysis.
- Project determination in the short and long term.

THE EVER-EVOLVING DIGITAL TRADE LANDSCAPE

Where does the Freight Forwarder fit in?

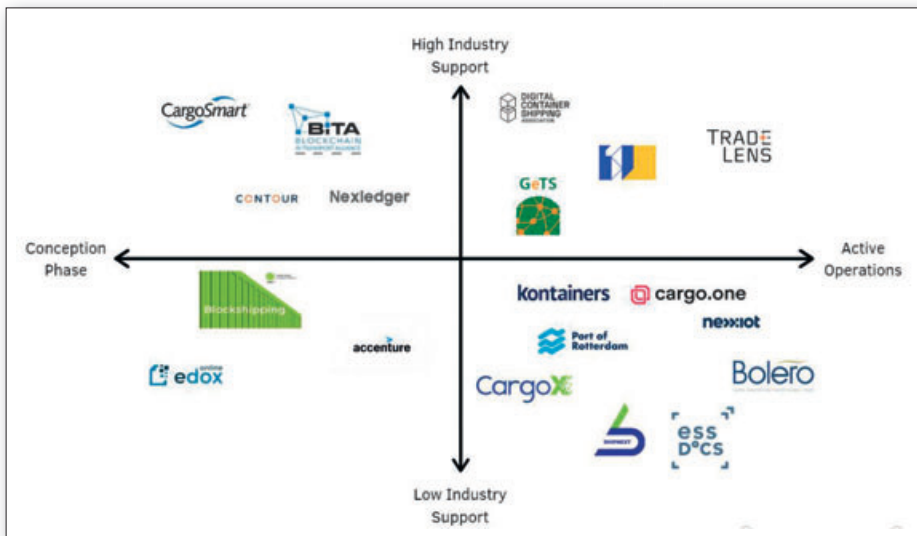
A PWC study showed that 68% of transport firms expect technologies to disrupt their business within five years. What firms are trying to understand is what these technologies are, and is there anything beyond a Transport Management System (TMS) mature enough to be incorporated into daily business?

The TMS – the Transport Management System – has become standard technology among logistics providers today, helping companies move beyond clipboards and phone calls to manage their increasingly complex overall supply chains. TMSs themselves have evolved over the past 20 years from bulky desktop applications into agile cloud-based solutions.

As this was the first form of technology to market, the systems are a first-layer interface into a more digitally interconnected ecosystem, which really aims to facilitate digital data sharing. We've all heard the saying 'data is the new oil'. That is increasingly true in the world of logistics. End-to-end supply chain data is immensely sparse, as a shipment is typically handled by numerous supply chain stakeholders, such as different modal carriers,



The power of networks lies with the number of members.



Forwarders bring the most complete supply chain data into any system.

port authorities, customs offices as well as many others.

Each stakeholder manages a subset of data within that supply chain which they selectively share with their partners in a manual process via emails, PDFs or even on paper. An IBM study showed that a simple refrigerated shipment passed through no less than 30+ different organisations, requiring a massive 200+ separate communications.

THE POWER OF NETWORKS

To solve this problem, the past five years has witnessed the rise of blockchain solu-

tions to bridge the data-sharing gap between supply chain stakeholders. Blockchain, touted as having the potential to become the universal supply chain operating system, allows members within a blockchain network to transparently contribute and validate data, theoretically providing a facilitated and secure environment for supply chain stakeholder to share information digitally.

The race to acquire users and grow their network is the primary objective for those blockchain providers currently already established. As in all great networks, the power of a network lies with the number of members in that network.

Imagine a freight forwarder joining a blockchain solution that was missing their primary shipping line contracted out to move goods for a major trade lane. That freight forwarder would pass on this particular blockchain solution and instead seek one that had amassed a sizeable network of users, ultimately increasing their opportunity to work with additional partners and open up more lanes.

But how relevant is the forwarder in a blockchain environment? The forwarder, unlike a shipping line or a trucking operator, is involved in the end-to-end movement of the cargo, from shipper to consignee, and therefore has access to the entire spectrum of supply chain data.

In a world where data is the most valuable resource, the forwarder is the most valuable stakeholder, bringing the greatest volume and most complete supply chain data set to any digital ecosystem.

ACTING AS A NEUTRAL PARTY

FIATA therefore has an obligation to set standards and rules on behalf of the forwarding industry, similarly to other industry associations in sea and air, which guide the IT community in enabling digital ecosystems that reflect a forwarder's daily operations, while also protecting the forwarder's data and establishing sharing protocols with other stakeholders.

As a non-profit organisation, FIATA can be viewed as a neutral party that can bring together supply chain stakeholders to improve collaboration and help foster an equitable and fair environment for all parties to participate. Great relationships and seamless collaboration are a freight forwarder's best traits, in the end, so why not direct these traits into an initiative that helps to greatly improve the overall trading environment.

Fully aware of this, the FIATA Secretariat has decided to build a working group of experts to reinforce FIATA's technology expertise, support the work of the ABIT and implement the overall digitisation strategy decided upon by the FIATA Presidency.



Graphic: iStock/imaginima

Bildlelgende

FREIGHT FORWARDERS CONFIDENTLY ENTERING A NEW ERA

Enhance our members' future

Stéphane Graber only just took the helm as FIATA Director General. He sees FIATA's role in setting standards to get the best out of new technologies for the industry, amongst many other things.

You started as FIATA Director General in January 2020. In these turbulent times, what are FIATA's priorities?

Today more than ever, the future remains unpredictable. There is therefore a need to reassess how international freight forwarders can continue to create value in the supply chain. Traditionally, they have focused on arranging transport and documentation preparation. However, new business models require a change from the traditional service delivery to a value-adding service. Today, freight forwarders are confronted with three evolutions impacting the supply chain – the rise of protectionism, the diffusion of new technologies, and worldwide demographics. Their ability to deal with these changes will be key for the future of this industry.

In the framework of the current crisis and the rise of protectionism, how can FIATA and its members support trade facilitation?

Trade restrictions by members of the World Trade Organization (WTO) are at historic highs. Such fractures in the international trading system have profound implications for the supply chain, and a knock-on effect on economic growth and development. After the current crisis, freight forwarders will be pivotal to every economy's revival and need to be at the heart of what will be required in trade facilitation reform. Now more than ever before there is a common need to fully implement the WTO Agreement on Trade Facilitation.

The unified cooperation of stakeholders (industry representatives, international bodies, governments) is vital to

find new approaches, including the continued incorporation of technology and sustainability, to grapple with changing regulation and controls. FIATA, as the largest non-governmental organisation representing service providers in international trade logistics and supply chain management, plays a key leading role in this arrangement.

The COVID-19 crisis creates strong incentives for digitalisation. What are FIATA's intentions in this important area?

With the acceleration of technological developments, freight forwarders will need to understand their value proposition and adapt their business models. They need to communicate with their partners to achieve increased efficiency and timely communication around interoperability and the automated exchange of information. The increasing complexity of the supply chain involves technology as the enabler of an increased quantity of information for data collection, analysis as well as for processing.

While technology represents a unique opportunity to facilitate trade and optimise the activities of industry, it is not without risks, should cartels form new platforms. FIATA sees its role in this regard as enabling horizontal work and setting standards to get the best out of

“Understand and adapt your business models.”



Photo: FIATA

Stéphane Graber took office in January.

new technological applications for the industry as a whole.

What role do training and education play in this context?

The industry must bring new skills and capabilities to the table. Training and education play a key role in these deliverables. Through training an industry can attract young talent that will bring with it new ways of thinking, to allow the industry to thrive in this new environment. It is also key to maintaining talent within the industry, to be at the forefront of new developments. To respond to shortages in the workforce, special attention needs to be paid to gender balance and diversity. Training programmes should target women for the industry, to increase its diversity across all hierarchical levels within companies, to double its recruitment pool and to bring innovation.

What is your message to FIATA members?

These developments have been embraced by FIATA with confidence and conviction and are key strategies to create value for our members, to strengthen the role of international freight forwarders. FIATA will take the lead to enhance the future of its members.

CAI/WCO'S ADAPTION OF RULES FOR E-COMM

Ensuring revenues, safety and security

In June 2019 and January 2020, the EU and the USA adopted new rules on market surveillance and compliance on products placed in their markets, including those traded online. From March 2021 onwards, all goods imported into the EU by postal and express air transport will be subject to minimum pre-loading information requirements, also from freight forwarders.

The rapid expansion of cross-border e-commerce (e-comm) since 2014 has delivered a number of new opportunities for trade, as well as new challenges for governments and businesses alike.

In view of the increase in e-comm – which is expected to surpass 17% of retail sales worldwide by 2021 – governments have now seen a need to address growing concerns related to ensuring fair and efficient revenue collection, security of supply chains, and protection of society.

As a 'game changer', the global customs community stepped up efforts to help countries better understand the phenomenon and manage the increasing workload of small packages. In June 2018, the World Customs Organization (WCO) adopted a 'Framework of Standards on Cross-Border E-commerce'. The Framework was designed to deliver baseline standardisation and predictability in the e-comm environment, and to build capacities to address associated challenges. The Framework and its accompanying technical elements were created jointly with the private sector, with FIATA was a participating member. Some of these elements

are still under development, including a reference data set and revenue collection approaches.

Key movers on this issue were the United States of America (USA) and the European Union (EU) which, while awaiting the WCO's finalisation of its work on e-comm, undertook initiatives towards ensuring revenue collection, public safety and security. In this article, some of their efforts to adapt traditional rules and procedures to evolving trade realities are referenced in brief.

REVENUE COLLECTION

In December 2017, the EU agreed on key reforms to the EU's VAT compliance rules, aimed at tax fraud, especially regarding imported goods, and practices distorting fair competition within the EU Single Market. The EU abolished the import VAT de minimis threshold, while at the same time maintaining a EUR 150 exemption on customs duties. Consequently, all goods imported into the EU have to be declared, regardless of their customs value. A new form of customs declaration, with a reduced data set, was created as a simplification; whereas for certain goods with prohibitions and restrictions a full declaration is still needed. It is important to stress that a level playing field was created within



the new Framework, where related simplifications and facilitation will be available to freight forwarders. The new rules and formalities will apply from January 2021 onwards. The USA's e-comm strategy, in turn, focuses mainly on fulfilling its mission of public safety and security.

SECURITY

The new EU Import Control System (ICS-2) addresses, inter alia, the gap in available data for postal and express consignments. From March 2021 onwards, all goods imported into the EU by postal and express air transport will be subject to minimum pre-loading information requirements. Advance entry data will be required for general air cargo from 2023 onwards. Notably, the new system will al-



Seeing the chances of growing e-trade, FIATA applauds the efforts of the EU, the USA and the WCO to tackle emerging concerns and to create new opportunities for freight forwarders. FIATA continues to work towards equity in trade facilitation, fair competition, elimination of revenue leakage and the minimisation of community risks.

Photo: iStock/William_Potter

low for multiple filing from various supply chain actors, including directly from freight forwarders. The USA is building a system of streamlined enforcement processes and enhanced data collection through the US Customs and Border Protection agency of the Department of Homeland Security under section 321 of the Tariff Act of 1930, and Data Pilot (a voluntary test), which aims to secure the e-comm supply chain with additional advance data through collaboration with the trade community, including online platforms.

CONSUMER PROTECTION

In June 2019, the EU adopted new rules on market surveillance and compliance on products placed in the EU market, which aim to guarantee that products,

including those traded online, comply with EU regulations and meet quality and safety standards. The enforcement measures address the increasing complexity of supply chains and affect not only traditional actors, but also novel forms such as fulfilment service providers. With a recent Executive Order from President Trump (January 2020), the USA has also targeted online sales of counterfeit goods and other contraband in the US market. Violations of customs laws will lead to entities being suspended or debarred from federal programmes and ultimately from importing goods into the USA. The new measures have far-reaching implications for those who import directly or facilitate the imports of goods, including freight forwarders.

Conclusion: E-comm has become an integral part of international trade and transport. At the same time, its exponential growth and the lack of appropriate rules and enforcement create unfair competition and increase risks for public safety and security. FIATA therefore applauds efforts like those of the EU, the USA and the WCO, which aim to tackle emerging concerns, and simultaneously create new opportunities for freight forwarders. With the exponential growth of e-comm and the lack of uniformity and consistency in policy and process management in economies, FIATA will continue to work towards equity in trade facilitation, fair competition, elimination of revenue leakage, and the minimisation of community risks.

IN THE TIMES OF COVID-19

We are Here for You

COVID-19 may have shaken up the world (and the international postal services), but the FIATA Secretariat stands ever more ready to serve its members. Below you will find key information to make the most of your FIATA membership.

FIATA 2020 MEMBERSHIP

FIATA would like to thank its members for their ongoing collaboration and looks forward to continuing to work together over the coming year to tackle the multifarious challenges of the day with ever more gusto and resilience.

Following receipt of payment of FIATA Membership Subscription 2020 invoices, FIATA is currently sending out FIATA Certificates to its members. We ask for your patience during this time, as due to the heavy reduction or cancellation in international postal services due to COVID-19, members may experience delays in receiving their FIATA Certificates. We are closely monitoring the situation and will get you your FIATA Certificate as soon as possible.

FIATA would also like to take this opportunity to thank all individual members who have made the voluntary contribution of CHF 25 to the FIATA Foundation as part of their membership subscriptions. Since 2009, these contributions have been indispensable to promoting the acquisition of knowledge and professional skills in freight forwarding and logistics to those who need it most. For more information on the FIATA Foundation, visit www.fiatafoundation.com.

USE OF THE FIATA LOGO

FIATA is pleased that many of its members display the FIATA logo with pride. This is one of the many exclusive benefits of being a FIATA member. We would like to take this opportunity to remind you that use of the FIATA logo is permitted for FIATA members only, and can be displayed on your business papers, business cards, and on your website. Though tempting, it therefore cannot appear on your own house transport documents.

STAY IN TOUCH

The FIATA Secretariat is always pleased to hear from its members, collaborators and friends. If you would like to get in touch, please note that our office hours are Monday–Thursday from 8 am–12 pm and 1 pm–5.30 pm, and on Friday from 8 am–12 pm and 1 pm–5 pm. Bank holidays in Switzerland are published on our website at www.fiata.com. To continue to deliver important information to you the FIATA Secretariat depends on communication from its members regarding changes of address and other contact details. Please send any changes to info@fiata.com, so that we can keep our Members Directory up to date. Above all, remember that FIATA is your home; we look forward to your continued engagement and active participation, as the world's Architects of Transport to continue building a better present and future industry.

MAKE THE MOST OF YOUR FIATA

The FIATA Statutes

Did you know that the meetings of FIATA's Institutes and Standing Committees are open to all members of FIATA and other interested parties? Or that the Presidency should meet at least twice each year?

It is well known that statutes are important. They are crucial to the effective governance of a country, a company, or an organisation such as FIATA. At the same time, they can also make for rather dry reading material (as many would probably not consider the FIATA Statutes to be the most appealing way to while away these days in COVID-19 self-isolation). Nevertheless, just as one could not imagine a nation without its statutes, these form the guiding and legal basis for organisations such as FIATA (with the help of its policy determinations).

Many of you will no doubt have perused the FIATA Statutes at some point in time. But do you really know them like the back of your hand? If the answer is no, consider taking another look at them. Knowledge is power, after all, and the statutes are the operating manual of the organisation – from its structure via its purpose to the way in which it conducts its affairs. As a member, do you know exactly how decisions are made, how the organisation is governed, or what exciting benefits your membership category holds? Remember, make the most of your organisation.

As the federation for the national and regional associations of freight forwarding throughout the world, FIATA plays a crucial role in maintaining contacts with international and supra-national authority organisations and associations (Art. 2.1.1), determining customary usage and regulations in international business (Art. 2.1.3), and promoting solidarity and fair competition and the exchange of business and technical experience (Art. 2.1.8). Simply put, FIATA is a key player in the global freight forwarding industry. In addition to its essential organs and Secretariat, it is composed of a multitude of institutes, regional committees, standing committees and ad hoc working groups, all of which make essential policy recommendations on today's pressing issues. Though they may appear a seemingly confusing hodgepodge of acronyms, their basis and governance are covered in Art. 7 of the FIATA Statutes. As companies worldwide continue to grapple with the turbulent and disrupted world of today, what better time to understand the rules of the game and create real impact through the association?

FIATA Statutes are not to be regarded as a dusty and antiquated set of rules; they are reviewed on a regular basis and amended as necessary. The 1988 version of the statutes, for example, is very different to the current version, which came into force in January 2019. What this means is that the statutes are very much alive as the guiding central spirit of FIATA.

So, what are you waiting for? Grab a copy of the FIATA Statutes (available on www.fiata.com) and make them your essential reading. After all, you can only be a true and effective participant in the game if you know its rules.

A BREEZE OF RENEWAL FROM GENEVA

Welcome to our new staff



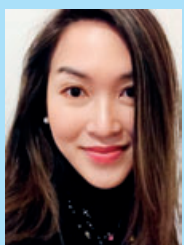
Pauline Dutertre, Marketing and Events

Pauline joins FIATA from Unilabs, a leading diagnostics company. She has over eight years of experience in the world of events management and internal and external communications. At Unilabs, Pauline was Group Communications Specialist and, among other responsibilities, ran an annual top management conference. She also worked with the consulting company Amaris, now Mantu. Pauline started her career at the French Embassy in London, where she helped coordinate events, logistics and media during the 2012 Olympic Games and during the French presidential and parliamentary elections. She speaks French and English fluently.



Claudia Marquina, Communications

Claudia is a communications specialist with experience working for international non-governmental organisations in Geneva. She was previously Communications Officer at FDI World Dental Federation, where she led a global campaign, editorial activities, strategy implementation and project management. Claudia also worked at the International Federation of Red Cross and Red Crescent Societies, supporting the communications department on content development, publications and event coordination. She holds a Master of Arts in Communications and Media from the University of Geneva and a Bachelor of Arts in Communications from Emporia State University.



Andrea Tang, International Trade Law

Andrea has a background in international trade law and in representing industry interests at the national and international level. She completed her legal studies at King's College London and has a master's degree in International Law from the Graduate Institute of International and Development Studies in Geneva. A British national, Andrea was called to the Bar of England and Wales in 2013, and is currently working towards the New York Bar accreditation. Previously, she worked at Lloyd's of London in International Regulatory Affairs, where she advised Lloyd's market participants on their international trading regulatory obligations and worked on the development of strategic regulatory initiatives. Most recently Andrea worked at the Swiss Trading and Shipping Association, where she led the legal and regulatory workstreams, representing the commodity trading activity in national and international policy discussions.



Dr. Nina Eggert, Professional Development and Training

Nina holds a PhD in Political Science from the University of Geneva, and Sociology from the University of Trento. Before joining FIATA, she was in charge of Corporate Social Responsibility (CSR) in a Swiss association active in international trade. She also directs a training programme which she developed, on business and human rights in international trade. Prior to that, Nina was a researcher and lecturer at the University of Geneva and at other European universities, where she taught at undergraduate and graduate levels. She currently teaches at the University of Geneva in the Diploma of Advanced Studies in Commodity Trading, a course on CSR for professionals active in the industry. Since January 2020, Nina has been President of WISTA Switzerland (Women's International Shipping and Trading Association).



Guy de Pourtalès, Senior Technological Advisor

Before joining FIATA (part-time), Guy was the CTO of eGTSA SA, a company that runs Trafec, a multi-banking secured trade finance communication platform. Guy has over 20 years of experience leading innovative software services in various environments, such as corporate finance solutions, leisure B2C services, and government digital transformation, among others. Guy holds a master's degree in Architecture from EPFL. He currently also holds the position of CTO at komgo®, a blockchain-based ecosystem for trade finance.



Lucelia Tinembart, Technological Projects

A Swiss and French national, Lucelia holds a bachelor's degree in Communications and Art History as well as a master's degree in Technologies Enhanced Communications. Lucelia joins FIATA from the International Air Transport Association (IATA), where she was part of the Digital Communications Team. Lucelia is an experienced professional in digital project management activities, and she has also worked for several international organisations as well as private companies, where she implemented and managed corporate websites, intranet/extranet platforms, as well as mobile apps.

THE INDUSTRY IN THE SHADOW OF COVID-19

Dramatic declines

The transportation industry has not witnessed such a dramatic collapse since World War II. The COVID-19 pandemic has caused a huge disruption to all modes of transportation, with significant declines and unprecedented losses. This has brought challenges to the freight forwarding industry, which continues to grapple with this new overall environment whilst working to maintain supply chain fluidity.

Road Transport in March

20% decline in 2020 in global road transport activity

USD 800 billion loss in operator revenues

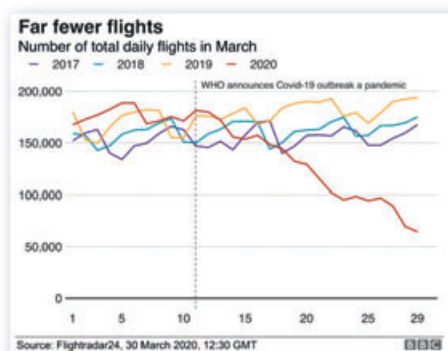
Long truck lines formed at various borders in March, including an

up to 50 kilometre line waiting to enter Poland from Germany

up to 30 kilometres between the Czech Republic and Slovakia

Source: This figure was revised from an earlier analysis published on 13 March. The IRU is continuing to monitor the economic impact of the coronavirus (COVID-19) on commercial road transport operators and will publish further information as the situation progresses.

Air Transport in March



Maritime Transport in March



75 increase in blank sailings on the Asia –Europe route in March amongst which

29 were due to COVID-19

Source: https://www.bollere-logistics.com/en/Pages/news/Coronavirus_Impact_Update.aspx

Rail Transport in March

15.9% year-on-year decline in total weekly rail traffic in the USA for the week ending 4 April 2020

Source: Association of American Railroads <https://www.aar.org/news/weekly-rail-traffic-for-the-week-ending-april-4-2020/>

FIATA REVIEW

NEXT EDITION
JULY 2020

Bi-monthly magazine of FIATA, the International Federation of Freight Forwarders Associations
Circulation 6,500 copies

Published by FIATA, the International Federation of Freight Forwarders Associations

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

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Production

Design and printing
Swiss Professional Media AG, Basel

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Forthcoming Events



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19–24 October 2020
Busan, Republic of Korea
FIATA World Congress

13–15 October 2021
Brussels, Belgium
FIATA World Congress

Insurance and Surety Solutions for Logistic Providers

Contact us today to learn about our Freight Association Program

A premier bond program for FIATA members

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



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Uniting for Global Solutions

Exhibition Opens!

Check the information at FIATA2020.com

The International Federation of Freight Forwarders Associations (FIATA), with the Korea International Freight Forwarders Association(KIFFA), is pleased to announce that the FIATA World Congress 2020 will take place in Busan, Republic of Korea from 19 to 24 October 2020.

Why
Busan
Republic of
Korea

National Logistics Industry

- Korea's logistics industry was valued at about 44billion USD in 2014
- Incheon International Airport was ranked No.2 in the world for freight traffic in 2014
- Korea ranked 21st in the World Bank's Logistics Performance Index (LPI)

Logistics Industry in the Host City Busan

- The world's 6th busiest container port
- The world's 3rd largest transshipment port
- Excellent connectivity with weekly services to 389 locations worldwide and a feeder network of 125 ports
- With an average water depth of 17m, Busan Port is capable of accommodating upper-size vessels (18,000TEUs)
- The city has advanced IT systems for the freight forwarding industry

Contact us

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