

FIATA REVIEW



Magazine of the International Federation of Freight Forwarders Associations

LITHUANIA **At the Crossroads** **of Europe**



COUNTRY REPORT

Discover the potential
of the Baltic states

UNFORESEEN

Be careful of consign-
ing a Bill of Lading

CLOSE TO THE WCO

Common interests
with customs bodies



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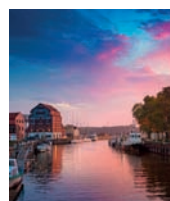
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Klaipeda (Lithuania) at dusk, with the old town and the river Dane.

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the global voice of freight logistics

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FIATA HEADQUARTERS' SESSION 2020 PROGRAMME

Zurich, 26th–28th March 2020



Swissotel Zurich (Oerlikon), Schulstrasse 44, 8050 Zürich



Photo: iStock/benedek

Thursday, 26th March 2020

Time	Meeting / Session	Room	Contact person
07:15 – 17:00	Registration	Foyer	Barbara Wieser
08:00 – 10:15	Region Africa and Middle East	Zürich	Bassil Eid
08:30 – 10:15	Region Americas	Saas Fee / Zermatt	Verena Schaer
08:30 – 10:15	Region Asia Pacific	Arosa / Davos	Daniel Bloch
08:30 – 10:15	Region Europe	Basel	Joana Nunes
10:15 – 10:45	Coffee break	Foyer	
10:45 – 12:00	Advisory Body Legal Matters	Zürich / Basel	Stephen Morris
12:00 – 13:00	Lunchtime	Free disposal	
13:00 – 14:15	Advisory Body Safety and Security	Zürich / Basel	Bassil Eid
14:15 – 15:45	Multimodal Transport Institute	Zürich / Basel	Joana Nunes
15:45 – 16:15	Coffee break	Foyer	
16:15 – 17:45	Know your FIATA	Zürich / Basel	Robert Voltmann / Stéphane Graber

Friday, 27th March 2020

Time	Meeting / Session	Room	Contact person
08:15 – 17:00	Registration	Foyer	Barbara Wieser
08:30 – 10:00	Airfreight Institute	Zürich / Basel	Daniel Bloch
10:00 – 10:30	Coffee break	Foyer	
10:30 – 11:45	Custom Affairs Institute	Zürich / Basel	Daniel Bloch
11:45 – 12:45	Lunch hosted by FIATA	Lakeside	
12:45 – 14:15	Transitioning FIATA Logistics Institute FLI (Advisory Body Vocational Training / FIATA Logistics Academy)	Zürich / Basel	Verena Schaer
14:15 – 14:45	Coffee break	Foyer	
14:45 – 16:00	Advisory Body International Affairs	Zürich / Basel	Bassil Eid
16:00 – 17:15	Advisory Body Information Technology	Zürich / Basel	Bassil Eid

Saturday, 28th March 2019

Time	Meeting	Room	Contact person
09:00 – 12:00	Meeting of the Extended Board	Bern	Stéphane Graber

PLEASE NOTE:

If you are not a FIATA member you may not be admitted to the Headquarters' Session. If you wish to become a member, please log on to <http://fiata.com/membership/becoming-a-member.html>



Dear Members, friends and colleagues

My first words would have been to wish you a happy new year and a prosperous 2020 – however as the year has unfolded to date those words are now muted by the Coronavirus. Many of our friends and industry colleagues in China are severely impacted by this calamity and to those in particular, and the country in general, our thoughts are with them for a speedy end to the health crisis and for their safety, and that of their families. This ever-expanding health crisis has now impacted upon an ever-widening list of countries. What the crisis has brought sharply into focus is the economic dependence of all economies on a facilitated international supply chain in which FIATA members play a pivotal role. The prosperity of all in 2020 will be impacted by the restricted movement of people for an undetermined period of time.

The international freight forwarding industry is now clearly in the impact zone as aids to manufacture, key components and consumables slow down in production, and how speedy delivery can be achieved on production resumption, with airfreight being acutely affected, with the cancellation of scheduled air services, and sea freight struggling with port restrictions and storage capacities. Your Association has been working to ensure the voice of the international freight forwarder is heard, as others clamour for cost alleviation, changes to supply chains and business needs. FIATA continues to monitor the supply chain disruption and provide information to members.

What struck me when I sat down to pen this article was that five months of my Presidency have already passed. In this time, however, key issues have been able to be delivered that impact on FIATA and its future. Of particular importance was that our new Director General Stéphane Graber, who will guide FIATA for the future, commenced work on 1st January 2020. In the period since he started work Stéphane has energetically

set about building FIATA and its capabilities to enable a better structure of the Secretariat to support member's needs, realign functions and rekindle the FIATA interface with international and regional governmental and non-governmental institutions.

In this regard I am happy to advise you that new international trade law, professional development and training and information technology staff have been recruited for the Secretariat. Work continues as to specialist recruitment on communications, events and projects and cross border operations, and we anticipate that these positions will be filled in the next month. This has driven the need for premises in Geneva and these have now been secured. The Director General and his staff will take up residence on 1st April 2020. Duality of operations in Geneva and Zurich will continue; however, it is perceived that operations of the Secretariat will be centralised in Geneva by the last quarter of 2020. FIATA has now embarked on the journey of renewal and on the basis of the support being received from external parties, the goodwill being exhibited and the resources now being recruited I am very confident with what the future will bring for FIATA and its members. I would also like to acknowledge the work that the acting Director General Stephen Morris did in 2019 in stabilising FIATA, working on the key element of the future, the recruitment of the new Director General, and maintaining the operations of the Secretariat. Our thanks to him for being able to assist FIATA in this transition to a vibrant future.

In moving issues forward, the Presidency met in mid-January and over two days of intensive work and a very full agenda addressed many key issues. The Presidency is conscious of the financial health of FIATA, membership deliverables, transitional work on professional development and training, external relations with identified parties and the impacts of developing supply chain data protection. On these aspects the Presidency spent considerable time in developing strategic



options that it will take forward to the Extended Board for further discussion and development. Strategic planning and deliverables are now a Standing Agenda Item for Presidency meetings.

In order to ensure that Members' Associations are kept informed as to what is happening in FIATA, a session titled "Know your FIATA" will be delivered by the Secretary General Bob Voltmann and the Director General at the FIATA Headquarters' Session. This gives effect to my commitment made in the December 2019 FIATA Review. "In my period of office I will work to ensure that FIATA is inclusive for all its Members and that input is respected at all levels." I have previously commented that the strength of FIATA rests with its members, and while the architecture of FIATA and its Secretariat are now either in place, or will be over the next three months, this is all for one purpose... to serve you, the members. However, for that service to be relevant you the members must contribute with your skill sets, for we are better as a whole than as individuals. I look forward to meeting up with you in the near future.

Yours,

*Basil L.S. Pietersen
FIATA President*



A BILL OF LADING REMAINS A DOCUMENT OF TITLE FOR THE GOODS

Staying in control of the release of cargo by carriers

A recent case in Australia showed that a freight forwarder can easily be held responsible for the full recovery of the drawdowns of a cargo – also in case of misleading and deceptive conduct by a shipper.

Recent case law from the NSW Court of Appeal in Australia acts as a reminder to freight forwarders to consider carefully the question of whether to issue a house bill of lading' for a consignment. When doing so, there are clear steps to take to protect the rights of all stakeholders and avoid unforeseen exposure.

THE FACTS

A freight forwarder contracted with a shipper for the business of exporting animal skins and hides. Separately, the ship-

per entered into a loan agreement with Australia Capital Financial Management Pty Ltd (ACFM), whereby the shipper would provide ACFM with original bills of lading as collateral security in exchange for drawdowns on the loan. It was intended that ACFM would return the original bills of lading after the shipper had repaid the drawdowns.

In the course of applying for a draw-down, the shipper provided ACFM with eleven house bills of lading, issued by the forwarder. When the shipper failed to make the repayments, ACFM attempted



Photo: iStock/PeopleImags

Forwarders should ensure that they **retain control over the release of the cargo.**

to take possession of the cargo, only to discover that it had already been released to a third party by the ocean carrier.

ACFM was successful in its action against the freight forwarder for the full recovery of the drawdowns, on the grounds of misleading and deceptive conduct.

This recent NSW Court of Appeal decision upheld the previous judgment in an action^[1] brought by ACFM against the predecessor company of the freight forwarder, which was found to have acted with misleading and deceptive conduct when issuing house bills of lading, whilst simultaneously releasing ocean bills of lading, both of which purported to be original negotiable documents.

WHAT WENT WRONG?

In this case, the ocean carrier issued a set of ocean bills of lading that were “original” and “negotiable” and named the consignee as “to Order” (Ocean Bills).

The forwarder issued a set of house bills of lading that were a close replica of the Ocean Bills, also being “original” and “negotiable” and named the consignee as “to Order” (House Bills). The House Bills were signed by the forwarder “as agent for the ocean carrier.”

Furthermore, the forwarder released both the House Bills and the Ocean Bills to the shipper, but the latter provided ACFM only with the House Bills. The Ocean Bills were apparently used by a third party to take delivery of the cargo from the ocean carrier.

The court held the House Bills themselves to be misleading and deceptive for the following reasons:

- the forwarder did not have the authority or consent from the ocean carrier to sign off as its agent;
- the forwarder allowed the issuance of two sets of bills of lading (House Bills and Ocean Bills), both purporting to be original documents with title to the goods;

- the House Bills did not in fact give the lawful holder a right to delivery of the goods.

Consequently, the freight forwarder was held to be liable for the loss suffered by ACFM.

THE LESSON TO BE LEARNT

Whilst the issuing of House Bills of Lading as a business practice should not be discarded, freight forwarders should never issue a House Bill of Lading when they do not have control over the release of the cargo at the destination; especially when the Ocean Bill of Lading issued by the ocean carrier is negotiable.

A defining feature of a Bill of Lading is that it constitutes a document of title for the related goods. Thus it must be capable of obtaining delivery of the cargo it relates to when it is presented to the issuer or its authorised agent.

Furthermore, freight forwarders must not sign House Bills of Lading “as agents of the ocean carrier” unless the ocean carrier has expressly granted authority to do so. Such representation implies the lawful holder of the House Bill of Lading has accrued remedies against the ocean carrier. If the ocean carrier has not granted authority to the freight forwarder, the ocean carrier will have no liability, and the freight forwarder will be liable for any losses associated with reliance on the representation.

For shipments where a freight forwarder issues a House Bill of Lading, it is important to ensure the Ocean Bill of Lading is non-negotiable and remains in possession of the freight forwarder (or their receiving agent), thus ensuring the freight forwarder has control over the release of the cargo by the ocean carrier.

CRO Travel Pty Ltd v Australia Capital Financial Management Pty Ltd [2018] NSWCA 153

^[1] Australia Capital Financial Management Pty Ltd v Freight Solutions (Vic) Pty Limited [2017] NSWDC 279

LITHUANIA'S GEOGRAPHICAL POSITION IS KEY FOR OUR INDUSTRY

A hidden champion

Most find it surprising that Lithuania – the 24th European country by area and only the 35th by population – has recently managed to become an undisputable transport and logistics industry leader in the EU. The transport and logistics sector there holds the largest share of GDP in the EU, with 12.3%. Its importance to the country's economic development is significant.

Transport and logistics is the third-largest industry in Lithuania, employing around 106,000 workers, or about 11.4% of the total workforce (2016). More than 7,500 companies operate in the sector, generating a turnover of approximately EUR 7.5 billion, with a main focus on export. 60% of all turnover is generated by road transport, while the country operates almost 50,000 trucks internationally. Expeditors in Lithuania are represented by the Lithuanian National Association of Forwarders and Logistics (Lineka).

To support smooth transit options Lithuania has established 37 border crossing points at the European Union's external borders of. 19 border-crossing points are with the republic of Belarus (four of them on international roads, eleven on local roads, three on the railways and one on a river), whilst ten border-crossing points link the country to the Russian Federation (five on international roads, two on the railways and three on international rivers). The country also has four international sea port and four international airport border-crossing points.

AT A GLOBAL CROSSROADS

It is fair to say that Lithuania's geographical position is amongst the key reasons that have led to our industry's success – Lithuania is centrally located between three sizeable markets, namely Western Europe, the Nordic countries and the Eastern markets of Russia and the Commonwealth of Independent States (CIS). Being in the very midst of trade transit, the country is recognised by the Eu-

ropean Commission as a priority transport link between Europe and Asia. This is why transport infrastructure development is of national strategic importance and is continuously supported by multi-million investments by the state and EU funds. Those worth mentioning include Lithuania's commitment to invest EUR 145 million in the Via Baltica international highway system, and EUR 100 million in four public logistics centres.

BY ROAD AND SEA

This public policy perfectly matches private-sector initiatives focused on making Lithuania a key European distribution centre and on developing advanced service infrastructure. For this purpose, seven free economic zones, with a healthy raft of financial incentives, and four public logistic centres in major cities have been established.

At the end of 2015, there was 469,100 m² of new warehousing space in Lithuania. Total warehousing space in the country stands at more than 1 million m². Though rather small, Lithuania has a 21,000 km road system, which is known to be the best in the region. That is quite an achievement, keeping in mind that Lithuania was still shown as the land with no E roads on the E network road map of Europe in 1988, following a European Agreement on Main International Traffic Arteries (AGR) in Geneva.

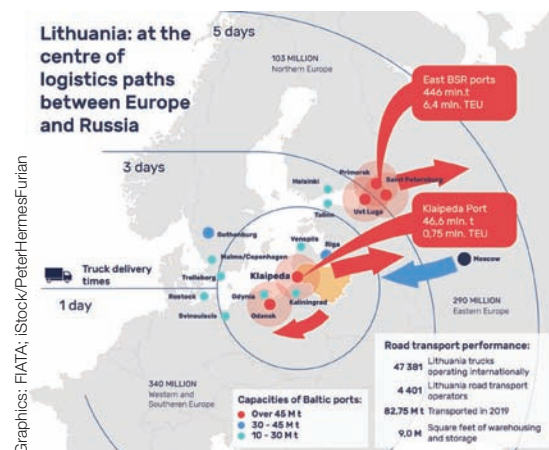
Today, six main European motorways cross the country, namely the E67 (Via Baltica), E28, E77, E85, E262 and E272, connecting Eurasia from Helsinki

to Prague, from Berlin to Minsk, from Pskov to Budapest, from Klaipėda to Alexandroupoli, from Kaunas to Ostrov and – locally – from Klaipėda to Vilnius. About 75 million t of freight are transported annually on these roads. Developed road networks and road quality make the country a good place for international carriers to start delivering cargo to almost every city in Europe in a mere three days.

Another advantage of Lithuania's transport infrastructure is Klaipėda's state sea port, which is the northernmost ice-free port on the Eastern coast of the Baltic Sea and a bridge joining the CIS, Asia, EU and other markets. The multipurpose, universal, deepwater port is capable of handling more than 65 million t of cargo annually and has ample storage facilities in place. Moreover, very short distances connect the gateway with the most important industrial regions of the Eastern hinterlands, and main shipping lines link to European ports. The hub can welcome calls from 400 m vessels up to 59 m wide and with a maximum draught of 13.8 m. 14 large stevedoring companies currently operate there.

JUST TEN DAYS TO CHINA

Lithuania is well-connected through a network of highways and railways, in-



Multifaceted logistics facilities.



LITHUANIA – FACTS & FIGURES

Official name	Republic of Lithuania
Capital	Vilnius
Form of government	Independent democratic parliamentary republic
Area	65,300 sqkm (with a 262 km coastline)
Population	2.9 million
Official language	Lithuanian
Currency	Euro
Major export markets	Germany, Russia, France, Denmark, Belarus, Netherlands
Major trading partners	Russia, Latvia, Poland, Germany

cluding a North–South highway, its railways connecting Scandinavia with Central Europe, as well as an East–West route linking eastern markets with the rest of Europe. According to the EU Commission, these are among the ten most important routes in Europe.

The Lithuanian railways transport approximately 48 million t of cargo every year, using modern infrastructure and a fully-modernised locomotive fleet. The country is a convenient hub, linking Europe with Russia, China and other Asian countries. There are two major types of railway track in its territory –European standard narrow-gauge lines and the broad gauge of the Russian standard, allowing the country to offer transport intermediation services. Lithuania also offers services of the Viking shuttle train, which connects the Black Sea and the Baltic Sea in just 55 hours.

The container train ‘Sun Train’ connects Europe and China. It is unique in that cargo that typically takes 40 days to reach Europe by sea from China arrives in just ten days. This was recently achieved as a result of various cross-border agreements that enable the train to pass through Russia and Belarus, then onward to Scandinavian and other European countries via Klaipėda’s state sea port.

BETTER INFRASTRUCTURE

Lithuania is continuously working to improve its transport infrastructure. Amongst the priority projects there are the Rail Baltica – Trans-European Transport

Network project, designed to link Finland, the Baltic states and Poland, and simultaneously improve connections between Central and Northern Europe; the outer port undertaking in Klaipėda, which will bring new potential for the transport industry, as Baltmax ships will be able to enter the port once it is completed. The newly-planned outer port will cover approximately 130 ha, with its dredged area offering a depth of 17 m.

Rail Baltica construction work will be started as early as next year and the project will be fully completed by 2030. These projects will ensure additional capacities to carry goods and will increase the attractiveness of the Lithuanian transport sector in the Asia–Europe corridor for goods transport.

ENVIRONMENT-FRIENDLY FUEL SUPPLY STATIONS

New ecology and efficiency-focused truck transport technologies require the development of related infrastructure for environment-friendly fuel supply stations. Lithuania has moved a significant step forward by developing infrastructure of compressed (CNG) and liquefied (LNG) natural gas – the first CNG station there was built as long ago as 2007. Today there are nine such stations, with four of them offering public filling access, namely in Klaipėda, Siauliai, Panevezys and Vilnius. The others are under construction. A LNG terminal opened at the end of 2014 guarantees sustainability of the fuel supply system and competitive prices for transport companies.

Meanwhile, electric trucks are still a vision of the future. Even though the infrastructure of electric charging stations is well advanced in Lithuania and continues to be developed at high speed, at present there are no electric vans and trucks that have been registered in Lithuania.

REGULATORY ENVIRONMENT AND TECHNOLOGIES READY

Innovative and complex logistics solutions, paired with high-quality standards, as well as business experience in Western Europe and especially in countries in the CIS, are all important for Lithuania’s regional leadership in transport and logistics infrastructure.

For instance, the country has advanced regulation in place for the use of autonomous cars, which makes Lithuania an attractive location for the testing of future transport technologies in public traffic. The forward-thinking Lithuanian government encourages the testing of these innovative vehicles on the roads of Lithuania by approaching leading manufacturers.

The technological environment is extremely favourable for this purpose as well. Lithuania enjoys one of the fastest internet upload speeds in the world, having the greatest fibre-optic broadband capacity in Europe.

Furthermore, experimental 5G cross-border corridors through the country’s territory are under development, which will definitely accelerate the process of self-driving vehicle testing.

CUSTOMS AFFAIRS INSTITUTE (CAI)

FIATA's share in the activities and initiatives of the WCO

Customs clearance remains a vital part of the freight forwarder's environment. The CAI is the spearhead of FIATA's engagement with the WCO. Besides the revision of the Kyoto Convention and modelling the framework of the standards on the cross-border e-commerce, the AEO programme is in the focus of interest.

As an advocate of trade facilitation, FIATA has been actively involved in the work of the World Customs Organization (WCO) for over thirty years. Collaboration with intergovernmental bodies such as the WCO is vital for FIATA in representing the interest of its members as to the interoperability of Customs standards with the international trade and transport community and in seeking synergies between trade and government.

Official observer status at the WCO allows FIATA to contribute to discussions on matters and to participate in a wide variety of WCO working bodies. In 2010, FIATA and the WCO signed a re-

newed Memorandum of Understanding (MoU) to strengthen their mutual cooperation. FIATA, through its Customs Affairs Institute (CAI), has also continued its membership of the WCO Private Sector Consultative Group (PSCG), a high-level advisory group to the WCO that provides positive input to the WCO on Customs and international trade matters from a business perspective. Participation at the PSCG has enabled FIATA to actively participate in the facilitation of international trade.

This article provides an overview of several key WCO initiatives, relevant for service providers in international trade logistics and supply chain management.

COMPREHENSIVE REVIEW OF THE REVISED KYOTO CONVENTION

The WCO Revised Kyoto Convention (RKC) is the main international Customs instrument for trade facilitation. The RKC aims to facilitate the cross-border trade of goods by harmonising and simplifying Customs procedures and processes. The RKC establishes the foundations for uniformity, consistency, predictability and transparency in transactions with Customs administrations across the globe.

In June 2018 the WCO's members agreed to establish a dedicated working body to carry out a comprehensive review of the RKC; FIATA participated in that review work.

FIATA highlighted the need for Customs and freight forwarders to recognise each other's roles in joint cooperation as well as other crucial aspects, such as digitalisation and single windows.

FIATA will continue to participate in the review of the RKC and contribute to its trade facilitatory objectives.

FRAMEWORK OF STANDARDS ON CROSS-BORDER E-COMMERCE

E-commerce now forms a significant part of international trade and has created significant challenges to Customs administration as to fiscal leakage, community protection, safety and security, import prohibitions and restrictions, as well as the facilitation for all forms of cargo (imports and exports), not only that of e-commerce.

The WCO is working extensively on finalising its E-Commerce Package, which contains the Framework of Stand-



CAI delegates, pictured at the CAI meeting in Cape Town, already looking forward to participating in the 5th WCO Global AEO Conference.



Photo: FIATA

FIATA has been involved in the work of the World Customs Organization for more than 30 years now.

ards on Cross-Border E-Commerce, which includes 15 global standards. The package aims to contribute to the standardisation and harmonisation of border regulatory processes for the more efficient management of cross-border e-commerce. It includes elements such as technical specifications, data requirements, implementation strategy and an action plan.

FIATA has participated in the extensive discussions of cross-border e-commerce and has contributed to defining the roles and responsibilities of freight forwarders in the e-commerce supply chain. FIATA will continue to provide the views of the industry in future process change as well as to the development of a maintenance mechanism.

WCO PRIVATE SECTOR CONSULTATIVE GROUP

The PSCG was created as an advisory body in the first instance, to explore the evolution of the Authorised Economic Operator programme (AEO), possible roles for the WCO and the challenges ahead for the implementation of the SAFE Framework of Standards, to which AEO is instrumental. It also dealt with a variety of international trade and Customs matters, and FIATA has taken part in all its deliberations since 2008, through CAI. The PSCG objective is to create a framework to understand the fu-

ture of international trade processes and border-clearance processes for the future, which will help in forming the policy decisions of the WCO.

The PSCG is linked to the ongoing 2021 review cycle of the SAFE Framework and, in particular, the very important work being conducted within the WCO to strengthen and enhance AEO programmes, in order to ensure largely harmonised implementation and less divergent practices.



The World Customs Organization (WCO), established in 1952, is an independent inter-governmental body representing the global Customs community. Its mission is to improve the effectiveness and efficiency of the Customs administrations of its 183 members. The WCO develops international standards and promotes cooperation in the field of the safety and security of the cross-border flow of goods, trade facilitation, revenue collection and protecting society.

5TH WCO GLOBAL AEO CONFERENCE

FIATA will participate in the 5th WCO Global AEO Conference in Dubai in March 2020. Under the theme ‘AEO 2.0: Advancing towards New Horizons for Sustainable and Secure Trade’, the conference will provide a forum for various Customs administrations and stakeholders to meet and discuss their overall commitment to reshaping the future of the AEO programme.

Mr. Steve Parker, CAI Chairman, will take the opportunity to put forward FIATA and the views of the freight forwarding industry. He will report on the outcomes of the event at the forthcoming FIATA Headquarters’ Session. FIATA has consistently participated in a variety of WCO meetings of several identified WCO bodies. It reports regularly to FIATA Members at CAI Meetings and via the FIATA Document Delivery System (FDSD) on various developments and on issues relating to security, safety risks, cross-border trade and e-commerce. Members benefit from this information for advocacy toward their National Regulators.

FIATA Members and CAI Delegates are encouraged to share their experiences on Customs-related issues such as AEO, the SAFE Framework of Standards, e-commerce and the implementation of the Revised Kyoto Convention.

VICE PRESIDENT GALO MOLINA AGUILAR

“Supporting FIATA with a Latin American point of view”

I was born in Quito, Ecuador, on 6th October 1966, and studied economics at Universidad Laica Vicente Rocafuerte de Guayaquil, in Ecuador. I graduated with a master’s degree in Senior Management in IDE. I am married and father of four children. Being active as an employee for many years, I became an entrepreneur and now own a group of companies dedicated to global logistics, including freight forwarding, trucking, warehouse storage, customs clearance services and trade. I have also been a member and part of the administration of important associations in logistics, such as ASEACI, IATA, FIATA and ALACAT.

If you had not joined the transportation business, which profession would you most like to have chosen (and why)?

As an economist, I was always interested in international commerce, especially the development of countries based on free trade. If I could have chosen another profession, I would have wanted it to be in banking, since you have a perspective there on the progress of different businesses.

So what fascinates you about the freight forwarding industry?

Each day is different, the essential capacity to adapt to constant change enables you to learn about countries, products, cultures and how the logistics business connects the world.

And what was your motivation to accept your post with FIATA?

After becoming the President of ASEACI, and later of ALACAT, the FIATA Con-

“Freight forwarding is the capacity to adapt to constant change.”



On board – Galo Nicolas Molina Aguilar.

gress in India captured all of my attention, widening my knowledge of FIATA as well as the idea of supporting this noble institution with a Latin American point of view.

How do you view the state of the industry today?

Everything changes and this industry is no exception. The best way to be successful is to adapt to these changes, and to make good decisions – many of which are made by emotion or instinct.

What are some of the changes that you’d like to see?

I’d like to have a committee where all freight forwarders and shipping companies have a space to talk about important issues, since shipping companies are becoming our most aggressive competitors.

Looking at the future, what advice would you give a young person joining the industry today?

To have integrity, courage, ethics and perseverance to achieve your goals. Specially, to understand that the combination of these is beneficial.

Generally speaking, what, in your opinion, has been mankind’s best invention (and why)?

Aircraft, technology, such as computers, the internet or cell phones, because when I started working for airlines, traders, and aircraft industries, such as Mitsui & Co., all we used was telex and faxes, and that made everything slower. Right now, business is immediate. What used to take weeks, today is done in a single day.

Which famous person would you like to have met (and why)?

I would like to have met my grandfather, a recognised Ecuadorian war hero. Unfortunately, he died fighting in a war my coun-

try fought with Peru in 1941. Also, my father was an air force pilot who died in a crash that left only twelve survivors. This legacy is what has influenced my character right until today.

Do you have any unfulfilled wishes (be they professional or personal)?

One of my great unfulfilled wishes is to create a foundation to help schools and high schools that honour my grandfather through his name – Major Galo Molina.

What plans do you have for the future or for your retirement?

I’ve never thought of retiring. From Japanese people in Mitsui I learned that “in Japan, companies take care of you; in Europe, governments take care of you; but in America, you have to take care of yourself.”

A BRIEF OVERVIEW OF GALO MOLINA AGUILAR’S PROFESSIONAL CAREER



Vice President
FIATA – International Federation of Freight Forwarders Associations
 October 2019 – to this day



Vice President/Past President 2015–2019
ALACAT
 May 2015 – to this day



Director / Past President 2004–2007
ASEACI
 2018 – to this day



President
Planet Cargo Group
 1998 – to this day

FIATA SECRETARIAT’S NEW RECRUITS

New faces on board

The new Secretariat has recruited international trade law, professional development and training and information technology staff. Also Ms Simantirakis and Ms Villa form part of the remodelled team that is currently preparing the Headquarters’ Session, scheduled for late March this year in Zurich.

Welcome Ms Simantirakis

Emmanuela Simantirakis first joined FIATA in mid-January this year. She grew up in Switzerland but has a Greek background. Emmanuela has had the chance to gather experience in the human resources sector, as well as in the fitness industry. She also spent three years in Australia, where she studied fitness and sports management.

Emmanuela is fluent in English, German and Greek and has a basic understanding of French. She enjoys travelling and learning about other cultures, and is also passionate about fitness as well as music. She thoroughly enjoys being able to work in the inter-



Photo: FIATA

Meet **Ms Simantirakis** at HQ in Zurich.

national environment that FIATA offers and is looking forward to meeting you at the Headquarters’ Session in Zurich, Switzerland, in March 2020.

Welcome Ms Villa

Vanessa Villa, who grew up in Switzerland and lives in Zurich, started working for FIATA in November 2019. Despite her young age she has already gathered a good mix of experiences from various jobs – in the social and justice sectors as well as in the construction industry. In her new position she will be able to use her fine command of English, which she acquired in a language exchange in Cape Town, South Africa. Vanessa is fluent in English and German and understands French. Her passions are books and travelling, so when she heard that she missed 2019’s World Congress in Cape Town she was a bit sad.



Photo: FIATA

Meet **Ms Villa** at the HQ in Zurich.

She’s now looking forward to meeting FIATA’s members at the Headquarters’ Session in Zurich in March 2020.

Happy Birthday!

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



Mr. Han Van Os (Netherlands) celebrated his **75th birthday** on 3rd January 2020. He has been a FIATA Delegate since 1986, was a Vice President from 1999–2005, and has been an Honorary Member of FIATA since 2007.



Mr. Sarosh J. Nagarvala (India) celebrated his **80th birthday** on 13th January 2020. He has been a FIATA Delegate since 1987, was a Vice President from 1989 –1990 and again in 1994, and Treasurer from 1994 –2005. He was Senior Vice President from 2009–2011, and has been an Honorary Board Member of FIATA since 2007.



Mr. Tullio Albarelli (Italy) celebrated his **90th birthday** on 19th January 2020. He has been a FIATA Delegate since 1981, was the Secretary General from 1989–1993, and has been an Honorary Board Member of FIATA since 1993.



Mr. Heiner Rogge (Germany) is set to celebrate his **70th birthday** on 25th March 2020. He has been a FIATA Delegate since 2000 and was Chairman KG UIC/FIATA and of the Working Group Rail from 2004–2007. He was Vice President from 2007–2009, and was Secretary General from 2009–2015, and has been a Honorary Board Member of FIATA since 2015.



Mr. Richard D. Gluck (USA) is set to celebrate his **70th birthday** on 13th March 2020. He has been a FIATA Delegate since 1999, was Chairman of the Advisory Body Legal Matters from 2009–2019 and became a Vice President in 2019.



Mr. Ahmed Moustafa Hamed Khaleel (Egypt) is set to celebrate his **55th birthday** on 25th March 2020. He has been a FIATA Delegate since 2012, and became a Vice President in 2017.

FIATA REVIEW

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Forthcoming Events



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26th–28th March 2020

Zurich, Switzerland

FIATA Headquarters' Session

19th–24th October 2020

Busan / Republic of Korea

FIATA World Congress

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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

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