



NIT LEAGUE TRANSPORTATION SUMMIT

*Embrace the Future:
Developing Your
Transportation Survival Kit*

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OCEAN TRANSPORTATION TODAY

Don Pisano

NIT League

Green Coffee Association

American Coffee Corp.

Director

Director

President



NIT LEAGUE LEADERSHIP

- FMC PETITION FOR FAIR PORT PRACTICES
 - DEMURRAGE AND DETENTION CHARGES
- VERIFIED GROSS MASS (2016)
 - OPTION 2 – AGGREGATE WEIGHTS
- CONTESTED CONGESTION SURCHARGES (2014)
- ROTTERDAM RULES (2009)
- GLOBAL SHIPPERS FORUM (2006 – 2011)
- OCEAN SHIPPING REFORM ACT (1998)





GSF Membership

Growing-40 Countries in N/SAmerica, Asia, Europe

- Australian Peak Shippers Association/FTA
- FMA-Canada
- Consejo de Cargadores-Argentina
- European Shippers' Council
- Freight Transport Association (UK)
- Korean Shippers' Council
- NITL (USA)
- New Zealand Shippers' Council
- SASTALC-South Africa
- Sri Lanka Shippers' Council
- Swiss Shippers' Council
- Union of African Shippers' Councils



Problem

Unwarranted risks and surcharges levied on FOB sellers, mainly in developing countries 50 + surcharges, including THCs imposed-circa 35-50% of total freight costs

Campaign Actions

- FCA Incoterms- changes proposed in next review
- GSF/BIMCO Contract for SME shippers (on GSF website)
- Working with UNCTAD/World Bank to identify wider impacts on trade
- Changes to National legislation (Sri Lanka)



GSF 2018 Agenda

- Promotion of CTU code with WSC, ICHCA, TT Club
- Threat of phytosanitary checks/declarations on containers (WHO/IPPC Convention). GSF is working with the WSC and the North American (Can/USA) best practice initiative to counter threat of regulation
- GSF/Cargo iQ MOU initiative-Roll out shipper best practice guide
- Trade Facilitation and Security-Develop GSF agenda, including
 - Mutual recognition for AEO/trusted trader
 - Respond to new security agenda C-TPAT etc



CHALLENGES FACING SHIPPERS

- CONTINUED OVERCAPACITY
- CARRIER CONSOLIDATION
- VESSEL SHARING ALLIANCES
- PORT CONGESTION
- CYBER SECURITY



INNOVATIONS

- TECHNOLOGY – DIGITALIZATION
- FREIGHT TRADING PLATFORMS
- CRYPTO CURRENCIES
- ENVIRONMENTAL PROTECTION



ENVIRNOMENTAL PROTECTION

- ULTRA LOW SULFUR FUEL FOR VESSELS
- ZERO EMISSION CARGO HANDLING EQUIPMENT
- LOW TO ZERO EMISSION TRUCKS
- IMPROVED TERMINAL GATE OPERATIONS



COLLABORATION

- FMC SUPPLY CHAIN INNOVATION TEAMS
 - INTEROPERABLE NATIONWIDE SEAPORT INFORMATION PORTAL
- APPOINTMENT SYSTEMS
- HOURS OF OPERATION
- PHANTOM BOOKINGS
- CARGO SECURITY



CARGO IS KING

Shippers

Brokers

Traders

Manufacturers

Wholesalers

Retailers

Carriers

Vessel Agents

Marine Terminal Operators

NVOCCs

Freight Forwarders

Customs Brokers

Draymen

Distribution Centers

Warehouses

Truckers

Railroads

Cargo Insurers

Trade Associations

We all serve the King