



*The International Federation of Freight  
Forwarders Associations*

*Fédération Internationale des Associations de  
Transitaires et Assimilés*

*Internationale Föderation der  
Spediteurorganisationen*

# **Business compliance achieved through FIATA's best practice**

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# FIATA by numbers

*All below figures are dated 2011*



**40,000 companies**

**Over 1 million FBL's**



**10 million FTE's**



**150 countries**

# Description of services



## \* From the FIATA website:

“Freight Forwarding and Logistic Services” means services of any kind relating to the carriage (performed by single mode or multimodal transport means), consolidation, storage, handling, packing or distribution of the Goods as well as ancillary and advisory services in connection therewith, including but not limited to customs and fiscal matters, declaring the Goods for official purposes, procuring insurance of the Goods and collecting or procuring payment or documents relating to the Goods. Freight Forwarding Services also include logistical services with modern information and communication technology in connection with the carriage, handling or storage of the Goods, and de facto total supply chain management. These services can be tailored to meet the flexible application of the services provided.

# A collaborative environment



- \* As a partner of shippers and carriers the freight forwarder is able to conciliate the different interests and views of the parties involved in the transportation chain with its expertise and market competency.
  - \* The freight forwarder deploys a brokerage assistance by bringing the interests of shippers and carriers more in line with each other by drafting contracts and arranging transportation in accordance with the interests of both parties
- \* The freight forwarder facilitates market access by providing consolidation and de-consolidation services, where it acts as principal for both shippers and carriers
- \* The freight forwarder fills all possible service requirements to the full range of shippers' demand, regardless of modes and domains
- \* To achieve these results freight forwarders work with corresponding partners which create a collaborative logistics network.

# Need a specialist?



- \* Freight forwarders must be familiar with different means of transport and are aware of the many differences that still exist
  - \* in the laws and rules in different countries or areas;
  - \* in the legal status of the different actors in the transport chain;
  - \* in the conventions and regimes in different transport modes;
  - \* in the liabilities of different actors of different transport modes.
  - \* In the working mores and habits of the SC parties/partners
- \* Some see such differences as shortcomings, but freight forwarders take them as facts of life and work around them.
  - \* **We must comply with many, many different rules weights and dimensions, social and safety rules, competition rules, trade restrictions rules, generalised and particular systems of preference, etc.**
- \* **This means that knowing the rules and complying with them is very important for conducting good business in freight forwarding**

# What is compliance?



- \* The on-line Business Dictionary Definition
  - \* Certification or confirmation that the doer of an action (such as the writer of an audit report), or the manufacturer or supplier of a product, meets the requirements of accepted practices, legislation, prescribed rules and regulations, specified standards, or the terms of a contract.
- \* The Cambridge on-line Dictionary Definition:
  - \* The fact of obeying a particular law or rule, or of acting according to an agreement
- \* Examples of what can be done:
  - \* Chinese Business Leasers' Forum's [Business Integrity Handbook](#)
  - \* the EU [explanation of compliance to competition rules](#).
  - \* US [Federal Trade Commission's views](#), by W. E. Kovacic in 2003 in London
- \* **FIATA advocacy is the most important protection of our sector from unacceptable and cumbersome regulations, but it is a VERY difficult work, which often goes undetected.**

# FIATA's role

FIATA's statutes enshrine the following objective under article 2:

*Being active in the determination of customary usage/regulations in international business.*

→ *FIATA produces standard documents, standard model rules and standard VT instruments*



FIATA encourages **ALL** efforts deployed to create additional facilitation for traders in general and logistics service providers in particular, and it is ready to promote better business models throughout its vast constituency

# Trade Facilitation & FIATA documents

- FIATA has created several documents and forms to establish a uniform standard for freight forwarders worldwide
- Each document has a distinctive colour and carries the FIATA logo
- All FIATA documents will be made available electronically



*FIATA documents are multimodal native*

Consignor

Comptainer number of

Notify address

Place of receipt

Ocean vessel

Port of loading

Part of discharge

Place of delivery

Marks and numbers

Number and kind of packages

Description of goods

Gross weight

Measurement

according to the declaration of the consignor

Declaration of interest of the consignor in timely delivery (Clause 5.2)

Declared value for all relevant rates according to the declaration of the consignor (Clause 7 and 8)

The goods and instructions are accepted and dealt with subject to the Standard Conditions printed overleaf.

Taken in charge in apparent good order and condition, unless otherwise noted herein, at the place of receipt for transport and delivery as mentioned above. One of these Multimodal Transport Bills of Lading must be surrendered duly endorsed in exchange for the goods, in witness whereof the original Multimodal Transport Bills of Lading all of this tenor and date have been signed in the number stated below, one of which being accomplished the others to be void.

Freight amount

Freight payable at

Place and date of issue

Charge insurance through the undersigned

Number of Original Bills

Stamp and signature

not covered  Covered according to attached Policy

For the delivery of goods please apply to:

Stamp and date of issue

Stamp and signature

Instructions as to freight and charges

Suppliers or Forwarders Principals

Consignor

Marks and numbers

Number and kind of packages

Description of goods

Gross weight

Measurement

according to the declaration of the consignor

The goods and instructions are accepted and dealt with subject to the General Conditions printed overleaf

We certify having assumed control of the above mentioned consignment in external apparent good order and condition

at the disposal of the consignee

to be forwarded to the consignee

Instructions as to freight and charges

# The Compliance Statement



FIATA branding is **a powerful instrument** to

- \* Suggest accountability and good practice
- \* Ensure adherence to state of the art international standard
- \* Promote the image of the compliant freight forwarder with authorities and business partners alike

The ability to issue model rules has a long history in FIATA, all are public for all Members to use.

**The new Business Integrity Statement is a further step in the enhancement of the image and prestige of our companies.**

# In conclusion



- Freight forwarders and Logistic providers must be well informed and hands-on toward all trade related requirements and rules
- FIATA takes a two tier approach
  - Its strongly advocates with UN and other legislative bodies to negotiate best conditions for our sector
  - It adopts a practical approach to provide members with instruments that help them comply with the existing rules.
- Please help us improve the knowledge and expertise of our sector by joining forces at association level and individual membership to achieve

***THE BETTER BUSINESS OF THE FUTURE!***

**MORE INFORMATION?**

[www.fiata.com](http://www.fiata.com)



**Thank you!**