



**YEP MED**

## **YOUTH EMPLOYMENT IN PORTS OF THE MEDITERRANEAN**

Work Package (WP3): YEP MED WP3 Interim REPORT

Period: September 9, 2022 till March 8, 2023

Output (3.2.): D.3.2.2. Developments of new curricula materials

### **CURRICULA MATERIAL**

**Document Version:** V\_1

**Document Preparation Date:** 20/03/2023

**Document Submitted Date:** 24/03/2023

#### **Table of content:**

Training Reports:

- OT0 Training Course – Ports-Logistics Community Training
- OT1 Training Course – Ports-Logistics Community Training
- OT2-OT3 Training Course – Ports-Logistics Community Training
- Course 1 (VT1) – Ports-Logistics Community Training
- Course 5 (VT2-VT3) – Ports-Logistics Community Training

# WP3.2.2

## Training Curricula



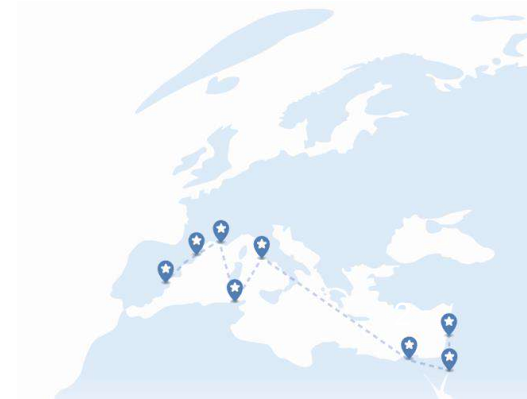
# Training Contents



## LECTURES

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- Maritime Sector & Ports:
  - ✓ *Maritime Sector*
  - ✓ *Ports services*
  - ✓ *Institutional & Regulation*
  - ✓ *Operation & Services*
- Customs Services & Organisation
  - ✓ *Customs Brokers*
  - ✓ *Freight Forwarders*
  - ✓ *Ship Agents*
- Shipping Lines & Forwarders
  - ✓ *Shipping*
  - ✓ *Forwards*
- Supply Chain Management



# PROGRAMME



## Tuesday, September 20, 2022 Key elements Maritime Sector & International Trade

14:00

**Rami Semaan**

Registration &  
Presentation of  
the training

14:15

**Elie Zakhour**

Organization of  
Maritime sector in  
Lebanon

15:00

**Rami Semaan**

Institutional &  
Regulations:  
Entities – Guidelines

16:00

Break

16:15

**Rami Semaan**

Operation &  
Services:  
Maritime - Land

17:15 – 18:30

**Imad El-Khoury**

Customs:  
From Traditional  
Customs to E-  
Services



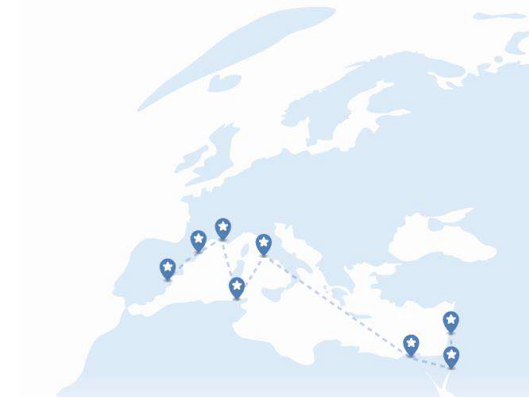


# PROGRAMME



## Wednesday, September 21, 2022 Customs Services & Organisation

14:00	15:00	16:00	16:15 – 17:30
Imad El-Khoury	Fawzi Allam		Imad El-Khoury
Customs: General Rules & Regulations	Customs Services: Techniques / IT	Break	Customs: Steps & Procedures
17:30 – 18:30			
Imad El-Khoury & Fawzi Allam			
Recap of Customs service & Trade Agreements			





## Thursday, September 22, 2022 Supply Chain Management

14:00 – 15:00

**Majid Malti**

General Overview on  
the Supply Chain  
Management:

15:00 – 16:00

**Fawzi Allam**

E-Procedures  
&  
Regulation Guidelines

16:00

Break

16:15 – 17:00

**Dory Abou Saab**

HS Code and Taric  
Origin vs Provenance

17:00 – 18:30 / Imad El-Khoury

Optimization of the general chain and tools:

INCOTERMS, Payment, Insurance, Inventory, Warehousing,  
Packaging, Documentation, and other tools).



# PROGRAMME



## Friday, September 23, 2022 – Shipping Lines & Transport Modes

**14:00 – 15:30**

**Rami Semaan**

General Presentation:

Main characteristics of Transport modes: air, rail, maritime, road

**15:30 – 17:00**

**Ghada Salem**

Shipping Lines:

- Worldwide organization
- Lebanon and the Region

**16:30**

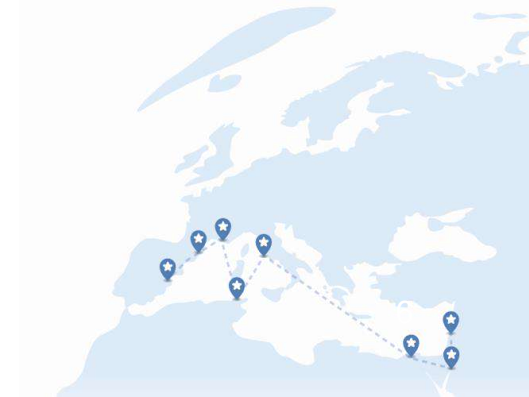
Break

**17:00 – 18:00**

**All Instructors**

Recap of all items:

*Practice & Quiz*



## Training Contents



## LECTURES

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# The Harmonized System

What?

Why?

How?



# Training Contents



## The Harmonized System (HS)

- It was Firstly Introduced In 1988
- The HS Code was developed by the World Customs Organization
- Basis for Customs Tariffs and Trade Statistics of 200 countries and economies
- More than 98 % of World trade in terms of the HS
- The universal economic language and code for transportable goods



# Training Contents



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## The Harmonized System (HS) – Main Objective

- To facilitate international trade
- Collection, comparison and analysis of trade statistics
- Standardization of trade documentation and transmission of data



# Training Contents



## The Harmonized System (HS) – Used by :

- Customs
- Statisticians
- Governments
- International organizations
- Private sector



# Training Contents



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## The Harmonized System (HS) – Multi-purpose tool:

- Internal taxes
- Trade policies
- Monitoring of controlled goods
- Rules of origin
- Transport statistics
- Quota controls
- Economic research and analysis

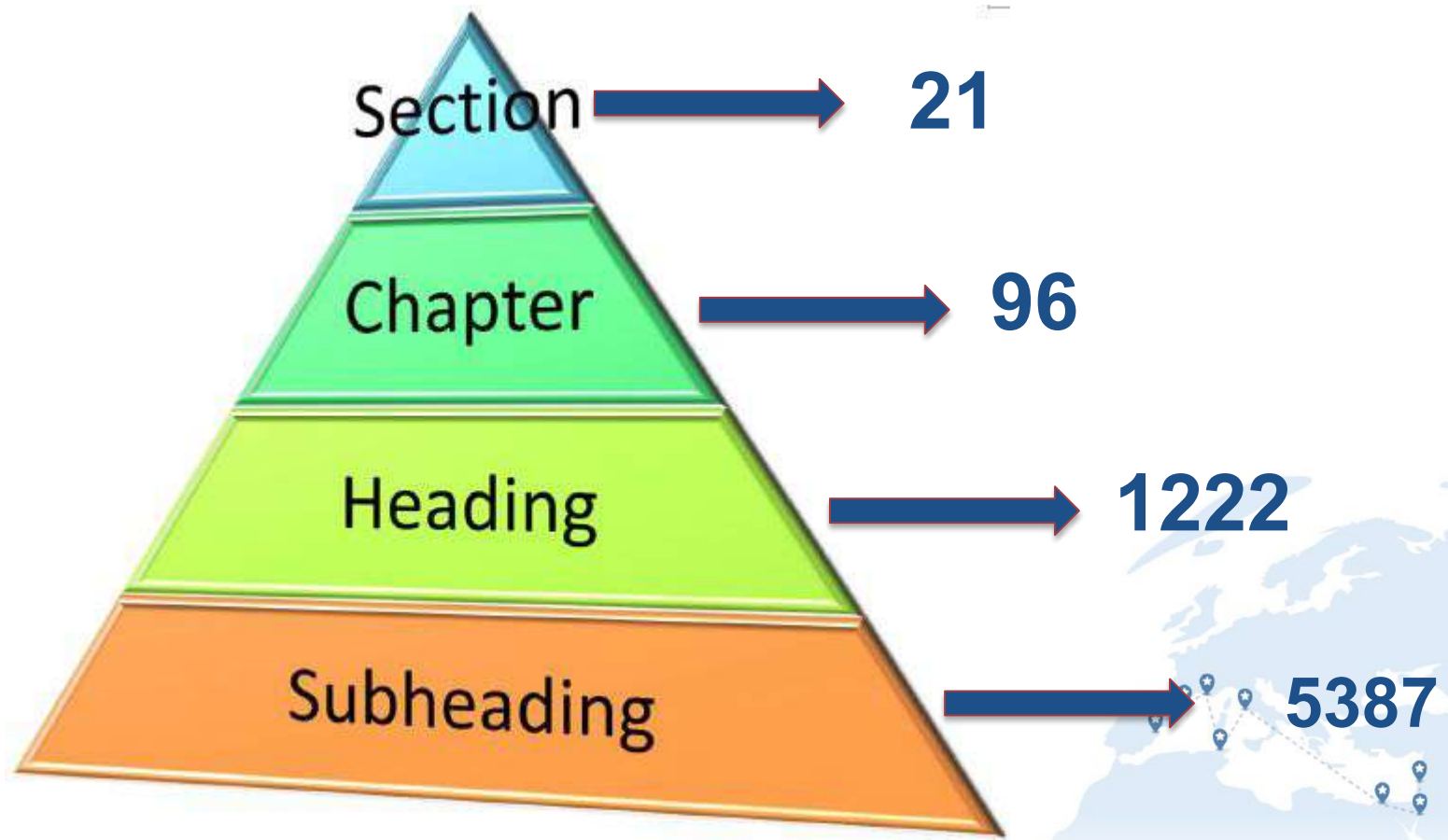




# Training Contents



## The Harmonized System (HS)



# Training Contents



## Sections

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### The Harmonized System (HS)

#### HS code format

There are approximately 5,300 commodity codes in the HS code system.

These codes are first grouped into specific subheadings and headings, which are then consolidated into chapters that make up the broader sections of the HS code.

#### HS CODE IS COMPOSED OF 8 DIGITS

- Chapter(2 digits)
- Heading(2 digits)
- Subheading(2 digits)
- Product HS code(OPTIONAL : LAST 2 Digits)

N.B: HS is revised periodically , last update



# Training Contents



Section	Name
<b>Section 1:</b>	Animal & Animal Products (Chapter 1-5)
<b>Section 2:</b>	Vegetable Products (Chapters 6-14)
<b>Section 3:</b>	Animal or Vegetable Fats and Oils (Chapter 15)
<b>Section 4:</b>	Prepared Foodstuffs (Chapter 16-24)
<b>Section 5:</b>	Mineral Products (Chapter 25-27)
<b>Section 6:</b>	Chemicals & Allied Industries (Chapter 28-38)
<b>Section 7:</b>	Plastics / Rubbers (Chapters 39 and 40)
<b>Section 8:</b>	Raw Hides, Skins, Leather, & Furs (Chapter 41-43)
<b>Section 9:</b>	Wood & Wood Products (Chapters 44-46)
<b>Section 10:</b>	Pulp of Wood or of Other Fibrous Material (Chapters 47-49)



# Training Contents

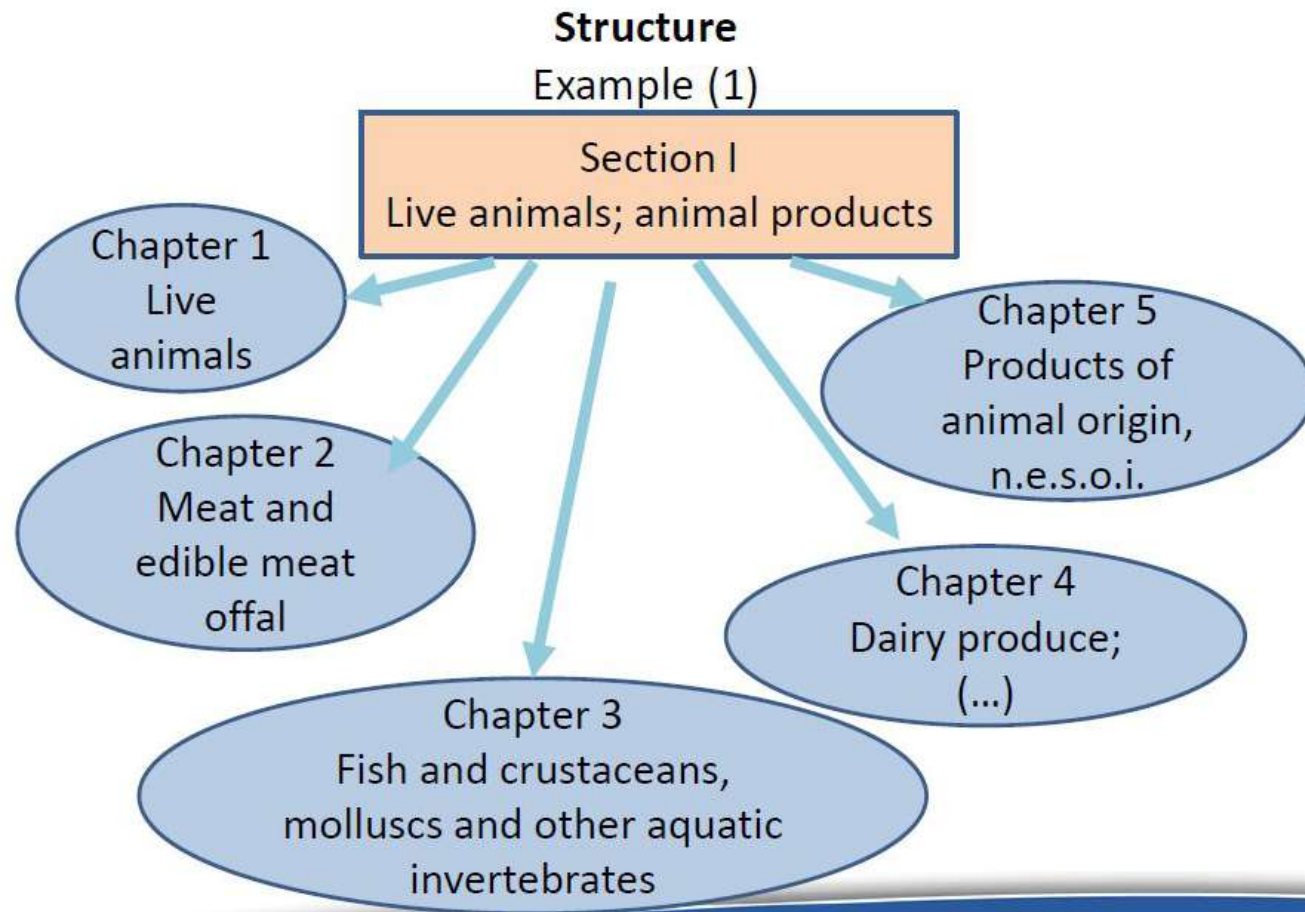


<b>Section 11:</b>	Textiles (Chapters 50-63)
<b>Section 12:</b>	Footwear / Headgear (Chapters 64-67)
<b>Section 13:</b>	Stone / Glass (Chapters 68-70)
<b>Section 14:</b>	Natural or Cultured Pearls (Chapter 71)
<b>Section 15:</b>	Base Metals (Chapters 72-83)
<b>Section 16:</b>	Machinery / Electrical (Chapters 84-85)
<b>Section 17:</b>	Transportation (Chapters 86-89)
<b>Section 18:</b>	Precision Instruments (Chapters 90-92)
<b>Section 19:</b>	Arms and Ammunition (Chapters 93)
<b>Section 20:</b>	Miscellaneous Manufactured Articles (Chapters 94-96)
<b>Section 21:</b>	Works of Art (Chapter 97)

# Training Contents



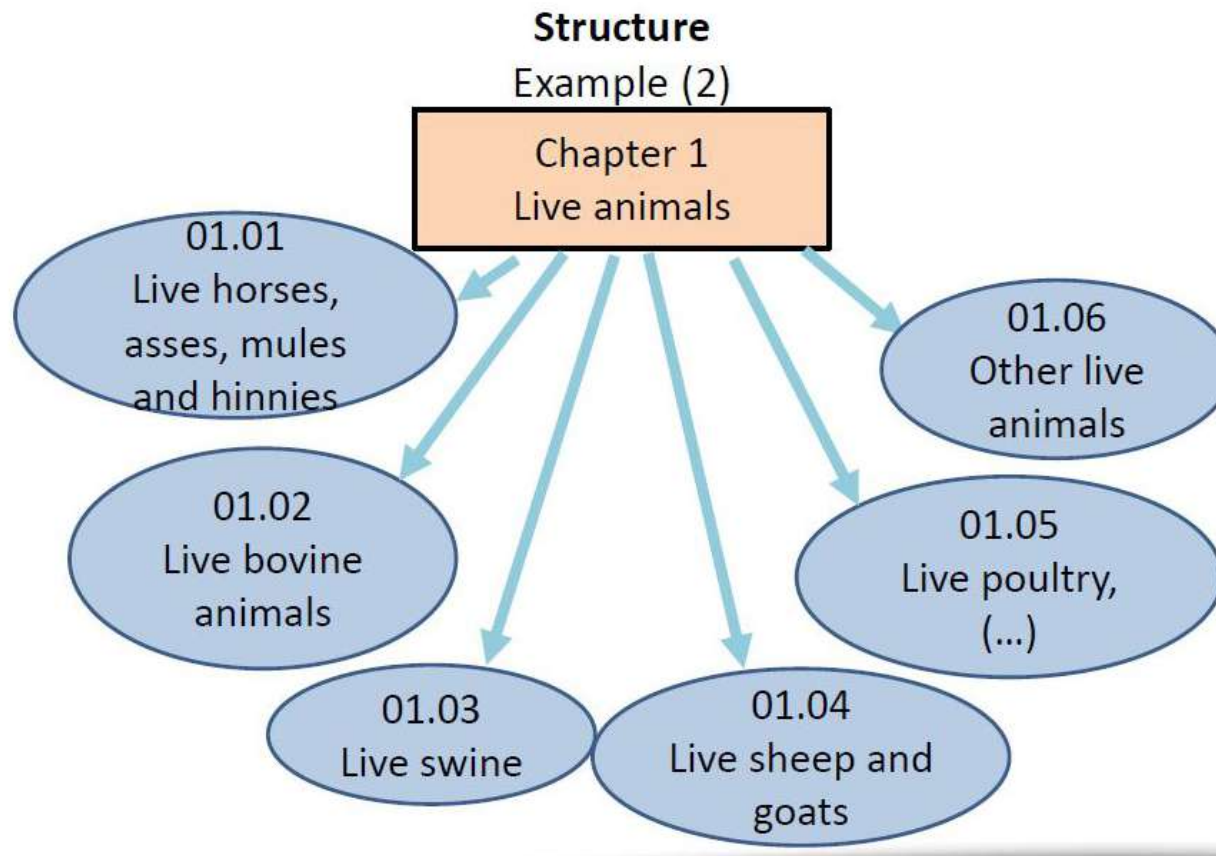
## The Harmonized System (HS)



# Training Contents



## The Harmonized System (HS)





# Training Contents



## The Harmonized System (HS)

### Structure

#### Example (3)

#### Heading 01.01

Live horses, asses, mules and hinnies

- Horses
- 0101.21 - - Pure-bred breeding animals
- 0101.29 - - Other
- 0101.30 - Asses
- 0101.90 - Other



# Training Contents



## HS CODE - 07031010

<b>07</b>	—	<b>Edible Vegetables and Certain Roots &amp; Tubers</b>
<b>CHAPTER</b>		
<b>03</b>	—	<b>Onions, Shallots, Garlic, Leeks and Other Alliaceous Vegetables, Fresh or Chilled</b>
<b>HS HEADING</b>		
<b>10</b>	—	<b>Fresh or Chilled Onions and Shallots</b>
<b>HS SUB HEADING</b>		
<b>10</b>	—	<b>Fresh or Chilled Onions</b>

## HS CODE - 07031011

<b>07</b>	—	<b>Edible Vegetables and Certain Roots &amp; Tubers</b>
<b>CHAPTER</b>		
<b>03</b>	—	<b>Onions, Shallots, Garlic, Leeks and Other Alliaceous Vegetables, Fresh or Chilled</b>
<b>HS HEADING</b>		
<b>10</b>	—	<b>Fresh or Chilled Onions and Shallots</b>
<b>HS SUB HEADING</b>		
<b>11</b>	—	<b>Organic Onions</b>





## Training Contents



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## TRADE AGREEMENTS

- Greater Arab World Free Trade Agreement(GAFTA)
- EU Free Trade Agreement
- AGADIR Free Trade Agreement(Jordan , Egypt , Morocco , Tunisia , ...)
- MERCOSUR Free Trade Agreement(Ongoing : Argentina , Brazil , Ecuador , Venezuela , ...)
- Other One to One or group of countries Free Trade Agreement are also available



## Training Contents



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## CERTIFICATE OF ORIGIN / MOVEMENT

- ARAB WORD CERTIFICATE
- SYRIAN LEBANESE CERTIFICATE
- INTERNATIONAL CERTIFICATE
  
- EUR1 FORM FOR LEBANESE INDUSTRIAL PRODUCTS
- \*\*FORMA IF DESTINATION IS EUROPE OR FORMA IF DESTINATION IS USA\*\*



# Training Contents



65374		 		الجمهورية اللبنانية غرفة التجارة والصناعة والزراعة في بيروت وجبل لبنان	
<b>شهادة منشأ</b>					
بموجب أحكام اتفاقية تيسير وتنمية تبادلات التجاري بين الدول العربية					
1- المصدر وعنوانه كاملاً:		2- المنتج وعنوانه كاملاً:			
3- المستورد وعنوانه كاملاً:		4- بلد المنشأ:		5- تم تطبيق التراكم مع دول أخرى <input type="checkbox"/> نعم <input type="checkbox"/> اسم الدولة <input type="checkbox"/> لا	
6- تفاصيل الشحن:		7- ملاحظات:			
8- وصف السلع، العلامة التجارية (إن وجدت)، عدد ونوع وأرقام الطرود:		9- الوزن القابل (كغ) أو مقاييس أخرى (لتر، متر، مكعب، الخ): 10- رقم وتاريخ الفاتورة			
11- إقرار وتعهد المصدر: أقر بأن جميع البيانات المذكورة أعلاه صحيحة وأن السلع الوارد وصفها أعلاه مستوفاة للشروط والمعايير اللازمة لاكتساب صفة المنشأ. المكان: _____ التاريخ: _____ التوقيع: _____		12- توقيع وخاتم الجهة المصدرة للشهادة: التوقيع: _____ الخاتم: _____ التاريخ: _____		13- تصديق الجهة الحكومية المختصة: التوقيع: _____ الخاتم: _____ التاريخ: _____	



# Training Contents



02044		رقم الشهادة التاريخ		شهادة منشأ		الجمهورية اللبنانية
		المنتج عنوانه	المصدر: عنوانه			
		رقم وتاريخ الفاتورة	المستورد: عنوانه			
القيمة بالعملة المحلية	البيانات	الكمية	نوع البضاعة	الطبيروت	عنوانها	نوعها وأرقامها وعلاماتها
	البيانات					
القيمة الإجمالية (رقما وكتابة)						
						معلومات مختلفة
تكلفة المنتج						
عناصر تكلفة المنتج						النسبة المئوية
١ - مواد محلية						
٢ - يد عاملة						
٣ - مستلزمات الإنتاج						
٤ - مواد أجنبية						
المجموع						
تصريح المصدر:						تحريره في:
أصريح بصحة المعلومات الواردة أعلاه وبأن البضائع هي من منشأ						بتاريخ:
وأن نسبة القيمة المحلية المضافة تمثل نسبة (رقما وكتابة)						
من تكلفة الإنتاج الكلية						
التوقيع						
للإستعمال الرسمي						
تشهد غرفة التجارة والصناعة والزراعة في بيروت وجبل لبنان بأن السلع الموضحة بياناتها أعلاه:						
وأن نسبة القيمة المحلية المضافة تمثل نسبة (رقما وكتابة)						تحريره في بيروت بتاريخ:
من تكلفة الإنتاج الكلية						
تصديق الجهة الحكومية المختصة						تحريره في:
التوقيع						تاريخ:
توقيع وختم الجهة الحكومية المختصة						توقيع وختم الجهة التي أصدرت الشهادة



# Training Contents



**ENI  
CBCMED**  
Cooperating across borders  
in the Mediterranean

34969



غرفة التجارة والصناعة والزراعة  
Chamber of Commerce Industry  
and Agriculture  
of Beirut and Mount-Lebanon / لبنان بيروت وغرفة التجارة والصناعة والزراعة

## Certificate of Origin شهادة منشأ

العلامات والأرقام Marks & Numbers	الكمية Quantity	نوع البضاعة Description of Goods	الوزن الصافي Net Weight	الوزن القائم Gross Weight	القيمة Value



# Training Contents



## EXAMPLE OF HS CODE USAGE ON INVOICE ON CERTIFICATE OF ORIGIN/ AUTHENTICATION DOCUMENTS



# Training Contents



## Certificate of Origin

U-65774

شهادة منشأ  
Certificate of Origin

Chamber of Commerce, Industry and Agriculture

ICC

الكمية والوزن Quantity & Weight	الكمية Quantity	نوع البضاعة Description of Goods	الوزن الصافي Net Weight	الوزن الخالص Gross Weight	القيمة Value
25 PCS IN PKG		BIJOUX EN ARGENT (AS PER THE INVOICE NO. SIW21-000066 DATE: 09/09/2021 BEARING OUR CHAMBER SEAL & NO. 1-7428) HS CODE: 71131110	117.70 GR	850 GR	2326 USD

## Invoice

Page: 2 / 2

PE BOTRYS 1 SM + DIV 51(2) ST DIA IG	2.75g	5.45g	2	\$198.00	\$212.00
Sterling Silver Necklace - Icy Grey Diamonds: 16p, 0.10ct					
PE BOTRYS 1-S + DIV 22(5) ST DIA BLK	2.20g	4.40g	2	\$105.00	\$212.00
Sterling Silver Necklace - Black Diamonds: 14p, 0.09ct					
POPPY 4(5) S ST DIA IG 4P RU 1P	4.30g	4.30g	1	\$130.00	\$139.00
Sterling Silver Ring - Icy Grey Diamonds: 4p, 0.12ct - Ruby: 1p, 0.04ct					
POPPY 5(7) S ST DIA CD 5P BLK 1P	7.40g	7.40g	1	\$154.00	\$154.00
Sterling Silver Ring - Cognac Diamonds: 6p, 0.22ct Black Diamond: 1p, 0.05ct					
POPPY 5(7) S ST DIA RU 6P IG 1P	7.20g	7.20g	1	\$140.00	\$145.00
Sterling Silver Ring - Rubies: 6p, 0.2ct - Icy Grey Diamond: 1p, 0.05ct					
SAWSENE	3.60g	3.60g	1	\$60.00	\$60.00
Sterling Silver Ring					
CUSTOMER FEES	0.00g	- g	1	\$0.00	\$0.00
H.S. CODE: 71131110					

### HS CODE : Jewelry - Silver (71131110)



# Training Contents



## Certificate of Origin

62814

شهادة منشأ

19-09 14.09.21 0049189

شركة السلع الدولية ش.م.ل  
لبنان - الشوف - لبنان

4- بند المنشأ  
لبنان

5- تم تطبيق الترتيب مع نوع آخر  
نعم ☐ لا ☒

7- ملاحظات  
لا يوجد

8- وصف السلع، العلامة التجارية (إن وجدت)، عدد ونوع وأرقام الطرود

9- الوزن الخام  
الكتل (أو مغايير) ٧٥ كغ

10- رقم وتسجيل  
Sales: 21-00035

تاريخ الفاتورة: ٢٠٢١/٠٩/٠٦

Tariff Number: 49019900

## Invoice

COMMERCIAL INVOICE # SALES: 21-00035

Date: 9/6/2021

Currency : USD

#	HS Code	Code	TITLE	QTY	PRICE	AMOUNT
1	49019900	9781927087930	ProtectEd Student Workbook KG1+PG(87923)	45	3.00	135.00
2	49019900	9781927087947	ProtectEd Student Workbook KG2+PG(87923)	40	3.00	120.00
3	49019900	9781927087954	ProtectEd Student Workbook G1+ PG (87961)	40	3.00	120.00
4	49019900	9781988310633	ProtectEd Student Workbook G2+PG (87961) NE	85	3.00	255.00
Total in USD						630.00

Amount in Words : Six Hundred & Thirty USD  
Number of Cartons = 7 Cartons  
Weight of the Shipment = 75 Kgs.  
Tariff Number 49019900  
Country of Origin Lebanon

HS CODE : Books(490199)





# Training Contents



## Certificate of Origin

## Invoice

U-65674

شهادة منشأ  
Certificate of Origin

111 24 1200 2000  
Chamber of Commerce Industry and Agriculture  
14/09/2021 BEARING OUR CHAMBER SEAL & NO. 1-7445  
HS CODE: 17049000/18069000

الكميات و العلامات و الكميات و	الكمية Quantity	نوع البضاعة Description of Goods	الوزن الصافي Net Weight	الوزن الخالص Gross Weight	القيمة Value
190 PKGS	190 PKGS	MALBAN & NOUGAT ASSORTED SWEET & CHOCOLATE ( AS PER THE INVOICE NO.1121 DATE: 14/09/2021 BEARING OUR CHAMBER SEAL & NO. 1-7445) HS CODE: 17049000/18069000	3244 KG	3567 KG	27391 US\$

Malban & Nougat Assorted Sweet	102	1836	\$7.25	\$13,311.00
Chocolate	88	1408	\$10.00	\$14,080.00
<b>TOTAL</b>	<b>190</b>	<b>3244</b>		<b>\$27,391.00</b>

**Only Twenty Seven Thousand Three Hundred Ninty One US DOLLARS**

Quantity	190
Net Weight (kg)	3244
Whole Weight (kg)	3567

HS CODE 17049000/18069000

HS CODES : Chocolate (180690) and confectionery (170490)

# Training Contents



## Certificate of Origin

56795

شهادة منشأ

11-04 15.08.21 0049357

2- المنتج وعنوانه كاملاً:  
سوميلانت ريشي و شركاه  
يونتاغ ش م ل  
أوريغينال بويت بك ش م م

4- بلد المنشأ:  
لبنان

5- تم تطبيق التزامكم مع بول أخرى:  
نعم ☐  
لا ☒

7- ملاحظات:  
لا يوجد

9- الوزن الفائق:  
10- رقم ونسب تاريخ الفاتورة: ٢٨٨ ١١/٠٩/٢١

وصف السلع: العلامة التجارية (إن وجدت)، عدد ونوع وأرقام الطرود:  
بوات بلاستيكية وورق مطبوع وورق مطبوع وورق مطبوع وورق مطبوع وورق مطبوع  
(من منشأ لبناني أما الورق فقد جرى تغطيته والطباعة عليه في لبنان)

الكمية: ٢١٩٦٧٠٠ وحدة و ٤٠٧٠ كغ

HS CODE FORKS : 82159900  
(٨١٩٦٠٠٠ : ورق مطبوع :  
HS CODE WET TISSUE: 48182000  
HS CODE PAPER BAGS : 48193000  
HS CODE CUPS : 48236990

للحفظ

## Invoice

Description	Details	Qty	Price	Disc	Vat (11%)	Total
WET TISSUE SACHET	CHICKEN POP	40000 PC	0.017	0.00	0.00	680.000
WET TISSUE SACHET	PLUS	30000 PC	0.017	0.00	0.00	510.000
WET TISSUE SACHET	CRAZY COOKIES	40000 PC	0.017	0.00	0.00	680.000
WET TISSUE SACHET	PIZZA ROLLS	30000 PC	0.017	0.00	0.00	510.000
WET TISSUE SACHET	ALMA	19600 PC	0.017	0.00	0.00	333.200
WET TISSUE SACHET	SWICH	30000 PC	0.017	0.00	0.00	510.000
ورق مقطع مطبوع	SWICH	100.000 KG	3.250	0.00	0.00	325.000
ورق مقطع مطبوع	SWICH	100.000 KG	3.250	0.00	0.00	325.000
PAPER BAGS	SWICH	200.000 KG	3.750	0.00	0.00	750.000
CUPS	STEAK BURGER	25000 PC	0.070	0.00	0.00	1,750.000
FORKS/HVVDUTY10*100/1000PC		5000 PC	0.060	0.00	0.00	300.000

تشهد بان البضاعة المعروضة في  
هذه الفاتورة هي من منشأ لبناني و  
ان قيمتها حقيقية و منطقة تقو،  
مطابقة و ان هذه الفاتورة هي  
لوحيد الصادرة عن هذه البضاعة  
كما انه ليس لها علاقة بغيره ان  
مرت بوائن لمرافقة و ليست  
مستوردة من أية مواد مصنعة في  
البرازيل

HS CODES : Forks : 821599 | Cut papers : 481964  
Wet issue : 481820 | Paper Bags : 485930 | Cups : 48236990

# Training Contents



## Certificate of Origin

64638

رقم الشهادة : ٢٠٢١/٠٩/١٥

التاريخ : ٢٠٢١/٠٩/١٥

شهادة منشأ

موجب اعتماد اتفاقية تيسير وتنمية التبادل التجاري بين الدول العربية

2- المنتج وعنوانه كاملاً

3- تاريخ زراعي لنبات

4- بلد المنشأ

5- تم تطبيق الترتيب مع دول أخرى

6- بلد المنشأ

7- ملاحظات

8- وصف السلع، العلامة التجارية (إن وجدت)، عدد ونوع وأرقام الطرود

9- الوزن القابل (نقح) أو مغايير (أخرى للتر. متر. مكتب الخ)

10- رقم وتاريخ الفاتورة

للحفظ

07099990 / خضار

08109090 / فواكه

الوزن الصافي 4350 كغ

## Invoice

Item Description	C/Unit	C/Qty	Unit	Qty	PRICE	TO
مشمش ذهبي	BOX	375	Kg	1,125.00	5.30	
كوسا	BOX	50	Kg	450.00	1.90	
تفاح أصفر	BOX	20	Kg	160.00	3.10	
لوبيا ببنرية	BOX	14	Kg	112.00	3.10	
تفاح أحمر	BOX	10	Kg	80.00	3.10	
باذنجان طويل	BOX	30	pack	240.00	2.00	
انجاص	BOX	10	pack	80.00	3.60	
مقبي	BOX	10	Kg	90.00	3.10	
ثوم ناشف	BOX	10	Kg	100.00	3.70	
بنذرة جبيلة	BOX	10	Kg	80.00	2.60	
خيار	BOX	50	pack	500.00	2.20	
فليفلة خضراء	BOX	17	Kg	136.00	2.60	
فليفلة حمراء	BOX	13	Kg	104.00	2.60	
حار أحمر	BOX	20	Kg	140.00	2.80	
قرنبيط	BOX	42	Kg	400.00	2.10	
تفاح أخضر	BOX	30	Kg	240.00	3.10	
خوخ أصفر	BOX	35	Kg	70.00	5.20	
خوخ أحمر	BOX	35	Kg	70.00	3.40	
ملفوف أحمر	BOX	10	Kg	130.00	2.10	
		791				

رقم التعريف الجمركي : 08109090 / فواكه

07099990 / خضار

الوزن الصافي 4350 كغ

Note : net weight : 4350 kg

Gross Total:

Discount:

Total Taxable:

Total Vat 11%

## HS CODES : Fruits (081090) and Vegetables(07099990)

# Training Contents



<https://youtu.be/2TIMhZd4ccw>



# Training Contents



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## The Harmonized System (HS) – HS LOOKUP

For HS Code Consultation :

<https://www.wcotradetools.org/en/harmonized-system>

In Lebanon , HS Codes information are available on

<https://www.customs.gov.lb>



# Training Contents



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## TARIC CODE

**TARIC, the integrated Tariff of the European Union**, is a multilingual database integrating all measures relating to EU customs tariff, commercial and agricultural legislation. It also makes it possible to collect EU-wide statistics for the concerned measures.

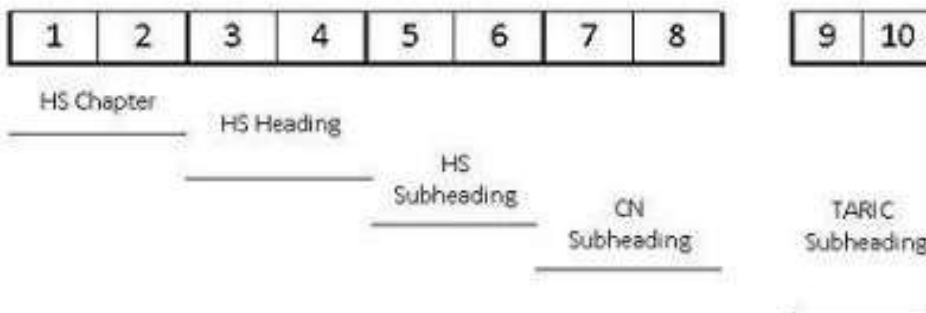
Its ultimate purpose is the declaration of goods, the calculation of duties and the recording of statistics. Its regulation passes through the World Customs Organization (WCO)

TARIC Code is composed from 10 Digits





## Structure of the TARIC codes and of the additional codes



HS Chapter	2 digits	E.g. 18 - Cocoa and Cocoa Preparations
HS Heading	2 digits	E.g. 1806 - Chocolate and other food preparations containing cocoa
HS SubHeading	2 digits	E.g. 1806 10 - Cocoa powder, containing <b>added sugar</b> or other sweetening matter
CN SubHeading	2 digits	E.g. 1806 10 15 - Containing no sucrose or containing <b>less than 5%</b> by weight of sucrose (including <b>invert sugar</b> expressed as sucrose) or isoglucose expressed as sucrose
TARIC Sub Heading	2 digits	E.g. 1806 10 15 00



## TARIC measure information [\[Show all information\]](#)

The reference date is 18-09-2021

Last TARIC update: 17-09-2021

Area: Lebanon - LB

Goods nomenclature code: 18061090

Measure type:

Order number:

Measure publication start date must be after:

Measure publication start date must be before:

Legal base:

### SECTION IV PREPARED FOODSTUFFS; BEVERAGES, SPIRITS AND VINEGAR; TOBACCO AND MANUFACTURED TOBACCO SUBSTITUTES

#### CHAPTER 18 COCOA AND COCOA PREPARATIONS

**1806** Chocolate and other food preparations containing cocoa : (18061)

**1806 10** - Cocoa powder, containing added sugar or other sweetening matter :

**1806 10 90 ▼** - - Containing 80 % or more by weight of sucrose (including invert sugar expressed as sucrose) or isoglucose expressed as sucrose

[ERGA OMNES \(ERGA OMNES 1011\)](#)

→ Restriction on entry into free circulation (27-05-2020 - ) [R0625/20](#)  
(C0597)

Excluding: Iceland (IS) , Liechtenstein (LI) , Norway (NO)

[\[Show conditions\]](#)

→ Import control of organic products (01-01-2017 - ) [R0834/07](#)  
(C0808)

Excluding: Switzerland (CH) , Iceland (IS) , Liechtenstein (LI) , Norway (NO)

[\[Show conditions\]](#)

→ Third country duty (01-07-2000 - ) : **8.00 % + 41.90 EUR / 100 kg** [R2204/99](#)

→ Non preferential tariff quota (01-01-2021 - 31-12-2021) : **43.00 %** (Order number: 090085) [R0928/06](#)

Excluding: United Kingdom (GB)

[All third countries \(ALLTC 1008\)](#)

→ Veterinary control (21-04-2021 - ) [R0632/21](#)  
(C0634) (C0686) (C0732)

Excluding: Andorra (AD) , Switzerland (CH) , Faroe Islands (FO) , Greenland (GL) , Iceland (IS) , Liechtenstein (LI) , Norway (NO) , San Marino (SM)

[\[Show conditions\]](#)

[Lebanon \(LB\)](#)

→ Tariff preference (01-04-2006 - ) : **0 %** [D0356/06](#)



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# Training Contents



For TARIC Code consultation :

[https://ec.europa.eu/taxation\\_customs/dds2/taric/taric\\_consultation.jsp](https://ec.europa.eu/taxation_customs/dds2/taric/taric_consultation.jsp)



# Training Contents



## LECTURES

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THANK YOU!



# Training Contents



## LECTURES

**الرئيسية** ▼ من نحن ▼ النظام المنسق ▼ إحصاءات التجارة الخارجية ▼ منشورات ▼ مكافحة ▼ خدمات إضافية

### الاتفاقيات التجارية

جميع الإتفاقيات

### التقييدات والمحظورات

جدول التقييدات  
والمحظورات

### المذكرات التكميلية والإعفاءات

شروحات المذكرات  
التكميلية  
جدول المذكرات  
التكميلية  
تعديلات المذكرات  
التكميلية  
الإعفاءات العامة  
والرسوم المخفضة  
تعديلات الإعفاءات  
العامة والرسوم  
المخفضة

### التعريفات الجهركية

القواعد العامة لتفسير  
النظام المنسق  
**جدول التعريفات**  
**المكاملة**  
تعديلات التعريفات  
الجهركية



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## LECTURES

النظام المنسق // الاتفاقيات التجارية

### الاتفاقيات التجارية

الرمز	الإتفاقية	نص الإتفاقية	
EC	إتفاقية الشراكة الأوروبية		لائحة الدول
AC	إتفاقية التيسير والتنمية العربية		لائحة الدول



# Training Contents



## LECTURES

<div>الصفحة الرئيسية</div> <div>من نحن</div> <div>النظام المنسق</div> <div>إحصاءات التجارة الخارجية</div> <div>منشورات</div> <div>مكافحة</div> <div>خدمات إضافية</div>								
فهرس تحديثها								
رمز النظام المنسق	نوع البضائع	معدل الرسم	VAT	هذكرات تكميلية	تقييدات وهدطورات	إتفاقيات تجارية	نصوص التعديل	نصوص التبييد
01.01	حيول وحمير وبنال وكوادن (نعال)، حية.							
	- حيول :							
0101.21	-- أصلية للإنسان	5 %	11 %			AC EC		
0101.29	-- غيرها	5 %	11 %			AC EC		
0101.30	- حمير	5 %	11 %			AC EC		
0101.90	- غيرها	5 %	11 %			AC EC		
01.02	حيوانات حية من فصيلة الأبقار.				(001)			
	- أبقار :							
0102.21	-- أصلية للإنسان	0 %	0 %		(001)	AC		
0102.29	-- غيرها	0 %	0 %		(001)	AC		
	- حواميس :							
0102.31	-- أصلية للإنسان	0 %	0 %		(001)	AC		
0102.39	-- غيرها	0 %	0 %		(001)	AC		
0102.90	- غيرها	0 %	0 %		(001)	AC		

# Training Contents



## LECTURES

## Search by Keyword

الصفحة الرئيسية من نحن النظام المنسق إحصاءات التجارة الخارجية منشورات مكافئة خدمات إضافية



قور تحديثها

رمز النظام المنسق	نوع البضائع	معدل الرسم	VAT	مذكرات كمية	تقييدات وخطوات	إستراتيجيات تجارية	نصوص التعديل	نصوص التبييد
09.10	زنجبيل وزعفران وكركم ورغنر وأوراق عار (رند) وكري وبهارات وأفانويه أخرى.							
	- زنجبيل:							
0910.11	-- غير مجروش ولا مسحوق	5 %	11 %				AC EC	
0910.12	-- مجروش أو مسحوق	5 %	11 %				AC EC	
0910.20	- زعفران	5 %	11 %				AC EC	
0910.30	- كركم	5 %	11 %				AC EC	
	- بهارات وأفانويه أخرى:							
0910.91	-- مخاليط مذكورة في الملاحظة 1-ب من هذا الفصل (322)	5 %	11 %	(322)			AC EC	
0910.99	-- غيرها:							
0910.99.10	--- رغنر	70 %	11 %			(174)	AC EC	
	حد أدنى : 1000 LL							
0910.99.90	--- غيرها	5 %	11 %			(172)	AC EC	

# Training Contents



## LECTURES

الصفحة الرئيسية	من نحن	النظام المنسق	إحصاءات التجارة الخارجية	منشورات	مكافحة	خدمات إضافية
<p>التعريف الجمركية // جدول التعريف الجمركية</p> <p><b>جدول التعريف الجمركية</b></p> <p>إدخال</p>						
<p>تعريف الإحصاءات</p> <p>نوشات إحصائية</p> <p>إحصاءات سنوية</p> <p>إحصاءات شهرية</p> <p>مقارنة إحصائية لعشر سنوات</p> <p>إحصاءات خاصة</p> <p>تحليل إحصائية</p>						
<p>01 حيوانات ومنتجات حيوانية</p> <p>الفصل</p> <p>01 حيوانات حية</p> <p>02 لحوم وأحشاء وأطراف للأكل</p>						
<p>شرح مفصل</p> <p>شرح مفصل</p> <p>شرح مفصل</p>						



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## LECTURES

### المكاتب الجمركية

المكاتب الجمركية
------------------

### النظام المنسق

حسب الأقسام التعريفية HS1
حسب الفصول التعريفية HS2
حسب البنود التعريفية HS4
حسب البنود الفرعية HS6
حسب الأرقام التعريفية HS8

### البلدان

حسب البلدان
-------------

حسب المكاتب الجمركية والأقسام التعريفية HS1
حسب المكاتب الجمركية والفصول التعريفية HS2
حسب المكاتب الجمركية والبنود التعريفية HS4
حسب المكاتب الجمركية والبنود الفرعية HS6
حسب المكاتب الجمركية والأرقام التعريفية HS8

حسب الأقسام التعريفية HS1 والبلدان
حسب الفصول التعريفية HS2 والبلدان
حسب البنود التعريفية HS4 والبلدان
حسب البنود الفرعية HS6 والبلدان
حسب الأرقام التعريفية HS8 والبلدان

حسب البلدان والأقسام التعريفية HS1
حسب البلدان والفصول التعريفية HS2
حسب البلدان والبنود التعريفية HS4
حسب البلدان والبنود الفرعية HS6
حسب البلدان والأرقام التعريفية HS8



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## LECTURES

الصفحة الرئيسية من نحن النظام المنسق إحصاءات التجارة الخارجية منشورات مكافحة خدمات إضافية

إحصاءات التجارة الخارجية // إحصاءات سنوية - حسب الأقسام التعريفية HS1

نوع التقرير: حسب الأقسام التعريفية HS1 [1 إلى 1]

طريقة البحث: سنوية

السنة: 2021

نوع التجارة: تجارة خاصة (استيراد و تصدير)

مدى المعلومات: من 01/01/2021 إلى 31/3/2021

تصدير

إستيراد

طن الصافي ▼	الف \$ ▼	مليون ل.ل. ▼	طن الصافي ▼	الف \$ ▼	مليون ل.ل. ▼
4,901	18,818	28,377	49,450	173,738	261,997
4,901	18,818	28,377	49,450	173,738	261,997

# Training Contents



## LECTURES

الصفحة الرئيسية من نحن النظام الهيكلي إحصاءات التجارة الخارجية مشورات وكافة أدوات إضافية

إحصاءات التجارة الخارجية // إحصاءات سنوية - حسب البلدان والأقسام التعريفية HS1

نوع التقرير: حسب البلدان والأقسام التعريفية HS1 [1 إلى 21]

طريقة البحث: سنوية

البلدان: مجموعة بلدان

السنة: 2017

نوع التجارة: تجارة خاصة (إستيراد و تصدير)

مدى المعلومات: من 01/01/2017 إلى 31/12/2017

تصدير

إستيراد

البلدان	HS	شرح مختصر	مليون لد	الف \$	طن الصافي	مليون لد	الف \$	طن الصافي
فرنسا	01	حيوانات ومنتجات حيوانية	92,959	61,644	15,168	7	4	1
فرنسا	02	منتجات المملكة النباتية	11,796	7,822	8,241	973	645	145
فرنسا	03	شحوم و دهون وزيوت حيوانية أو نباتية	4,447	2,949	1,998	178	118	17
فرنسا	04	منتجات صناعة الاغذية, مشروبات, تبغ	159,321	105,650	55,724	12,796	8,485	3,240
فرنسا	05	منتجات معدنية	31,594	20,951	32,293	178	118	192
فرنسا	06	منتجات الصناعات الكيماوية	393,194	260,739	13,979	4,977	3,300	261
فرنسا	07	لدائن ومطاط ومصنوعاتها	21,782	14,445	3,276	756	501	96
فرنسا	08	جلود, فراء, ومصنوعاتها	12,766	8,466	33	1,282	850	59
فرنسا	09	خشب و مصنوعات, قجم خشبي, فلين	3,861	2,561	884	132	87	7
فرنسا	10	عجائن خشب ورق وكرتون	33,828	22,432	7,974	3,580	2,374	489
فرنسا	11	مواد نسجية ومصنوعاتها	18,938	12,558	520	7,966	5,283	67



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**YEP MED**

# MARITIME SECTOR & PORTS

Institutional & Regulation: Entities – Guidelines

**Rami Semaan**

## MARITIME TRANSPORT IN LEBANON

- Maritime transport in Lebanon is the most important channel for external trade.
- There are four main ports in Lebanon, all of which are managed by public entities:

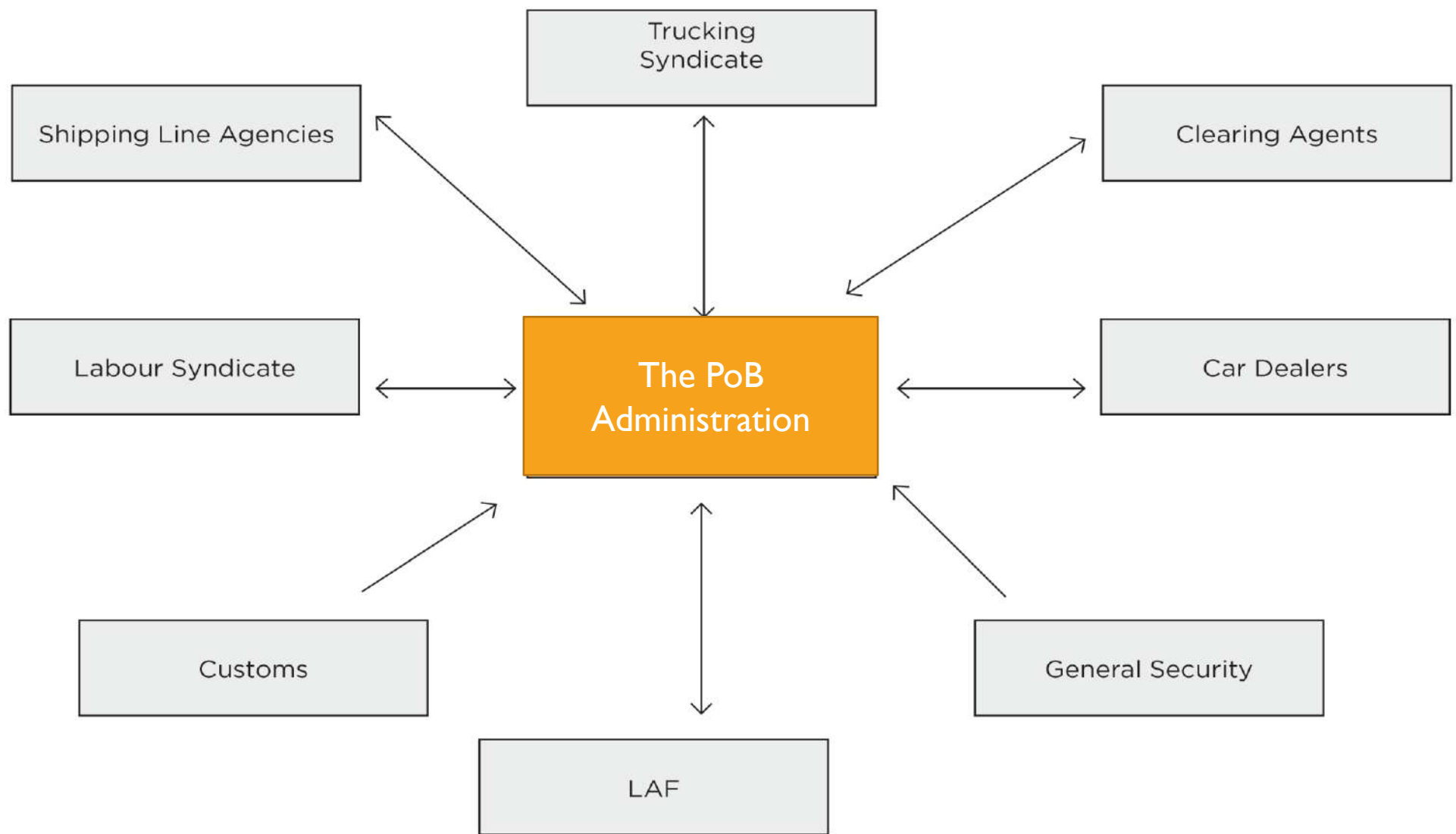
Port of Beirut - Port of Tripoli - Port of Sidon - Port of Tyre

- The port of Beirut is the main contributor to sea transport.

# MARITIME TRANSPORT IN LEBANON

- Maritime transport in Lebanon is concentrated around Beirut, Lebanon's major port.
- Lebanon has multiple key players involved in coastal zone management. The most important actors are:
  - The Ministry of Public Works and Transport → responsible for urban development and has jurisdiction over ports and the maritime public domain
  - The Ministry of Interior and the municipalities → have jurisdiction over the coastal areas (the government exercises administrative and financial control over the municipalities)
  - The Council for Development and Reconstruction (CDR) → is the executing agency for most government development projects and is the one of the main actors of land-use planning
  - The Ministry of Environment → Issues decisions pertaining to specifications and rates relative to reducing pollution of air, water and soil, as well as ensure a protection of national environment.

# POB'S MANAGEMENT AND INSTITUTIONS



# POB'S MANAGEMENT AND INSTITUTIONS



## Customs

- Import/export of all cargo
- Payment of tax
- Inspection of requested containers.



## LAF

- Security surveillance throughout the port
- Security checks at all the gates.
- PoB has no direct control over LAF activities

## General Security

- Control and security of all persons and trucks entering and exiting the port
- Control the issuing of Port permits.



# POB'S MANAGEMENT AND INSTITUTIONS





## PORT OF BEIRUT GOVERNANCE

- In 1990, the 30-year concession for the “Compagnie de Gestion et d’ Exploitation du Port de Beyrouth SAL” (CGEPB) ended
- the PoB has been a national public property managed by a temporary administrative committee, the “Temporary Committee for Management and Investment of the Port of Beirut”.
- The Temporary Committee is responsible for spending its revenues, specifying the works needed, and awarding corresponding contracts.
- Container terminal operations at the PoB are subcontracted by the authorities to the Beirut Container Terminal Consortium (BCTC).
- BCTC signed a ten-year management contract in 2005, which was then extended for five years and has since been renewed on a three-month rolling basis.
- Since 2021 CMA-CGM became the Terminal Operater

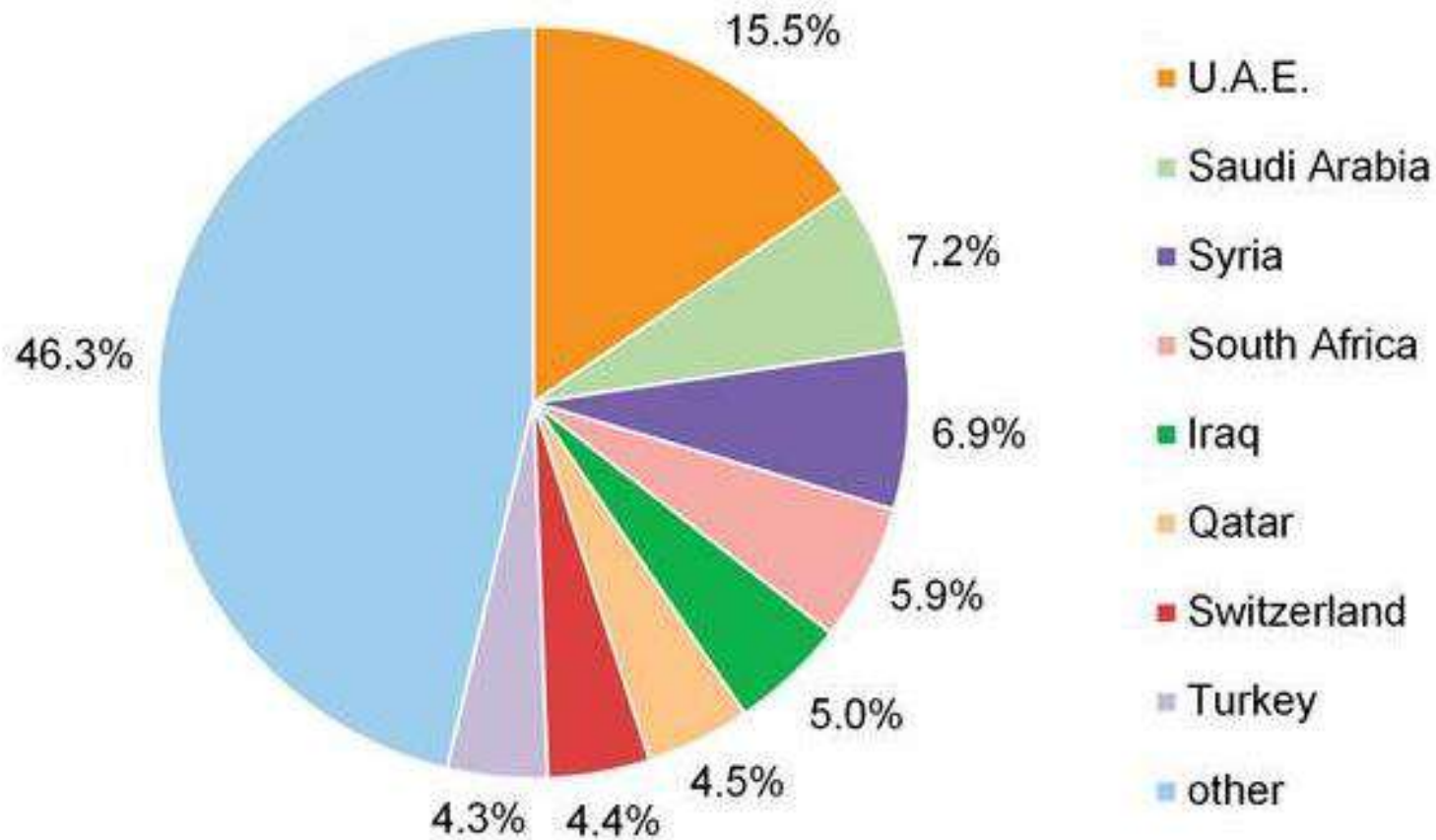
# LEBANESE SHIPPING AND CUSTOMS

- The shipping industry is a major contributor to the Lebanese economy,
- The Port of Beirut is the largest shipping and clearing point in Lebanon, through which approximately 70% of the incoming and outgoing trade traffic to and from the country passes
- The industry, which provides international transportation, logistic and household services, covers the ocean division, air freight division, land freight division, custom brokerage division, packing, insurance and warehousing.
- The Lebanese Customs is comprised of two parallel institutions
  1. the Higher Council for Customs which sets the policies,
  2. The Customs Directorate which performs Customs control and clearance functions.

The Customs Law is outdated and does not include internationally recommended good practices.

The adoption of a new Customs law and its respective regulations, together with a reorganization of the Customs administration (removing the duality), should be a priority reform.

## LEBANON MAJOR EXPORT DESTINATIONS (2018)



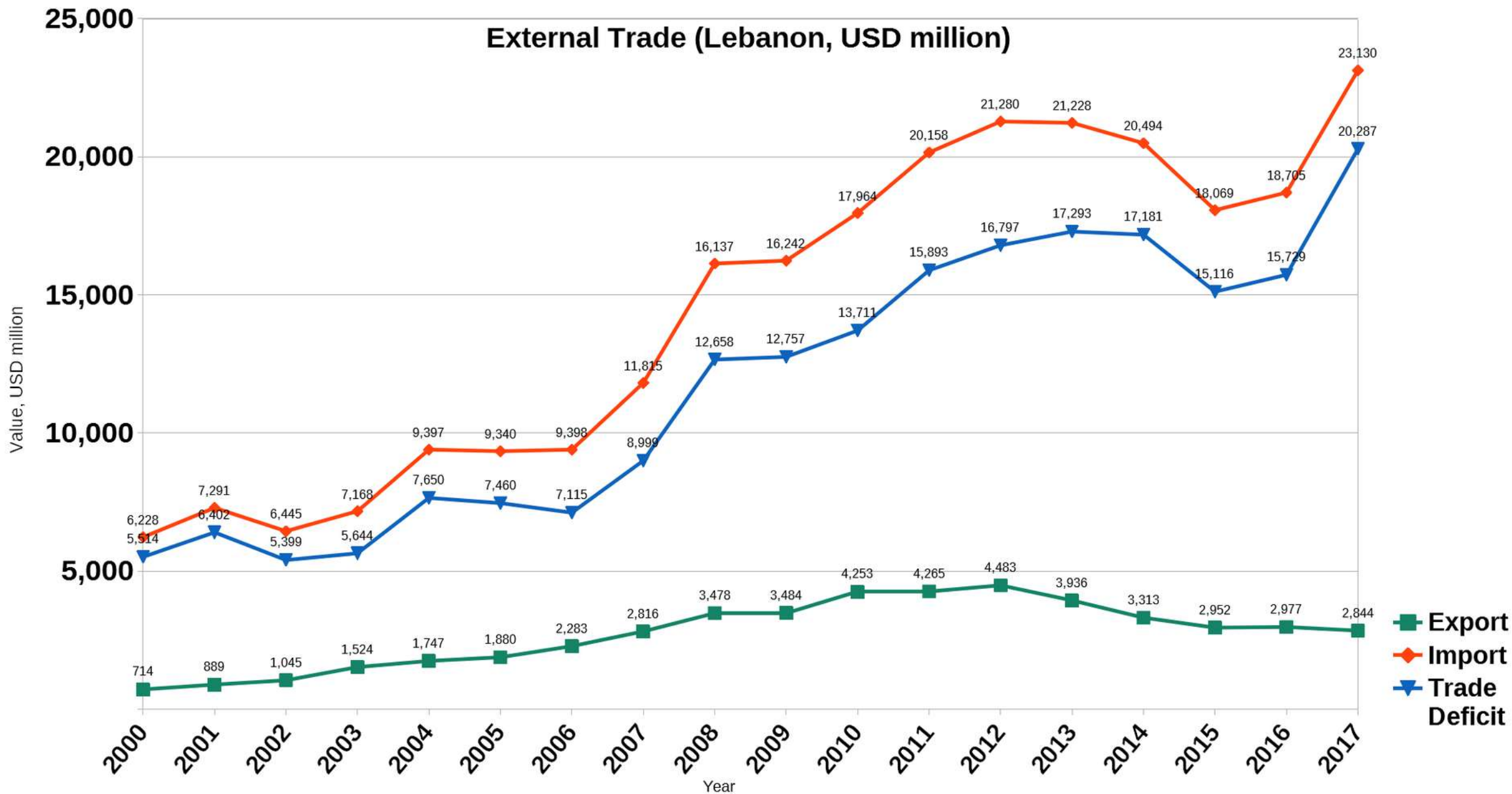
- **Exports:** vegetable products, textiles, and nonprecious metals, are sent mainly to Middle Eastern countries.
- **Imports:** consumer goods, machinery and transport equipment, petroleum products, and food come largely from European countries, China, and the United States.

## POB CONTAINER THROUGHPUT - FUTURE TRENDS, OPPORTUNITIES & CHALLENGES

- Containers will remain the dominant cargo sector for PoB
- Transit trade could prove challenging

A sub-regional role is the best that PoB can secure

1. PoB is located too far away from the main east-west shipping channel
2. Use of the port by mainline ULCVs (Ultra Large Container Vessels) would involve long diversion distances
3. PoB doesn't have the facilities to handle several ULCVs and feeder vessels simultaneously
4. The main lines that transship cargo in the ME have direct investments in ports/terminals (assets that have to be utilized)



# MARITIME LAWS AND DECREES IN LEBANON

1. UN Convention on the Law on the Seas (UNCLOS), concluded in 1982 to replace the 1958 conventions:
  - An international agreement that defines the rights and responsibilities of nations with respect to their use of the world's oceans, establishing guidelines for businesses, the environment, and the management of marine natural resources.
2. Legislative Decree No 138 (September 1983)
  - Concerning territorial waters and sea areas
  - Width of Lebanon's territorial waters is fixed at 12 nautical miles from the seashore
  - Specification of navigation routes (may be effected by virtue of a Council of Ministers decree issued on the recommendation of the Minister of Public Works and Transport and the Ministers of Finance and National Defense)

# MARITIME LAWS AND DECREES IN LEBANON

## 3. Decree No. 6433

- Delineation of the boundaries of the exclusive economic zone of Lebanon
- Definition of the exclusive economic zone and its borders

## 4. Law No 163 (August 2011)

- Delimitation and Declaration of the Maritime Limits of the Lebanese Republic
- The exclusive economic zone of the Lebanese does not exceed 200 nautical miles in accordance with the UN Convention on the Law on the Seas

## 5. The Merchant Shipping Code (1947)

- The main piece of legislation in Lebanon regulating the carriage of goods by sea

# SUMMARY

- PoB is (and will continue to be) the dominant maritime gateway into Lebanon
- The Master Plan is under preparation
- Land accessibility is one of main threat for PoB expansion market (i.e. Dry ports)
- Complementarity within a national vision which should take the role of each port under consideration





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**YEP MED**

# MARITIME SECTOR & PORTS

Operation & Services: Maritime - Land

**Rami Semaan**

## OVERVIEW

- A port is a maritime facility which may comprise one or more quays where ships may dock to load and discharge the following:
  1. passengers
  2. Cargo
- Ports are extremely important to the global economy, responsible for 70% of global merchandise trade by value.
- Containerization revolutionized maritime transport starting in the 1970s.
- General cargo includes goods packaged in boxes, cases, pallets, and barrels.

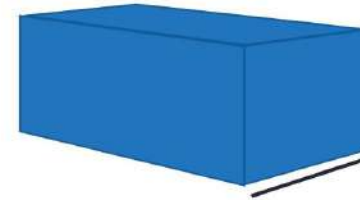
# TEU AND FEU

The twenty-foot equivalent unit (TEU) is a unit of cargo capacity, used for container ships and container ports.

It is based on the volume of a 20-foot-long container, a standard-sized metal box which can be easily transferred between different modes of transportation, such as ships.

The forty-foot equivalent unit (FEU) is a standard container with the same width but a doubled length of forty feet called a 40-foot container.

## 20 ft container:



Width: 7.7 ft (2.35 m)

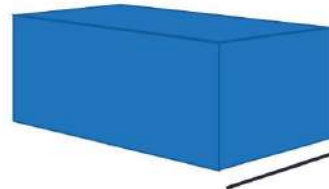


Length: 19.4 ft (5.9 m)

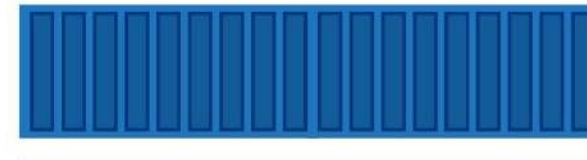
Height: 7.9 ft (2.39 m)

**Total cubic capacity:** 1,172 cu ft (33.2 m<sup>3</sup>) **Payload capacity:** 55,126.9 lbs (25,000 kg)

## 40 ft container:



Width: 7.7 ft (2.35 m)

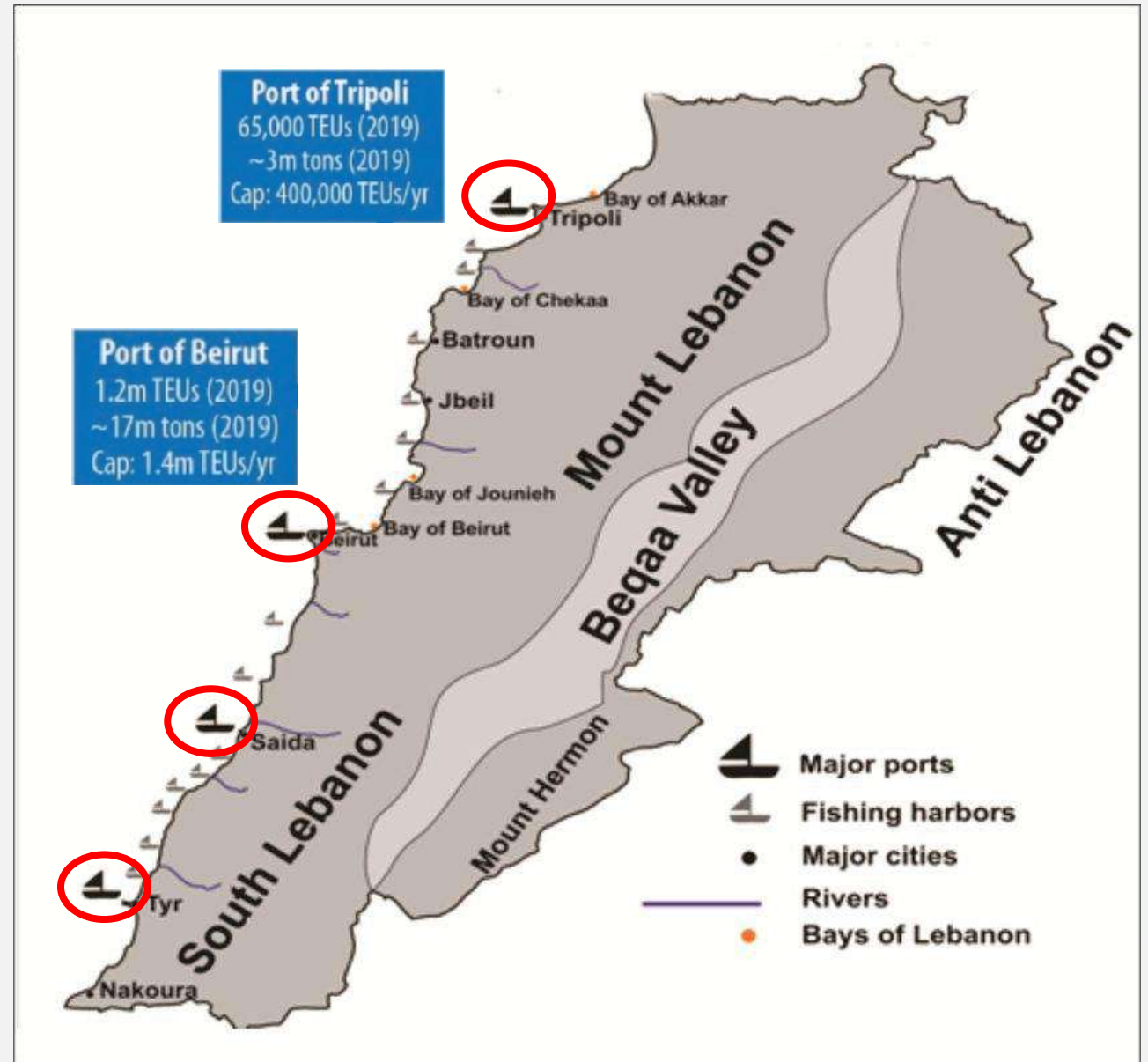


Length 39.5 ft (12.03 m)

Height: 7.9 ft (2.39 m)

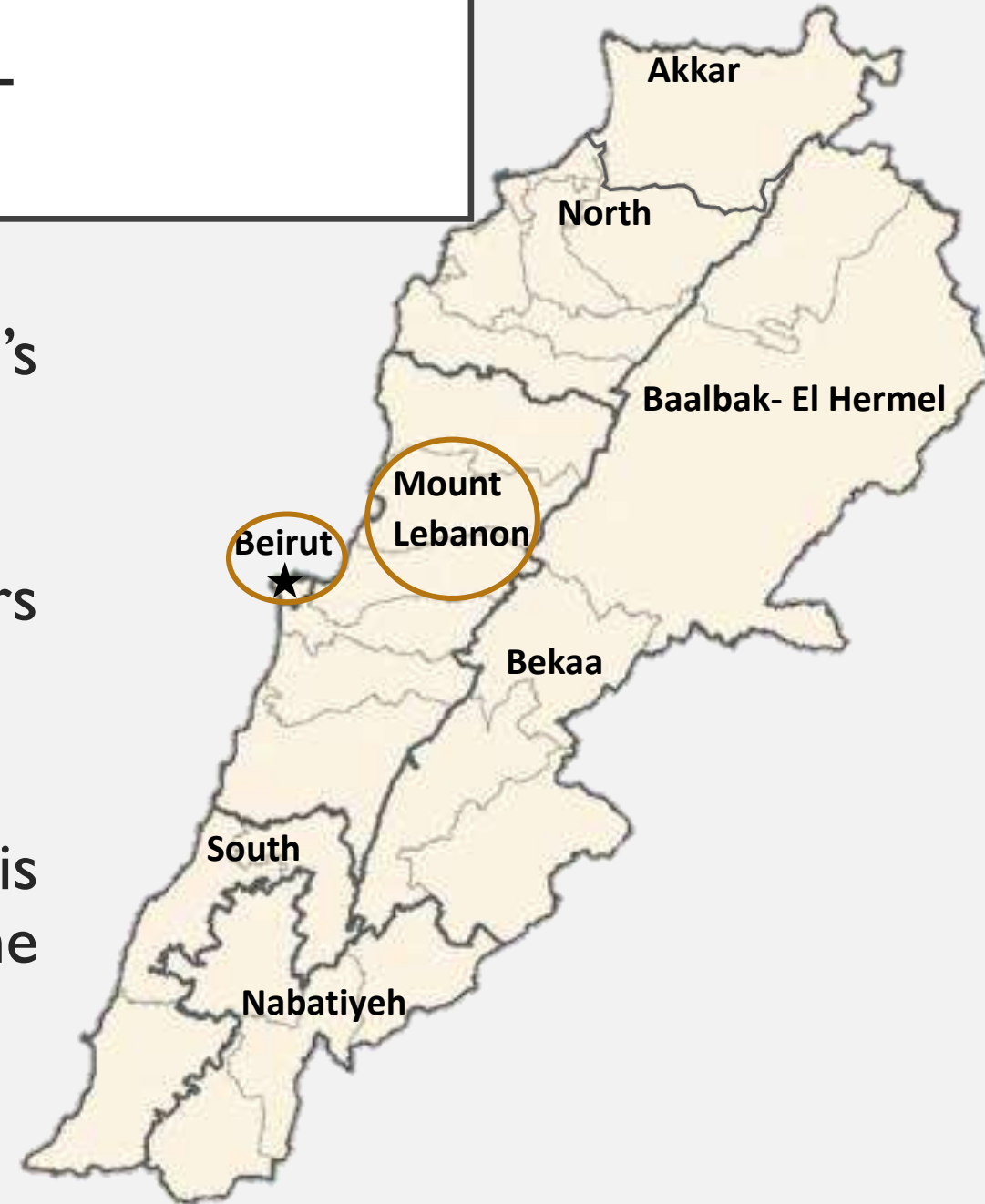
**Total cubic capacity:** 2,389 cu ft (67.7 m<sup>3</sup>) **Payload capacity:** 61,200 lbs (27,600 kg)

THERE ARE FOUR  
“MAIN” PORTS IN  
LEBANON:  
PORT OF BEIRUT (1<sup>ST</sup>)  
PORT OF TRIPOLI (2<sup>ND</sup>)  
PORT OF SIDON  
PORT OF TYRE



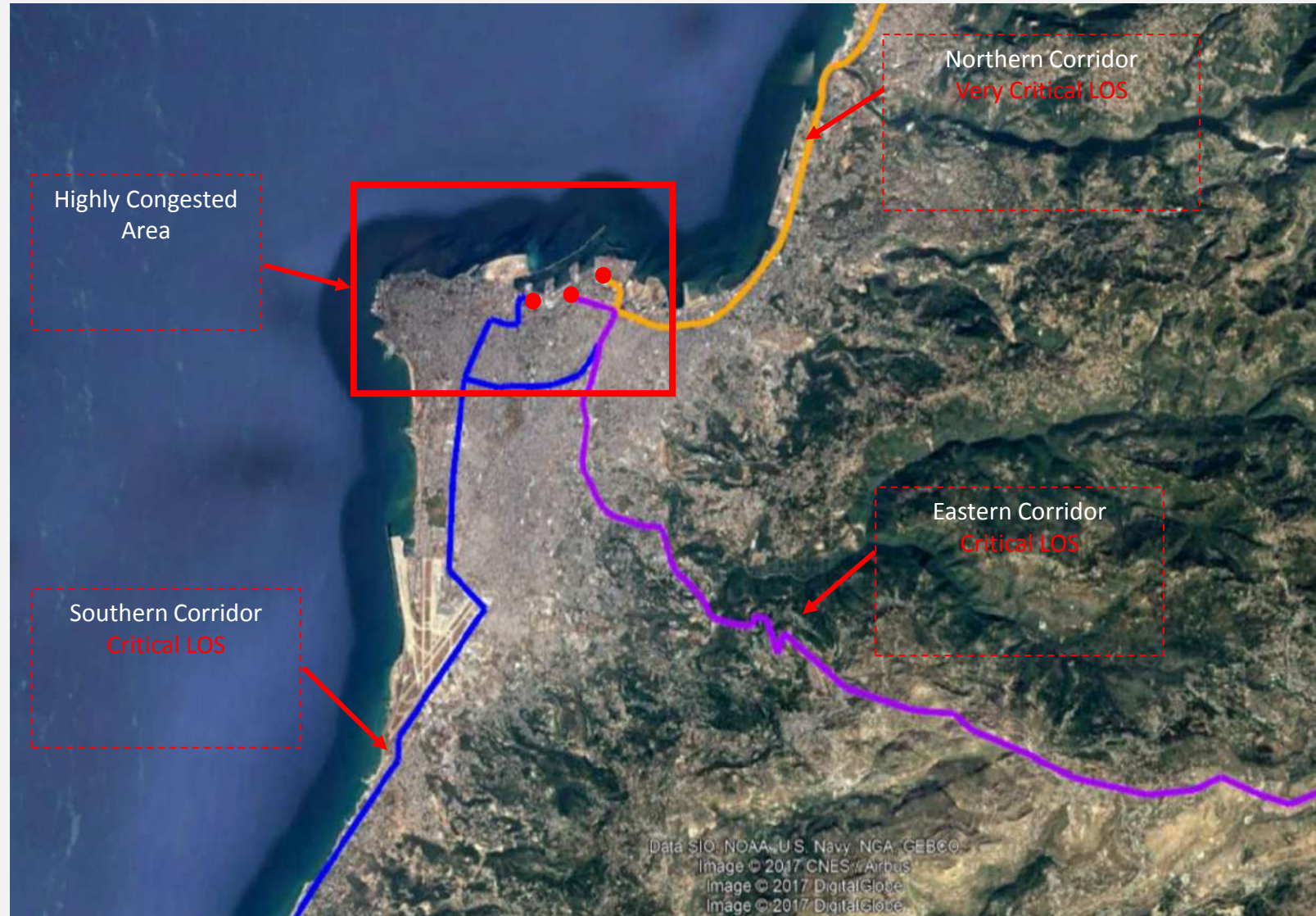
## PORT OF BEIRUT

- The POB handles 82% of Lebanon's imports and exports.
- It controls over 98% of all containers handled at Lebanese ports.
- Most import cargo handled at the POB is destined for the City of Beirut and the Mount Lebanon district.

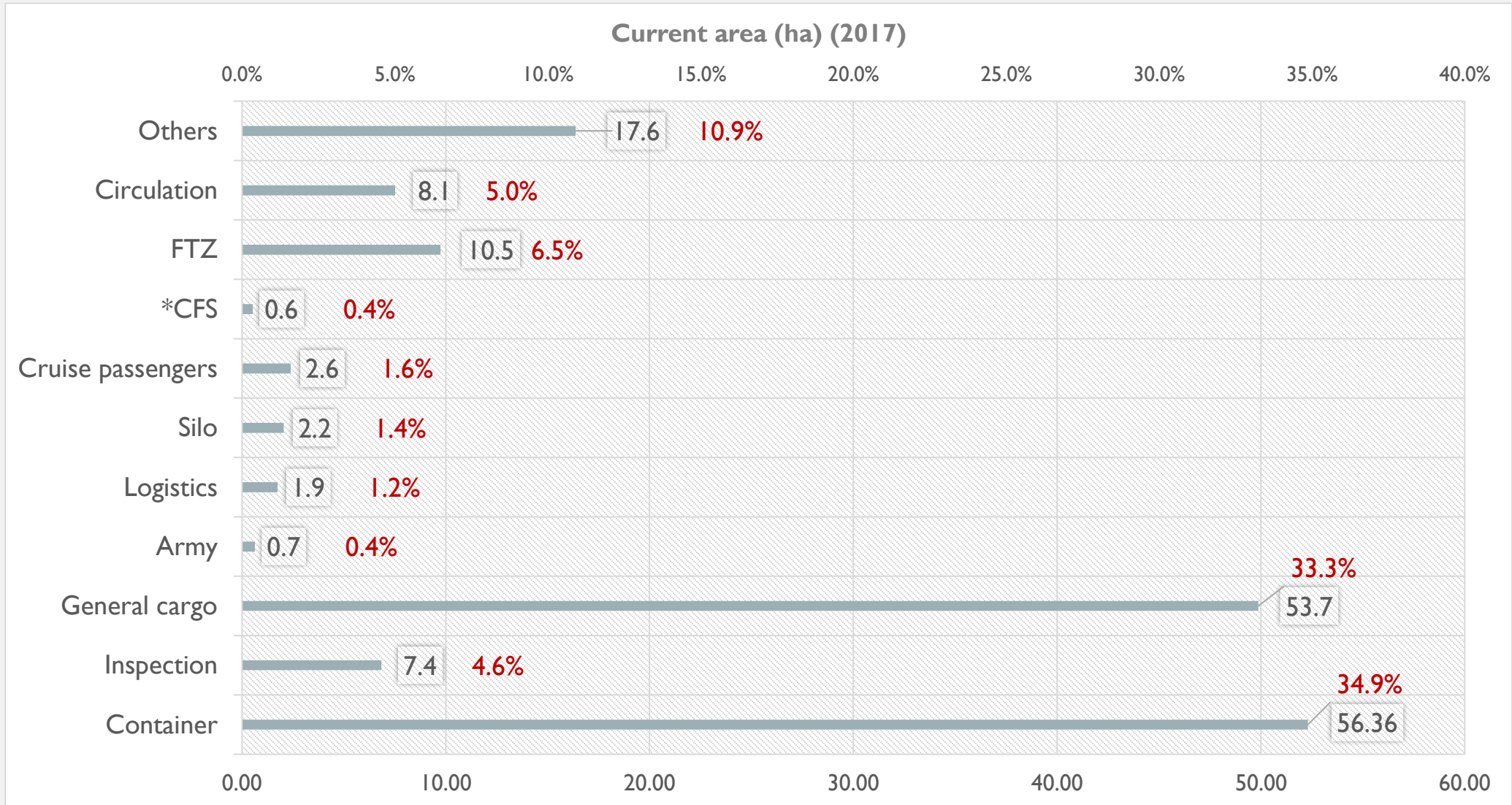




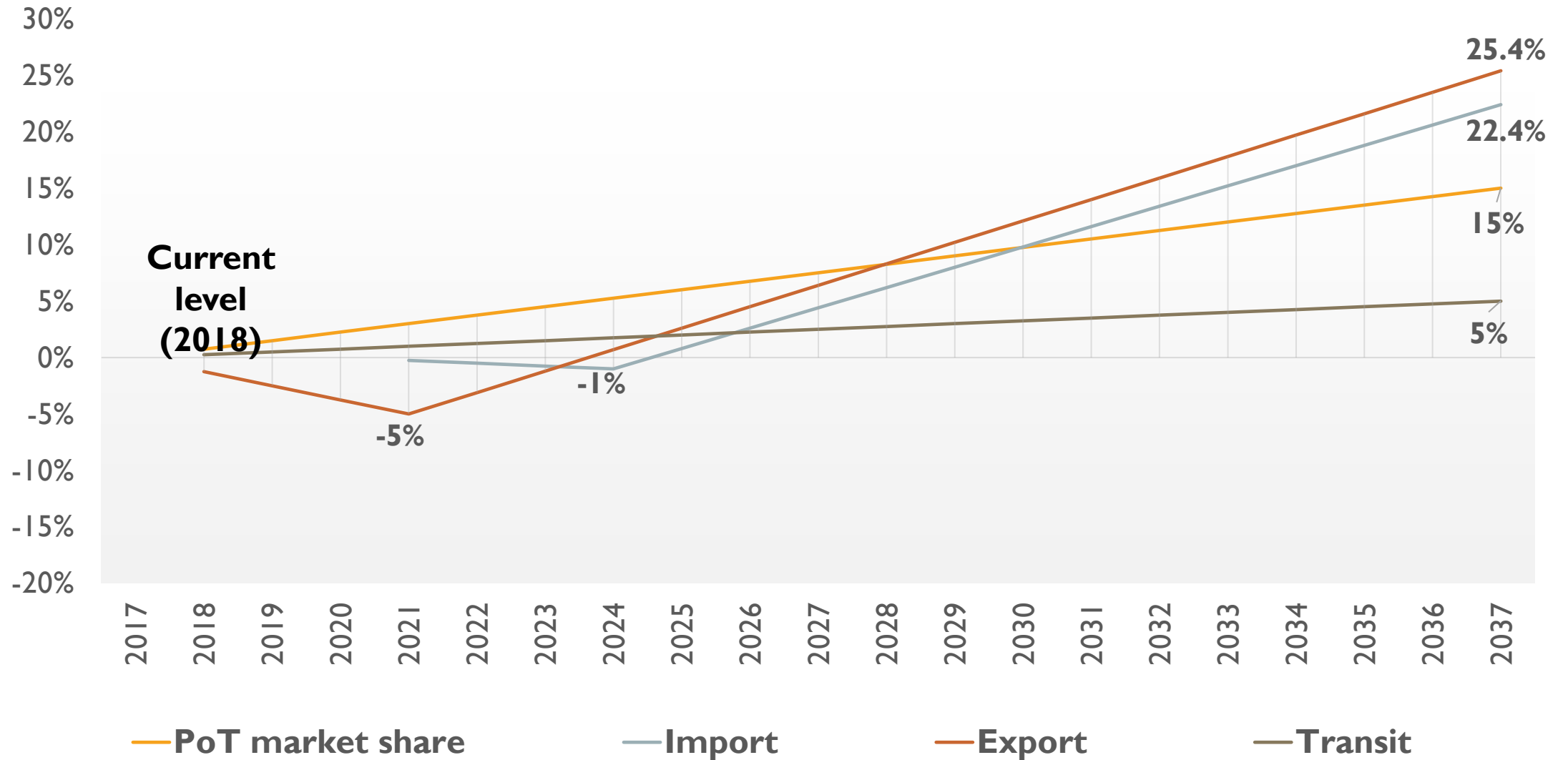
# PORT'S RELATION WITH ITS SURROUNDING



# PORT OF BEIRUT

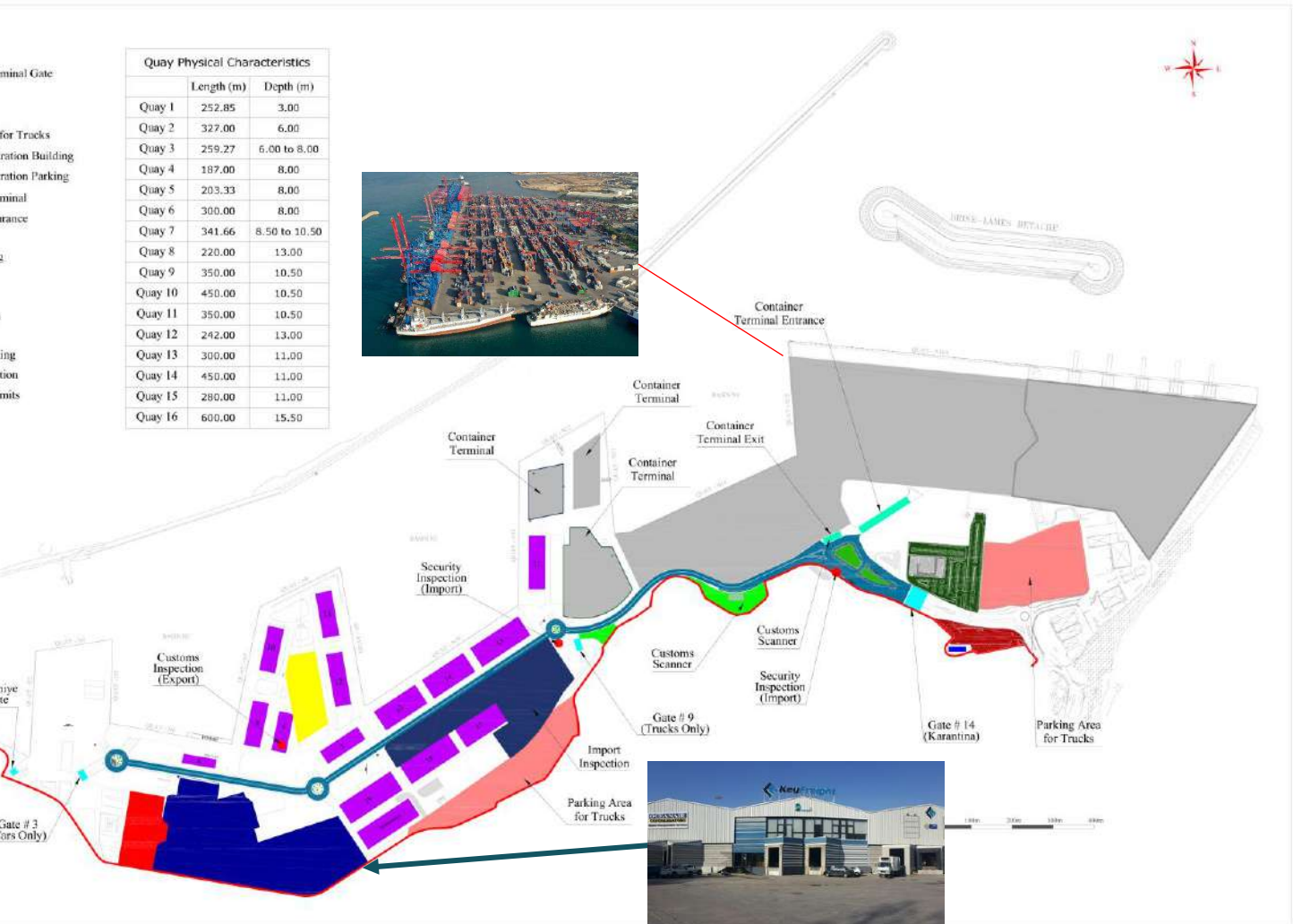


# CONTAINER THROUGHPUT\*



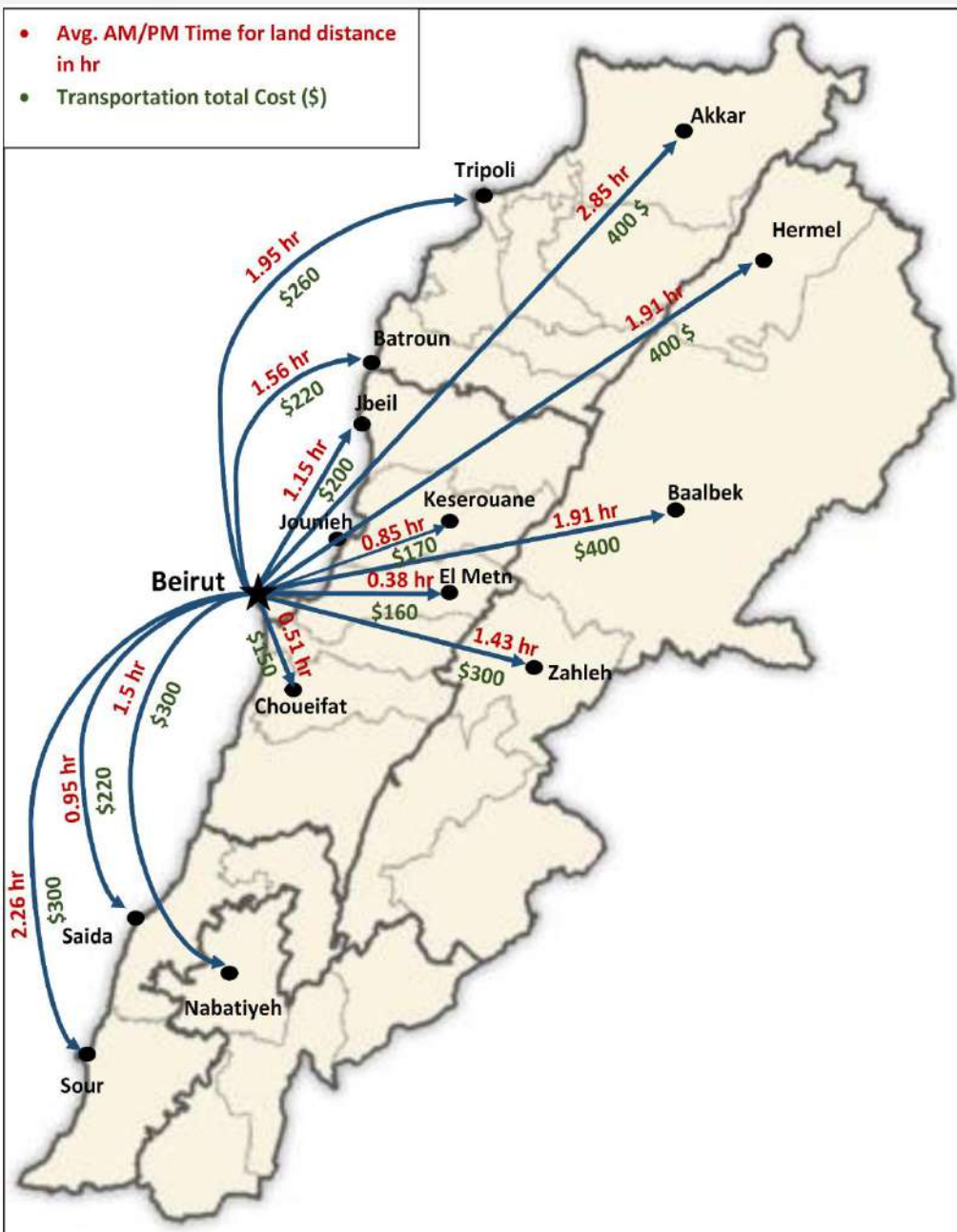


POB'S PHYSICAL CAPACITIES



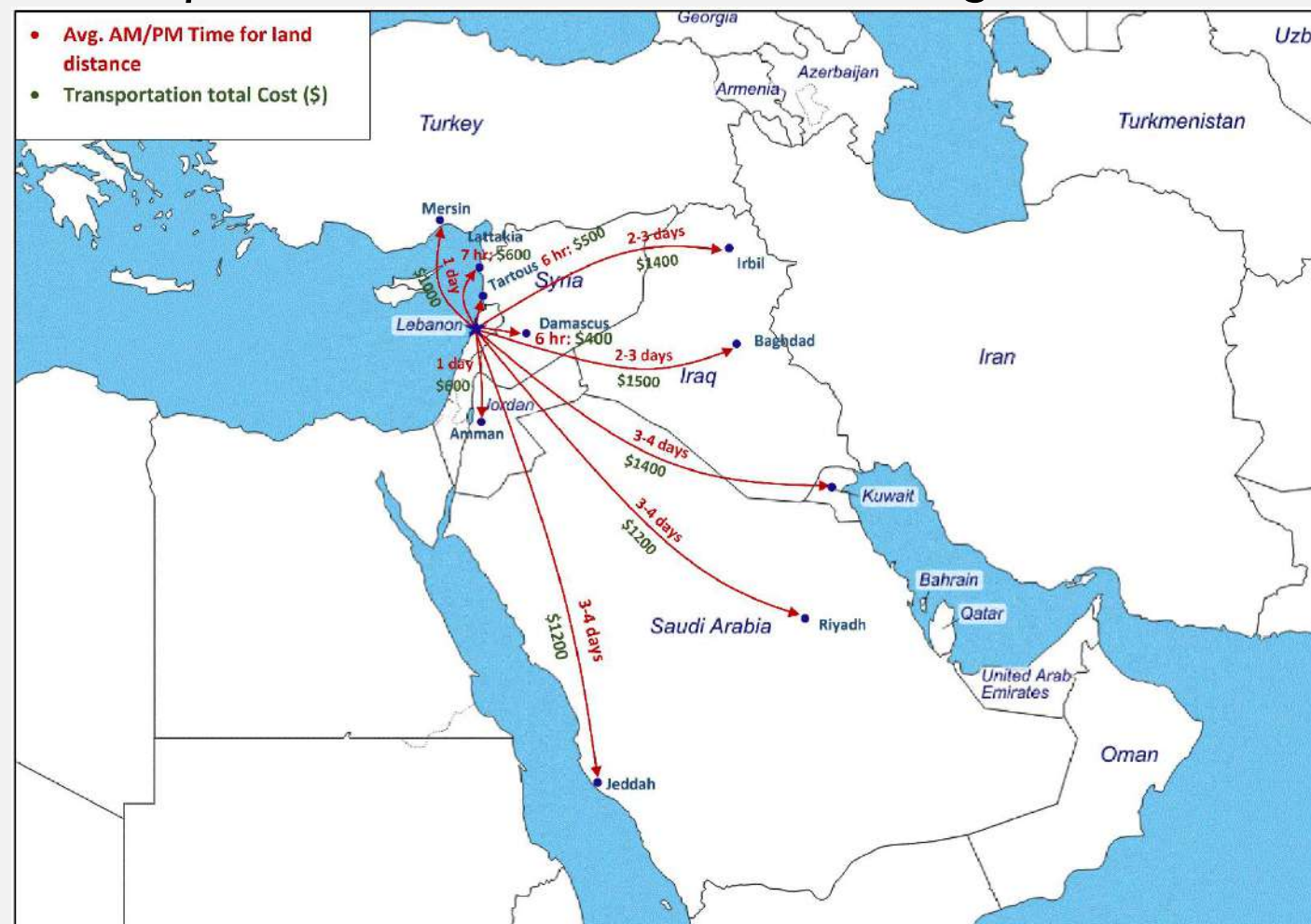
## PORT OF BEIRUT

<b>Year</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
Nbr. Ships	2261	2242	2132
Total TEU (In/Out/Full/Empty, Local+ Transshipment)	1,305,038	1,305,755	1,229,081
Goods Imp. & Exp. (G.C. + Containers) (1000 Tons)	8 281	8 217	8 737



# PORT'S ROLE AT A NATIONAL AND REGIONAL LEVEL

## Transportation Cost at a national and regional level



## TRAVEL TIME FROM CAPITAL CITY TO MAJOR DESTINATIONS HRS. (KM)

	Beirut	Tripoli	Saida	Batroun	Tyre	Aley	Chtaura	Halba (akkar)
Beirut		1.2 (88)	0.75 (46)	1 (56)	1.5 (91)	0.25 (14)	0.75 (40)	2 (114)
Tripoli			2 (136)	0.5 (33)	2.5 (175)	1.5 (92)	1.5 (86)	0.5 (30)
Saida				2 (100)	0.75 (45)	0.75 (43)	1 (66)	1 (55)
Batroun					2 (147)	1 (63)	1 (65)	1 (63)
Tyre						1 (54)	2 (106)	2.5 (204)
Aley							0.5 (28)	2 (116)
Chtaura								1.5 (104)

## SYRIAN WAR'S EFFECT ON LEBANON'S IMPORTS AND EXPORTS

- The Port of Beirut came under significant pressure following the outbreak of the war in Syria in 2011
- Imports through Syria's ports decreased significantly
- The Lebanese Ports became an important gateway for trade for Syria and Lebanon.
- Exporters from both countries have shifted operations from land to sea routes, leading to an increase in exports through the port

Border crossings connecting Lebanon to Syria		
From	To	Travel time from Beirut
Masnaa	Damascus	2 hours
Abboudiye	Aleppo	5 hours
Al-Qaa	Homs	2.3 hours
Aarida	Latakia	3 hours

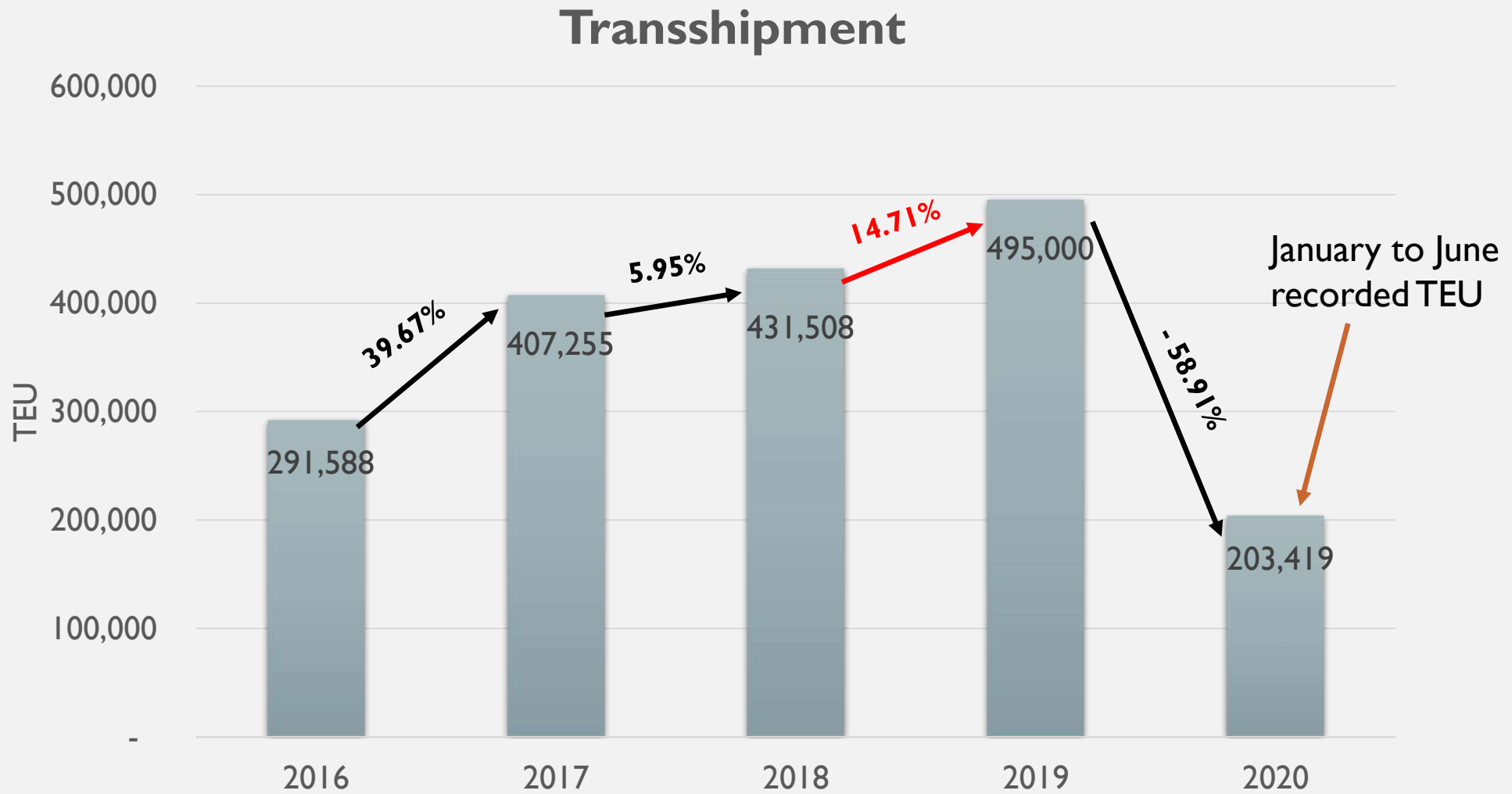


# PORT OF BEIRUT AFTER THE EXPLOSION

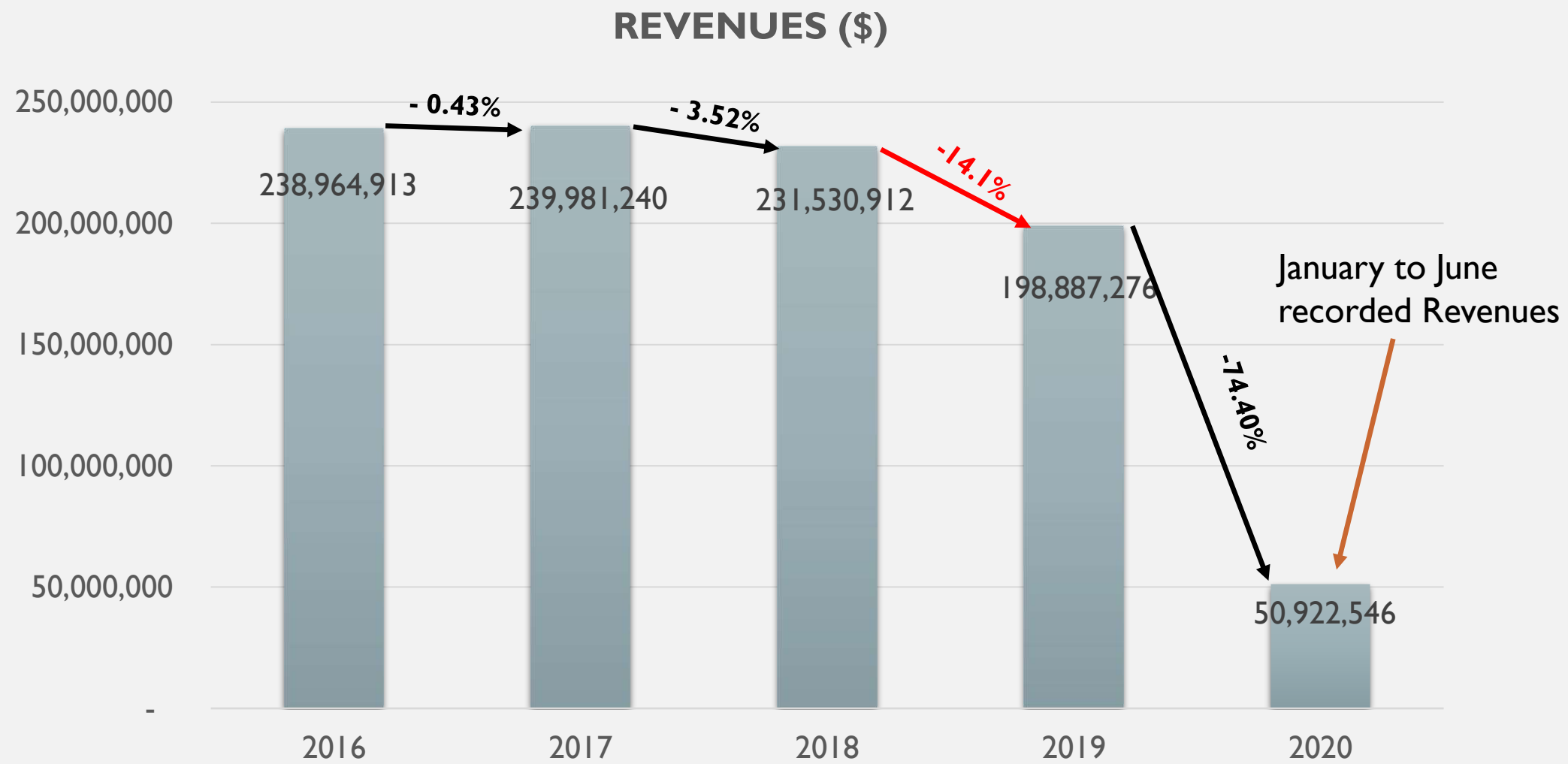


- On 4 August 2020, an enormous explosion occurred at the Port of Beirut in Lebanon.
- More than 200 people were killed and over 6,000 were injured as the blast destroyed residential areas, hospitals and schools.
- The damage from the blast affected over half of Beirut, with the likely cost above US\$15 billion and insured losses at around US\$3 billion.

# PORT OF BEIRUT AFTER THE EXPLOSION



# PORT OF BEIRUT AFTER THE EXPLOSION





## PORT OF TRIPOLI

- The Port of Tripoli is the 2<sup>nd</sup> port in Lebanon after the Port of Beirut, it is located only 30 km away from the border with Syria
- It has an approximate area of 3M m<sup>2</sup>, with a water area of 2.2 M m<sup>2</sup>, a land area of 320,000 m<sup>2</sup>, and a 420,000 m<sup>2</sup> dump area reserved for the future Container Terminal and Free Market Zone.
- The Port is managed by a Board of Directors composed of 5 members, appointed for 3 years by the Ministry of Public Works and Transport (MPWT).

# PORT OF TRIPOLI



## FZ AT THE PORT OF TRIPOLI

The Free Zone is managed by the Administration of the Port of Tripoli.

Total Area	151,750 m <sup>2</sup>
Number of Warehouses	55
Number of Yards	46

These zones contain several closed Warehouses with ceilings and open space Yards used for storage of goods.

	Zone A	Zone B	Zone C
Warehouses	17,235 m <sup>2</sup>	15,918 m <sup>2</sup>	18,401 m <sup>2</sup>
Yards	10,595 m <sup>2</sup>	10,160 m <sup>2</sup>	39,350 m <sup>2</sup>

## PORT OF TRIPOLI

Year	2017	2018	2019	2020
Nbr. Ships	771	665	608	424
volume of imports (Tons)	1,535,138	1,504,691	1,531,905	1,124,409
volume of exports (Tons)	396,640	342,187	520,711	407,690
Transit goods (Tons)	35,716	20,431	58,680	70,984

## PORT OF TRIPOLI PERFORMANCE

- The presence of a rear zone of an area reaching 1,200,000 m<sup>2</sup>.
- The building of a new berth that is 15m deep and 600m long in an initial phase (with a length expansion to 1200 m in a second phase.)
- The presence of storage areas inside the Port, the Free Zone, and the Free Economical Zone.
- The availability of areas near the port to build correlated dry ports.
- The location of the port only 30 km away from the border with Syria, and thus accessible to the Gulf and the Arab World.
- Low Taxes and Tariffs, and reduced fees for hired labor.

# PORT OF SAIDA

- Saida is located on the southern coast of Lebanon, 43 km south of Beirut and 37 km north of Tyre
- Due to its geographic position, Saida has been closely linked to the sea throughout history.
- There are two ports currently in the southern city
  1. The old one which is operational (not enough storage)
  2. The new one is currently under construction
- The two ports are operated by an independent company (Port of Saida Authority) that is owned by the Lebanese Government.



## PORT OF SAIDA

Year	2017	2018	2019
Nbr. Ships	126	132	103
volume of exports and imports (Tons)	262,425	288,928	241,970
export of scrap metal (%)	49%	53%	47%
Import of rocks and marbles (%)	29%	32%	42%
import of asphalt (%)	12%	9%	3%
different kinds of goods	10%	7%	8%

## PORT OF SAIDA (NEW PORT)





## PORT OF TYRE

- The Port of Tyre is a small harbor that lies in south Lebanon.
- The port control operates during the daytime
- Vessels bound for Tyre must report to Beirut prior to arrival for acceptance for berthing.
- Customs is available upon request. No night-time berthing / sailing.
- The port is of little use for large cargo operations.
- There is no cargo handling equipment at the port and Warehousing facilities apart from the open area storage which is limited to vehicles.



## PORT OF TYRE

## مرفأ بيروت

- يشكل مرفأ بيروت مركز التقاء للقارات الثلاث، آسيا، أوروبا وأفريقيا.
- مرفأ بيروت متجذر في التاريخ، بناء الفينيقيون في القرن الثالث قبل الميلاد، وشهد مراحل عدة من الدمار والاعمار نتيجة الحروب التي شهدها لبنان، فهو كطائر الفينيق ينبعث دائماً من رماده.
- كل الغزاة الذين استولوا على الساحل الشرقي للبحر الابيض المتوسط، أدركوا المركز الاستراتيجي المهم لمرفأ بيروت، من الرومان مروراً بالفتح الاسلامي العربي والعثمانيين وصولاً الى الفرنسيين، فحوّلوه الى قاعدة بحرية لمراكبهم الحربية، وجعلوا من مدينة بيروت مركزاً تجارياً مركزياً في شرق المتوسط.
- قبل الحرب الاهلية اللبنانية التي اندلعت في العام 1975، أطلق على مرفأ بيروت لقب "مرفأ العرب" لأنه الاقرب جغرافياً الى بعض العواصم العربية كدمشق وعمان وبغداد من المرفأء العربية الاخرى.
- عندما شنت اسرائيل عدوانها على مصر في العام 1967، واحتلالها للضفة الشرقية لقناة السويس، أغلقت القناة أمام حركة التجارة البحرية بين أوروبا والشرق الاوسط وشبه القارة الهندية والشرق الاقصى، والعكس صحيح، فاضطرت دول الشرق الاوسط والخليج العربي للتفتيش عن بديل، فكان مرفأ بيروت البديل المناسب، وإلا اضطرت السفن الى الدوران حول رأس الرجاء الصالح والذي يتطلب الابحار أكثر من 14 يوماً، أي خسارة المزيد من الوقت وارتفاع الكلفة اليومية للسفن
- تحوّل مرفأ بيروت الى مركز للبضائع المستوردة برسم الترانزيت البري الى الدول العربية كالسعودية والاردن والعراق والكويت والخليج العربي، فكانت البواخر التي تؤمّه تفرغ حمولاتها في مستودعاته وعلى أرصفتها، ومن ثم يعاد تحميلها على الشاحنات التي تقوم بنقلها برا عبر الاراضي السورية الى مقصدها النهائي في العمق العربي.
- في العام 1973، بلغ الوزن الاجمالي للبضائع المفرغة في مرفأ بيروت أكثر من 3.4 ملايين طن، من ضمنها أكثر من مليون طن من البضائع برسم الترانزيت البري الى الدول العربية، أي ما نسبته أكثر من 30 بالمئة.
- في 6 تشرين الاول من العام 1973، تمكن الجيش المصري عبور قناة السويس.
- في العام 1975، أعيد فتح قناة السويس أمام الملاحة البحرية العالمية، أي بعد 8 سنوات على إغلاقها.
- مع اندلاع الحرب اللبنانية في العام 1975، اندثر العصر الذهبي لمرفأ بيروت الذي دمر وأحرق وأغلق أمام حركة الملاحة البحرية، مما أدى الى انتقال حركة البضائع برسم الترانزيت البري الى مرفأء الدول المجاورة كمرفأى طرطوس واللاذقية السوريين، ومرفأى مرسين واسكندرون التركيين.
- في العام 1990، وضعت الحرب اللبنانية أوزارها، فأعيد فتح مرفأ بيروت أمام الملاحة البحرية.

- حصلت الدولة اللبنانية على قروض عدة ميسرة من البنك الاوروبي للاستثمار وبعض الصناديق العربية لإعادة إعمار مرفأ بيروت وإعادة بناء مستودعاته وبناء قسم من الحوض الخامس الذي يضم الرصيفين 15 و 16.
- في العام 1998، فازت سلطة موانئ دبي "Dubai Port Authority (DPA)" بمناقصة لتجهيز وتشغيل محطة الحاويات في الحوض الخامس لمدة 20 عاما مقابل تسديدها 225 مليون دولار وفق نظام الـ "B.O.T." ، على أن تنجز مشروع التجهيز وتبدأ المحطة بتقديم خدماتها في العام 2001.
- كانت خطة سلطة موانئ دبي تقضي باعتماد مرفأ بيروت مركزا (HUB) لاستقبال بواخر الحاويات القادمة من القارة الاوروبية، حيث يتم تفريغ الحاويات في مرفأ بيروت ويعاد نقلها برا الى مقصدها النهائي في الخليج العربي أو الى موانئ دبي، ومن ثم يعاد شحنها على البواخر الى مقصدها في شبه القارة الهندية والشرق الاقصى، والعكس صحيح.
- كما أن الدولة اللبنانية كانت تعد مشروعا لبناء شبكة سكك حديدية لربط مرفأ بيروت بالخليج العربي وخصوصا بموانئ دبي، مما سيعزز دور مرفأ بيروت المحوري على الصعيد البري بواسطة الشاحنات والسكك الحديدية.
- إن طول الطريق البرية من مرفأ بيروت الى موانئ دبي لا يتجاوز الـ 2600 كلم، ويمكن للشاحنة عبورها خلال ثلاثة أيام، ما يؤدي الى تقصير مدة الرحلة التي تبلغ سبعة أيام عبر المرور في قناة السويس وتوفير تسديد رسوم العبور الباهظة فيها.
- فجأة ودون سابق إنذار فسخت سلطة موانئ دبي عقد التجهيز والتشغيل لأسباب لم يكشف عنها.
- في العام 2004، وبناء على المطالبة المستمرة والملحة من الغرفة الدولية للملاحة في بيروت، وافقت الحكومة اللبنانية على إجراء مناقصة جديدة لتشغيل محطة الحاويات لمدة عشر سنوات، على أن تقوم ادارة مرفأ بيروت بتجهيزها من واردات المرفأ الذاتية.
- وفي العام 2004، فاز الكونسورتيوم البحري الذي يضم الشركات الثلاث التالية بالمناقصة لادارة وتشغيل محطة الحاويات:

- 1- "Mercey Docks & Harbour Company (MDHC)", England.
- 2- "International Maritime Associates (IMA)", USA.
- 3- "Beirut Container Terminal Consortium (BCTC)", Lebanon.

مرفأ بيروت تحول الى مرفأ محوري في شرق المتوسط

- بدأت محطة الحاويات تقديم خدماتها في آذار (مارس) من العام 2005، بلغ طول رصيفها الرئيسي رقم (16) 600 متر مجهز بـ 3 رافعات جسرية (gantry cranes) للتعامل مع بواخر الحاويات وبغاطس مياه بلغ 15.5 مترا وبقدرة استيعابية قدرها حوالي 650 ألف حاوية نمطية سنوياً.
- إن الخدمات الجيدة والتسهيلات الجمركية والتعرفة المرفئية المنافسة لتفريغ و شحن الحاويات برسم المسافنة، شجعت خطوطاً بحرية عالمية على اعتماد مرفأ بيروت مركزاً (HUB) لعمليات المسافنة (transshipment) نحو مرفأ البلدان المجاورة في سوريا وتركيا ومصر وقبرص واليونان وغيرها من المرفأ في شرق المتوسط.
- في العام 2005، اعتمدت شركة الملاحة السويسرية "MSC" التي تحتل المرتبة الثانية في العالم، وشركة الملاحة الفرنسية "CMA CGM" التي تحتل المرتبة الثالثة، محطة الحاويات في مرفأ بيروت مركزاً لعمليات المسافنة لخطوطها البحرية العاملة من المرفأ الصينية والشرق الأقصى من جهة، والمرفأ الأوروبية من جهة أخرى.
- بعد بدء تشغيل محطة الحاويات في العام 2005، ارتفعت حركة الحاويات في مرفأ بيروت من 390 ألف حاوية نمطية في العام 2004، الى 1.305 مليون حاوية في العام 2018، و 1.229 مليون حاوية نمطية في العام 2019.
- عندما اندلعت الاحداث في سوريا في العام 2011، وتوسعت وأدت الى إغلاق الحدود البرية السورية مع كل من الاردن والعراق، شلّت حركة شحن الصادرات اللبنانية برا الى العمق العربي.
- أمنت محطة الحاويات في مرفأ بيروت البديل عن الطريق البري، فقد تمكن الصناعيون والمزارعون في شحن صادراتهم بواسطة بواخر الحاويات الى الدول العربية لا سيما الى دول الخليج العربي.
- لقد ارتفع عدد الحاويات المصدرة ملأى بالصادرات اللبنانية الى العمق العربي من 2500 حاوية نمطية شهرياً الى أكثر من 7500 حاوية نمطية.
- بلغت حصة حركة المسافنة في العام 2008 (419 ألف حاوية نمطية) أي ما نسبته 32 بالمئة من المجموع العام، و 472 ألف حاوية نمطية في العام 2019، أي ما نسبته 38 بالمئة من المجموع العام.
- شهد مرفأ بيروت تنفيذ مشروع جديد لتوسيع محطة الحاويات في العام 2011، فأصبح طول رصيفها المركزي (رقم 16) 1100 متر بدلاً من 600 متر، وارتفع عدد الرافعات الجسرية الى 16 رافعة وقدرته الاستيعابية الى أكثر من 800 ألف حاوية نمطية سنوياً، ما أدى الى تخفيف من شدة الازدحام في مرفأ بيروت.

- واعتمدت أيضا شركات ملاحية عالمية أخرى محطة الحاويات مركزا لعمليات المسافنة نحو مرافئ البلدان المجاورة ولو بشكل غير منتظم، وعلى سبيل المثال لا الحصر "Hamburg Sud" الالمانية، "Maersk" الدانمركية و "Cosco" الصينية و Hapag Lloyd الالمانية...
- في العام 2011، انضم مرفأ بيروت الى لائحة المرافئ المئة الاولى في العالم التي تتعامل مع أكثر من مليون حاوية نمطية سنويا.
- ارتفعت الواردات المرفئية من 89 مليون دولار في العام 2004، الى 231 مليون دولار في العام 2018، و 198 مليون دولار في العام 2019.

#### 17 تشرين الاول 2019 تاريخ مفصلي

- مع اندلاع الاحداث والمظاهرات والاضرابات التي عمّت بعض المناطق اللبنانية في 2019/10/17، بدأ مرفأ بيروت يشهد تراجعاً دراماتيكياً بحركته الاجمالية ووارداته المرفئية والجمركية.
- أدى إغلاق المصارف لمدة اسبوعين متتاليين الى تهافت المودعين الى المصارف لسحب ودائعهم، في حين لجأ مصرف لبنان والمصارف الى اتخاذ اجراءات وتدابير استثنائية من ضمنها وقف فتح الاعتمادات المستندية لاستيراد البضائع، ومنع تحويل الاموال الصعبة الى الخارج، ومنع المودعين من سحب الاموال من ودائعهم بالعملة الصعبة، وايضا وضع القيود حتى على سحب الاموال بالعملة الوطنية، ما أدى الى انخفاض كبير بحركة مرفأ بيروت الاجمالية ووارداته المرفئية.
- كما أن تفشي وباء كورونا في العالم وانتشاره أدّى الى إغلاق المصانع والمعامل أبوابها في معظم البلدان الصناعية (في آسيا وأوروبا وأميركا) وبالتالي الى انخفاض كبير بحركة التجارة البحرية العالمية وبمعدل النمو الاقتصادي العالمي، ما أثر سلباً وبشكل كبير على حركة الحاويات برسم المسافنة عبر مرفأ بيروت.

#### انفجار مرفأ بيروت المدمر والقاتل في 4 آب 2020

- أدى الانفجار المدمر والقاتل في 4 آب 2020، الى تدمير مرفأ بيروت القديم الذي يستقبل البواخر العادية (general cargo) والحديد والحبوب والسيارات، واهراءات الحبوب، والمنطقة اللوجستية في المنطقة الحرة في المرفأ، بالإضافة الى سقوط أكثر من 200 شهيد و 6000 جريح، في حين أنقذت العناية الالهية محطة الحاويات من الدمار والتي لحقت بها أضراراً صغيرة. فقد تمكنت هذه المحطة استئناف نشاطها وتقديم خدماتها بعد اسبوع واحد على وقوع الانفجار، كما أن الارصفة 12 و 13 و 14 من مرفأ بيروت القديم استأنفت استقبال تلك البواخر بعد 8 ايام على وقوع الانفجار بفضل قيام الجيش اللبناني مشكورا بتنظيفها من الركام والانقاض.

### إعادة إعمار مرفأ بيروت المدمر

- يعلم الجميع أن الدولة اللبنانية مفلسة لأسباب متعددة لا اريد الخوض بتفاصيلها، وبالتالي فهي غير قادرة على تأمين التمويل المطلوب والمقدر بمئات الملايين من الدولارات لإعادة إعمار المرفأ.
- إن الحل الافضل لإعادة إعمار مرفأ بيروت في ظل الظروف المؤسفة التي تمر بها البلاد هو اعتماد نظام الـ "B.O.T." (Build, Operate, Transfer).
- إن اعتماد هذا النظام يفرض على الجهة الفائزة بإعادة بناء المرفأ وتجهيزه من أموالها الخاصة، مقابل ادارتها وتشغيلها و استثمارها للمرفأ لمدة محددة، على أن تعيده مع تجهيزاته وآلياته الى كنف الدولة بعد انتهاء مدة التشغيل.
- إن اعتماد هذا النظام معتمد من قبل معظم دول العالم التي تشهد مرافئها نشاطا مميزا.
- إن اعتماد هذا النظام أثبت انه الافضل والاسلم لأن المرفأ يبقى ملكا للدولة وللشعب اللبناني.
- إن عروضاً عدة لإعمار مرفأ بيروت، قدمت الى الدولة اللبنانية بعد الانفجار. من فرنسا وتركيا والصين وروسيا والمانيا... ولكن هذه العروض بقيت عروضاً ولم تبصر النور حتى تاريخه.
- إن تهافت الدول لإعادة إعمار مرفأ بيروت يؤكد أهمية موقعه الاستراتيجي في شرق المتوسط، فهو مركز إلتقاء للقارات الثلاث، آسيا وأوروبا وأفريقيا، وبالتالي فإنه يؤمن للجهة التي ستديره وتشغله مركزاً محورياً ومميزاً في المنطقة، لا سيما في حال بوشر في عمليات استخراج النفط والغاز من بحر لبنان والتي ستجذب استثمارات خارجية مهمة وضخمة وتنعكس ايجاباً على الاقتصاد اللبناني.

### انتهاء عقد ادارة وتشغيل محطة الحاويات في مرفأ بيروت

- انتهى عقد ادارة وتشغيل محطة الحاويات في مرفأ بيروت مع شركة "BCTC" في نهاية كانون الثاني من العام 2020.
- كان من المفترض أن تجري ادارة واستثمار مرفأ بيروت مناقصة ادارة وتشغيل محطة الحاويات خلال شهر أذار من العام 2020.
- سحبت 5 شركات عالمية متخصصة بادارة وتشغيل محطات الحاويات في العالم دفتر شروط المناقصة وهي التالية:

- مجموعة "CMA CGM" الفرنسية.
- مجموعة "China Merchant Port"، هونغ كونغ.
- مجموعة "Hotchison Port Holding"، هونغ كونغ.

- مجموعة "Gulftainer"، الاماراتية.
  - مجموعة "BCTC" اللبنانية المشغلة الحالية لمحطة الحاويات.
- نظرا لعدم حصول ادارة واستثمار مرفأ بيروت على موافقة مجلس الوزراء لإجراء المناقصة، تم تأجيلها على ان يحدد موعدا جديدا لها لاحقاً.

### مجموعة CMA CGM الفرنسية تفوز بمناقصة تشغيل وإدارة وصيانة محطة الحاويات في

#### مرفأ بيروت

- بعد طول انتظار، اجرت ادارة واستثمار مرفأ بيروت المناقصة في 2022/2/17 وفازت بها مجموعة CMACGM الفرنسية لمدة 10 سنوات.
- نصت شروط المناقصة على ان تستثمر شركة CMACGM 33 مليون دولار لاعادة تأهيل وتحديث وتطوير محطة الحاويات على مختلف الاصعدة خلال مدة المناقصة.
- كما نصت على ان تستثمر CMACGM اكثر من 19 مليون دولار من المبلغ الاجمالي خلال العامين الاولين من مدة المناقصة لتفعيل خدمات محطة الحاويات.
- ان مرفأ بيروت هو المرفق البحري الخدماتي الاله في لبنان اذ تشكل حركته اكثر من 70 بالمئة من حجم التبادل التجاري اللبناني مع العالم الخارجي.
- في ما يلي مقارنة بحركة مرفأ بيروت الاجمالية خلال العامين 2020 و 2021.



Summary of Beirut Port Statistics in 2021 compared with 2020

Subjects	2021	2020	+ / -	+ / - %
Number of vessels which called at Beirut Port	1,168	1,377	-209	-15%
Total Tonnage handled (tons) (million)	4,648 million	4,561 million	+87 thousand	+2%
Total imports for Lebanese markets (tons) (million)	3,785 million	3,757 million	+28 thousand	+1%
Total exports (Lebanese cargoes) (tons) (thousand)	863	804	+59	+7%
Total Containers handled (TEU)	614,994	772,873	-159,879	-20%
Total containers imported (TEU)	301,204	362,632	-61,428	-17%
Total containers imported for local market (TEU)	219,977	202,330	+17,647	+9%
Total containers imported empty (TEU)	15,367	17,817	-2,450	-14%
Total containers imported for transshipment (TEU)	65,860	142,485	-76,625	-54%
Total containers exported (TEU)	294,801	367,759	-72,958	-20%
Total containers exported with Lebanese goods (TEU)	82,028	79,662	+2,366	+3%
Total containers re-exported empty (TEU)	148,717	141,033	+7,684	+5%
Total containers re-exported (transshipment) (TEU)	64,056	147,064	-83,008	-56%
Total containers transshipment (TEU)	129,916	289,549	-159,633	-55%
Total containers restowed on board vessel (TEU)	18,989	42,482	-23,493	-55%
Total cars handled (cars)	25,117	12,941	+12,176	+94%
Total imported cars (cars)	18,359	6,564	+11,795	+180%
Total re-exported cars by sea (cars)	6,767	6,377	+381	+6%
Total port revenues (USD) (million)	??	110,634,000	-	-

# Distance between Ports and the following capital cities



Beirut- Damascus	120 Km.	Beirut- Amman	235 Km.	Beirut- Bagdad	1085 Km.
Lattakia- Damascus	360 Km.	Lattakia- Amman	625 Km.	Lattakia- Bagdad	1475 Km.
Tartous- Damascus	260 Km.	Tartous- Amman	525 Km.	Tartous- Bagdad	1375 Km.
Aqaba- Damascus	452 Km.	Aqaba- Amman	335 Km.	Aqaba- Bagdad	1185 Km.
				Umm Qasr - Bagdad	2702 km.

Shipping Lines :  
Worldwide  
Organization Lebanon  
and the region



Project funded by the  
EUROPEAN UNION



REGIONE AUTÓNOMA DE SARDIGNA  
REGIONE AUTONOMA DELLA SARDEGNA



YEP MED



غرفة التجارة والصناعة والزراعة  
Chamber of Commerce Industry  
and Agriculture  
of Beirut and Mount-Lebanon في بيروت وجبل لبنان

## **Outline**

1. Shipping and shipping lines
2. Types of ships
3. Structure of shipping companies
4. Categorization of shipping companies
5. Organization of shipping companies
6. International Maritime Organization (IMO)
7. Top worldwide shipping lines
8. Main ports in the Middle East
9. Lebanon: ports and shipping companies

# **1. . Shipping and shipping lines**

**Shipping:**

Physical movement of goods from one point to another.

## Shipping Line:

.

A company that operates the ships that carry goods from load  
port to discharge port

## **2 . Types of Ships**

Classification is based on the types of cargo

- Bulk Cargo
- General Cargo



Bulk Cargo  Bulk ships

Bulk cargoes: oil, grain, iron ores, coal, phosphates, fertilizers, cement, etc.

Bulk Ships: Vessels transporting unpackaged bulk cargo (dry or liquid) in their cargo holds.



Cargoes loaded in large quantities and occupies the whole capacity of the ship.



General cargo

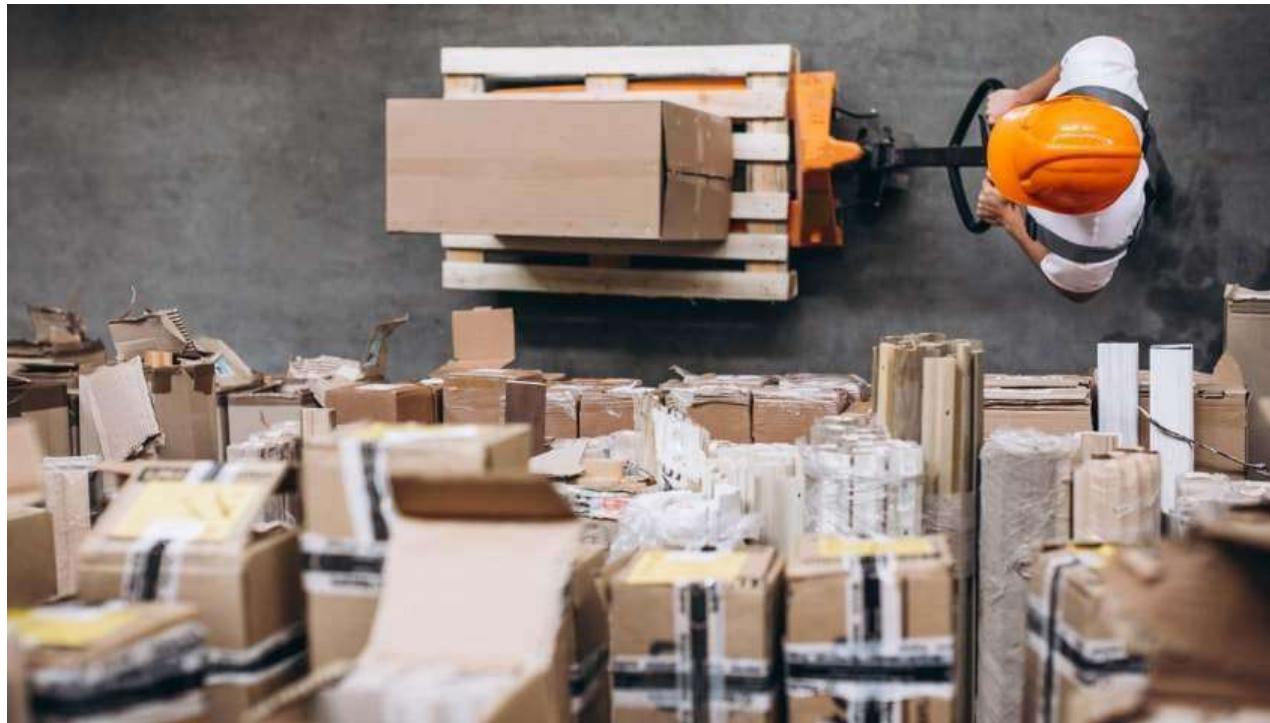


General Cargo ships

A vessel designed to handle

- break bulk cargo: concerns cargo that is carried in drums, bags, pallets, or boxes.
- neo bulk cargo: concerns cargo where each packaged unit is accountable such as lumber (bundles), paper (rolls), steel, and vehicles.
- Containerized cargo: Standardized containers used for the unitizing of the cargo

# Break bulk cargo





# Neo bulk cargo



# Containerized cargo



## GENERAL CARGO

Unitized Cargo



### Break Bulk



Drums, bags, pallets, boxes

Lift-on/lift-off

### Neo Bulk



Lumber, paper, steel, vehicles

Lift-on/lift-off, roll-on/roll-off

### Containerized



Containers

Lift-on/lift-off

## BULK CARGO

Loose Cargo



### Liquid Bulk



Petroleum, LNG, chemicals, vegetal oils

Pumps and pipelines

### Dry Bulk



Coal, iron ore, grains, bauxite, sand

Grabs / suction and conveyors



### **3 . Structure of Shipping companies**

Task: is the management of ships for the supply of maritime transport services.

2 parts

- The productive units: the vessels
- The infrastructure on land: shipping office

## Operation of vessels:

- Voyage charter
- Time charter
- Bareboat charter
- Pool

- **Voyage charter:** The charterer hires the vessel from the shipping company to transport cargo from one port to another.

Fees of the shipping company: either quantity of the cargo or as a lump-sum freight.

Cost of operation: borne by the shipping company

- **Time charter:** The charterer hires the vessel from the shippingcompany for a specific period of time.

Fees of the shipping company: set by the day.

## Cost of operation:

Charterer: voyage expenses (bunkers, port charges, etc.) and the cargohandling cost.

Shipping company: basic operating expenses (crew's wages, maintenanceand repairs of the vessel, insurance, etc.)

- **Bareboat charter:** The charterer hires the vessel for several years and undertakes the responsibility for its technical and commercial management.



The charterer becomes the manager of the vessel

- **Pool:** commercial cooperation where vessels of a similar type owned by different shipping companies are managed as a single entity.

Earnings of the vessels are distributed by the Administrator of the pool to the owners of the vessels according to a pre-arranged weighing system.



## On land operations

The organization on land is responsible for issues relating to:

- objectives and aims of the company,
- finding employment for the vessels,
- administrative/ technical support,
- and supporting their day-to-day operation.

## **4 . Categorization of shipping companies**

### **□ Based on the specialization of their fleets**

- those specializing in bulk cargo shipping
- those specializing in general cargo shipping
- those of differentiated fleets

❑ Based on the degree of integration of their activities

- Companies subsidiaries of major industrial or merchandising groups, such as oil companies, steel-producing companies, etc. provide maritime transportation services to the parent company.

Example: Dole Ocean Cargo



**Dole** is the world's largest producer of bananas, pineapples, packagedsalads and fresh vegetables.



HOME

GALLERY

CUSTOMER SERVICE

SERVICES

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VESSELS

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# WELCOME TO DOLE

*Three billion people love it, daily!*

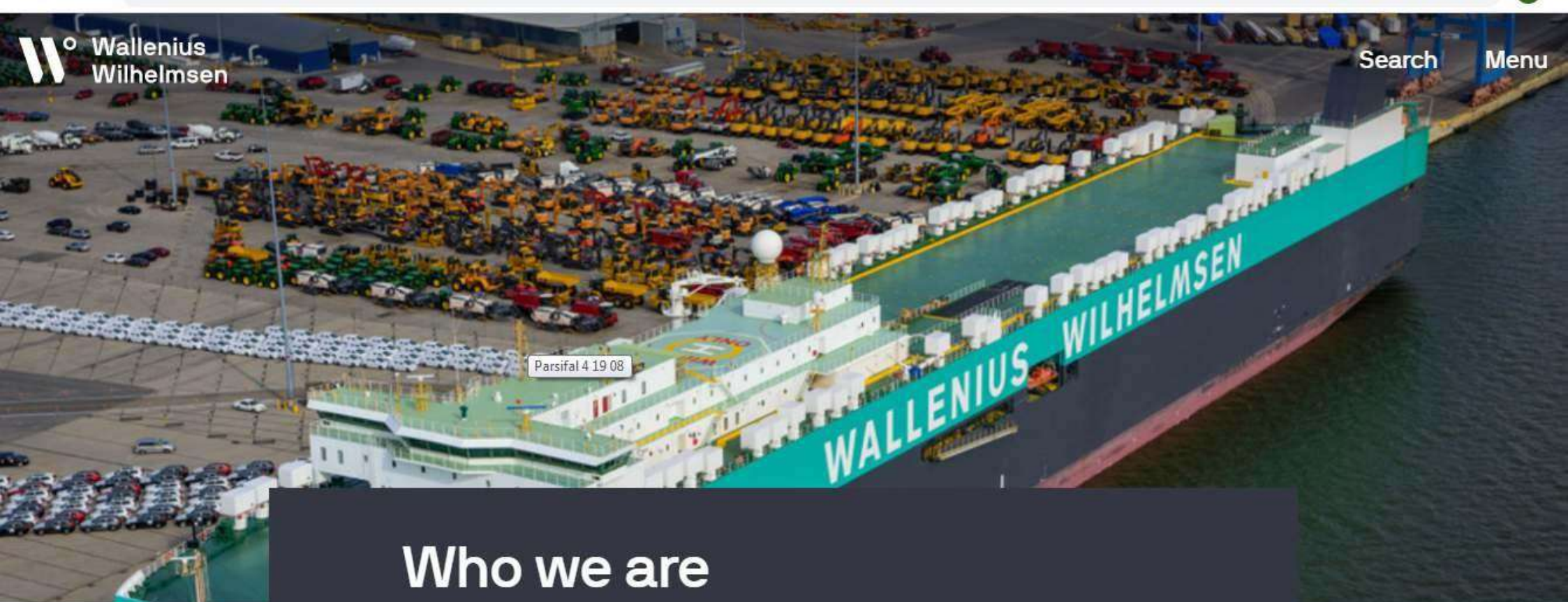
DOLE PACIFIC

START YOUR RATE REQUEST

- Companies integrated with ship-building, ship brokering, forwarding, motor vehicle transportation, ...

Example: Wallenius Wilhelmsen Logistics





Search

Menu

## Who we are

We are Wallenius Wilhelmsen, a market leader in RoRo shipping and vehicle logistics, managing the distribution of cars, trucks, rolling equipment and breakbulk to customers all over the world.

- Pure transporting companies exclusively concerned with the provision of maritime transportation services.

Example: Maersk



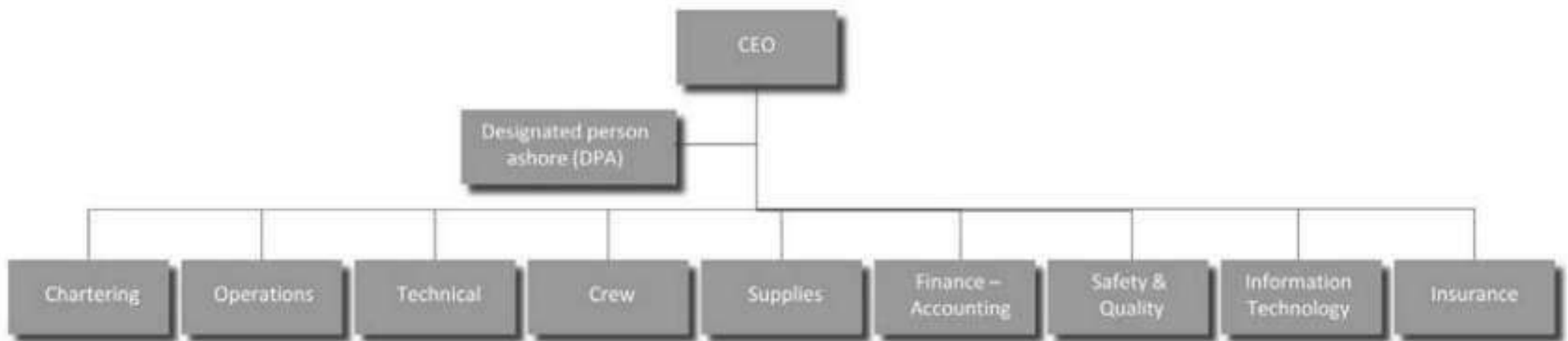
- Diversified companies engaged simultaneously in shipping and non-shipping sectors.

Example: Cosco

## 5 . Organization of shipping companies

### ➤ **Functional structure**

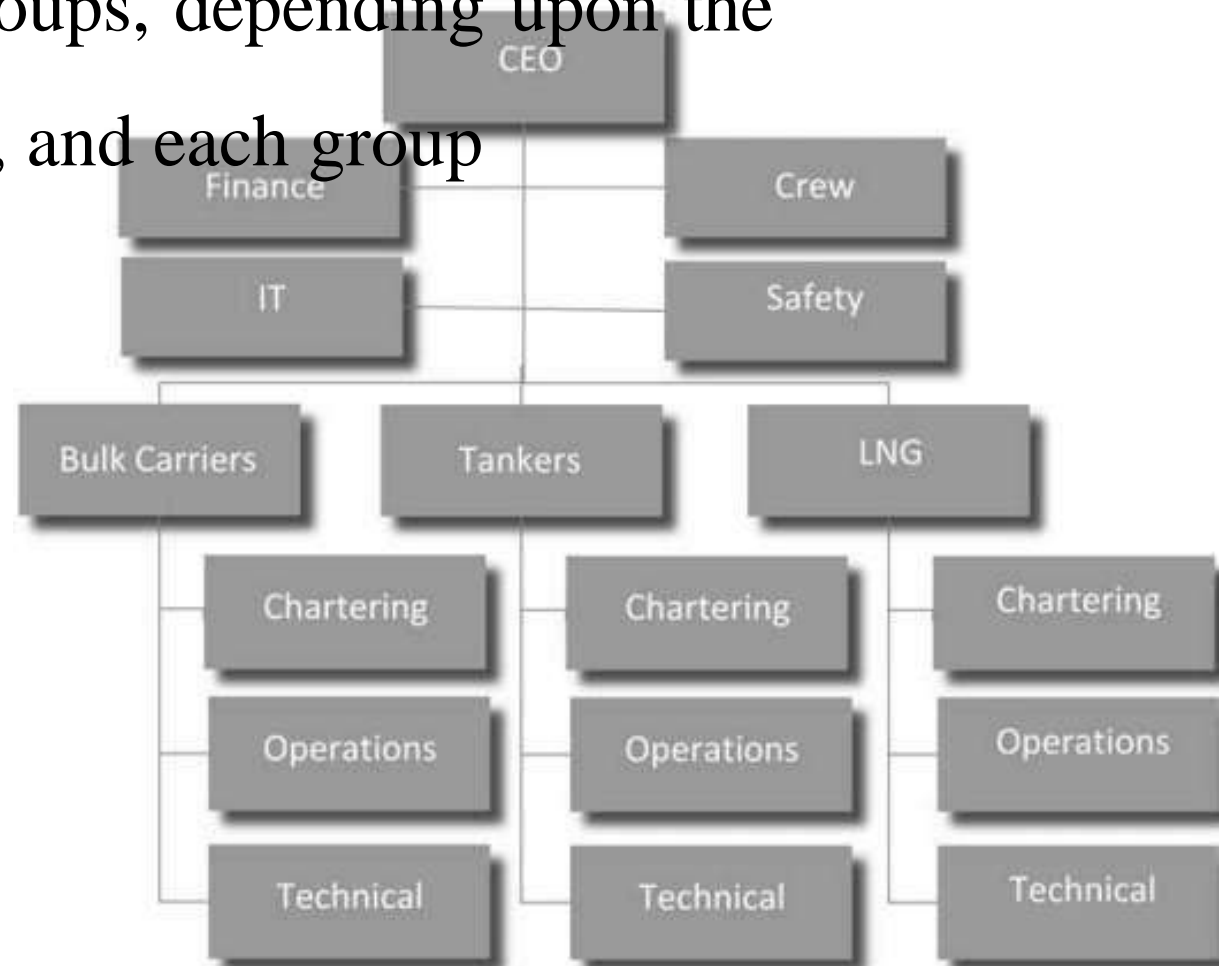
- Activities are grouped on the basis of their functional specialization
- Is the traditional form of organization in shipping companies



Functional structure

## ➤ Divisional structure

- The fleet is divided into groups, depending upon the specialization of the vessels, and each group constitutes a division.
- Within each division, there are departments.

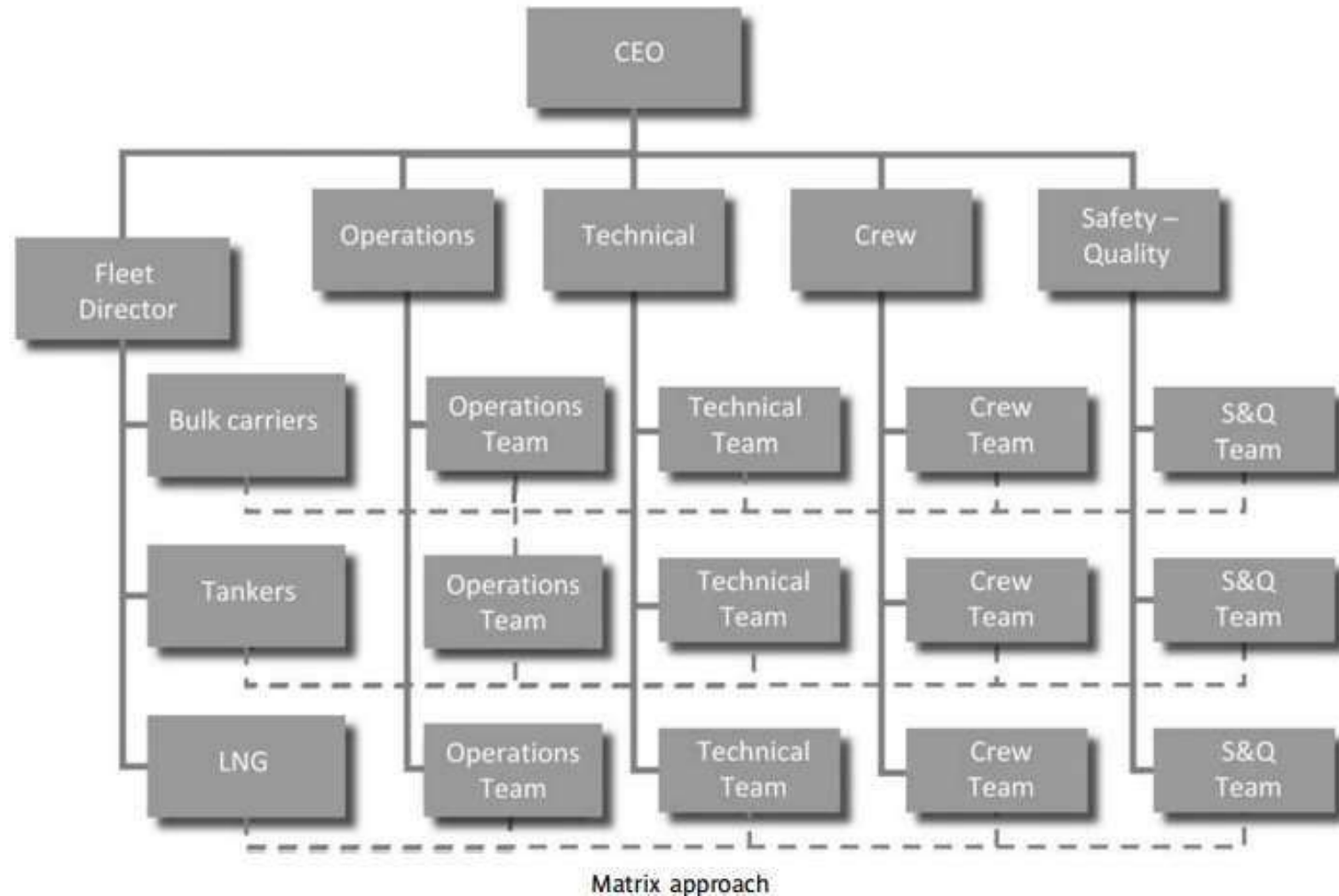


Divisional structure

## ➤ Matrix form of organization

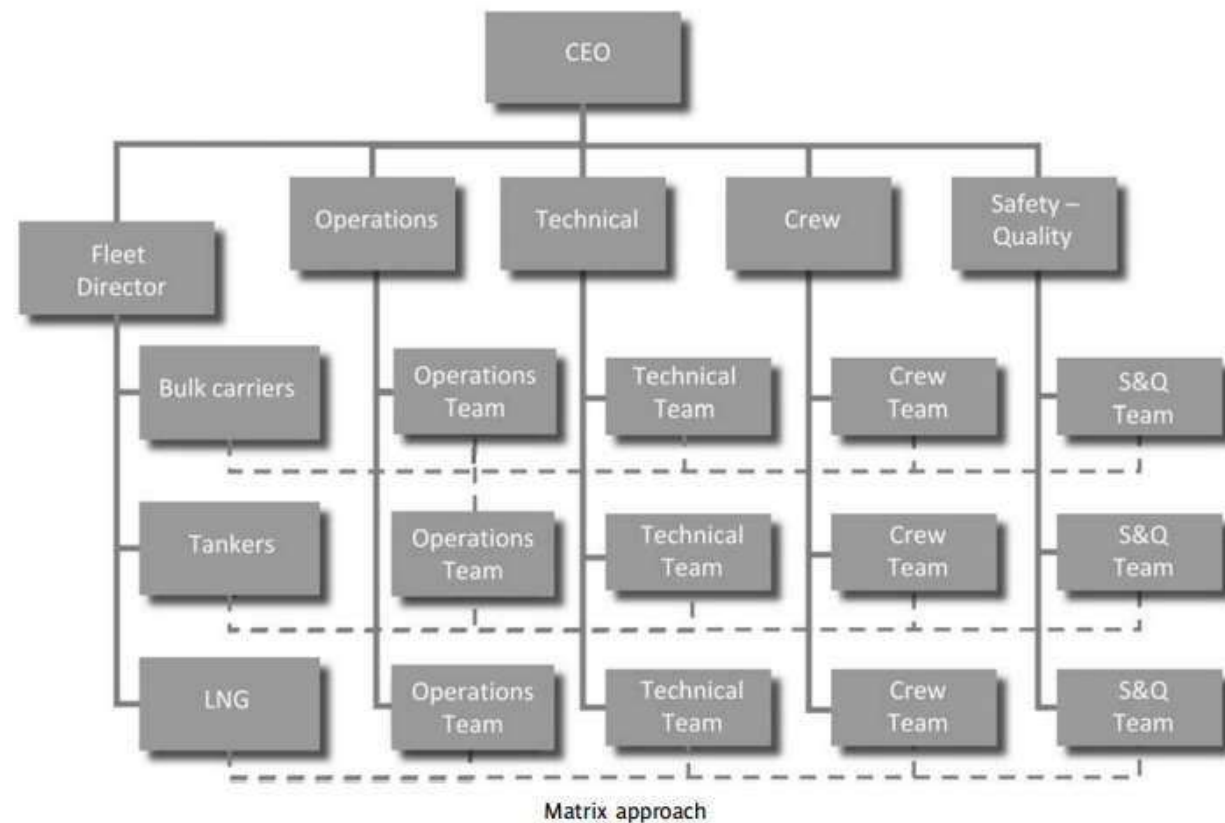
- is the combination of functional and divisional structures.

- the matrix form includes vertical and horizontal lines



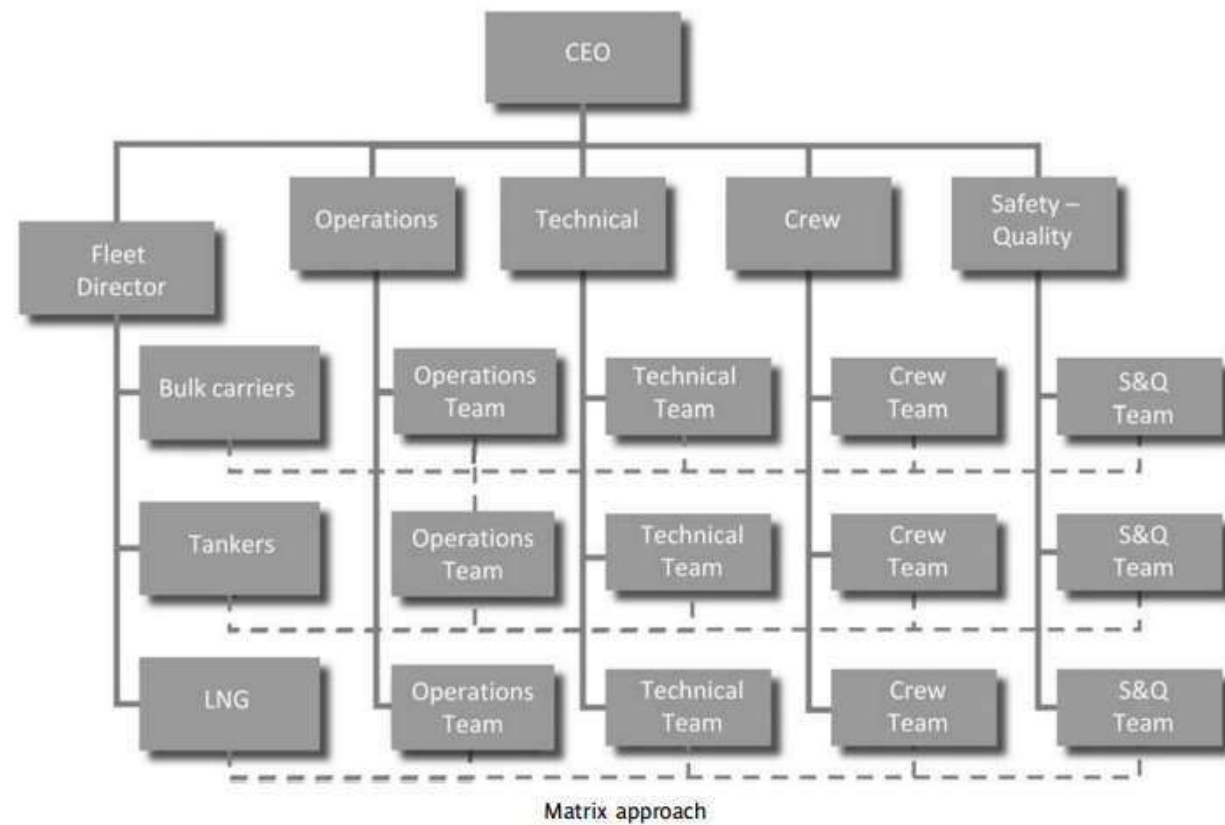
- On the vertical axes are the various functions of the company
- On the horizontal the different divisions

- Each employee reports to 2 superiors at the same time:
  - the head of the division of his specialization
  - the person responsible



for the function at which  
he works.

- The matrix organization is implemented by companies which manage a diversified fleet.

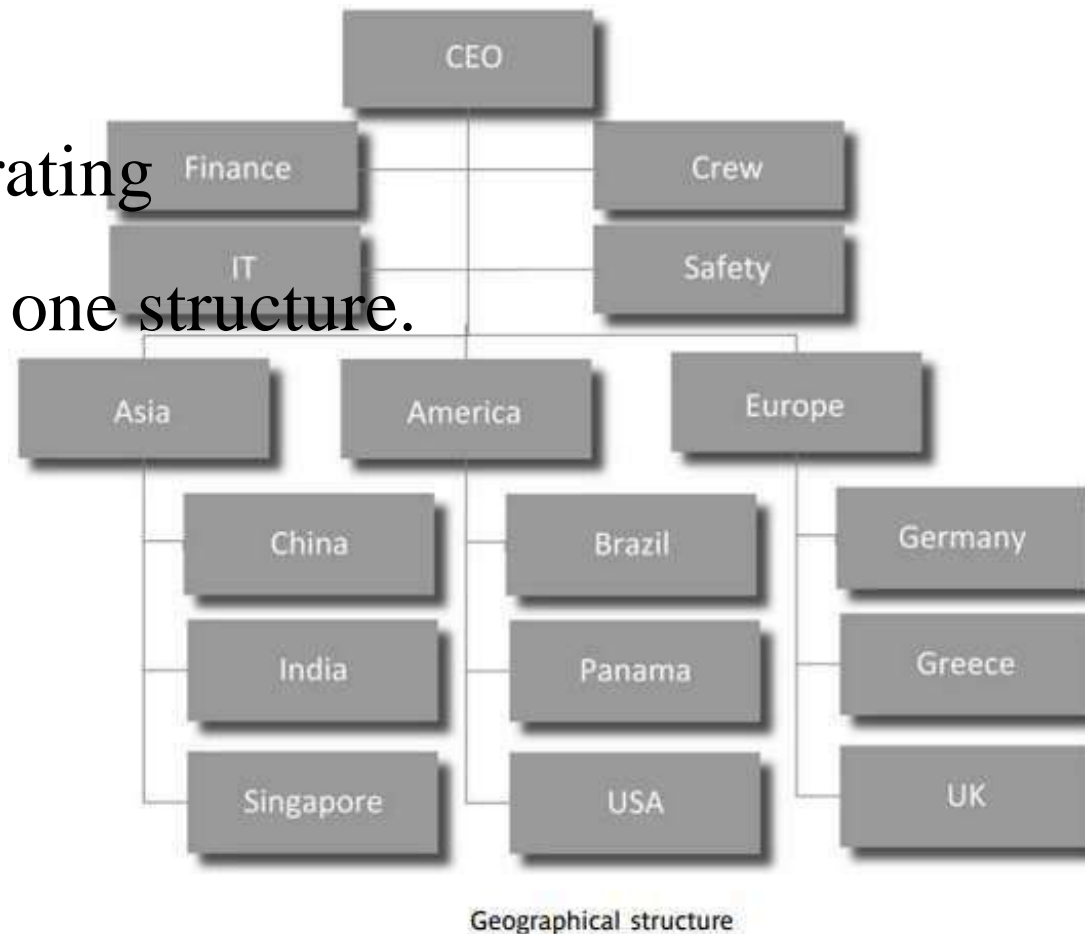


## ➤ Geographical structure

- is based on the region in which a company operates

- is based on the logic of concentrating all the activities within a region in one structure.

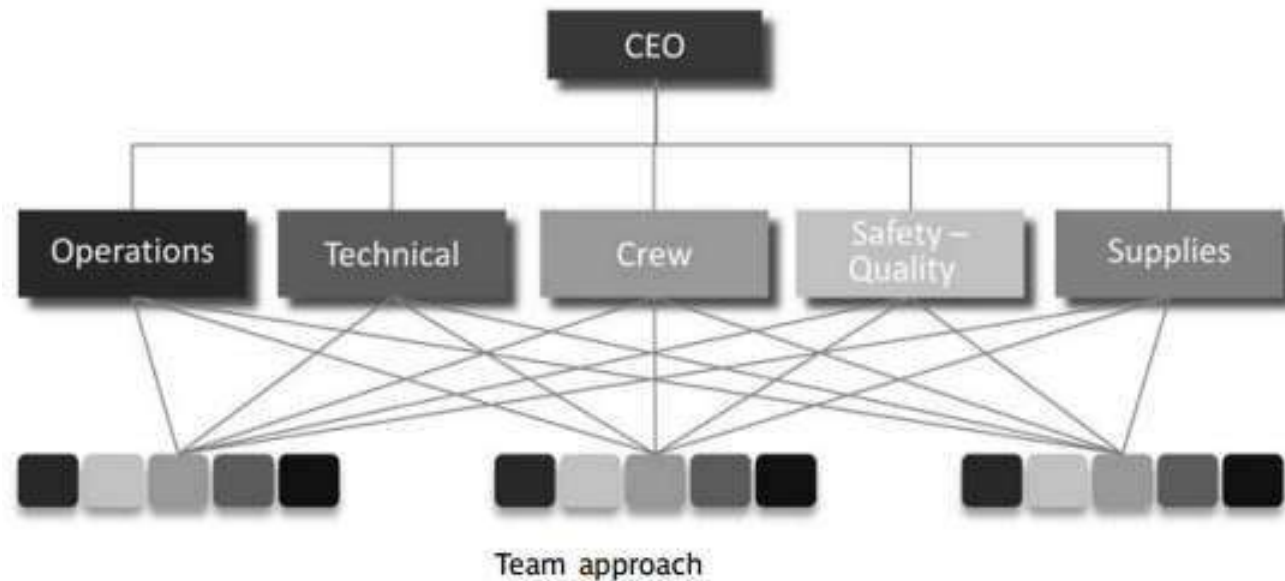
- is indicated for the organization of companies which maintain activities at many geographical points



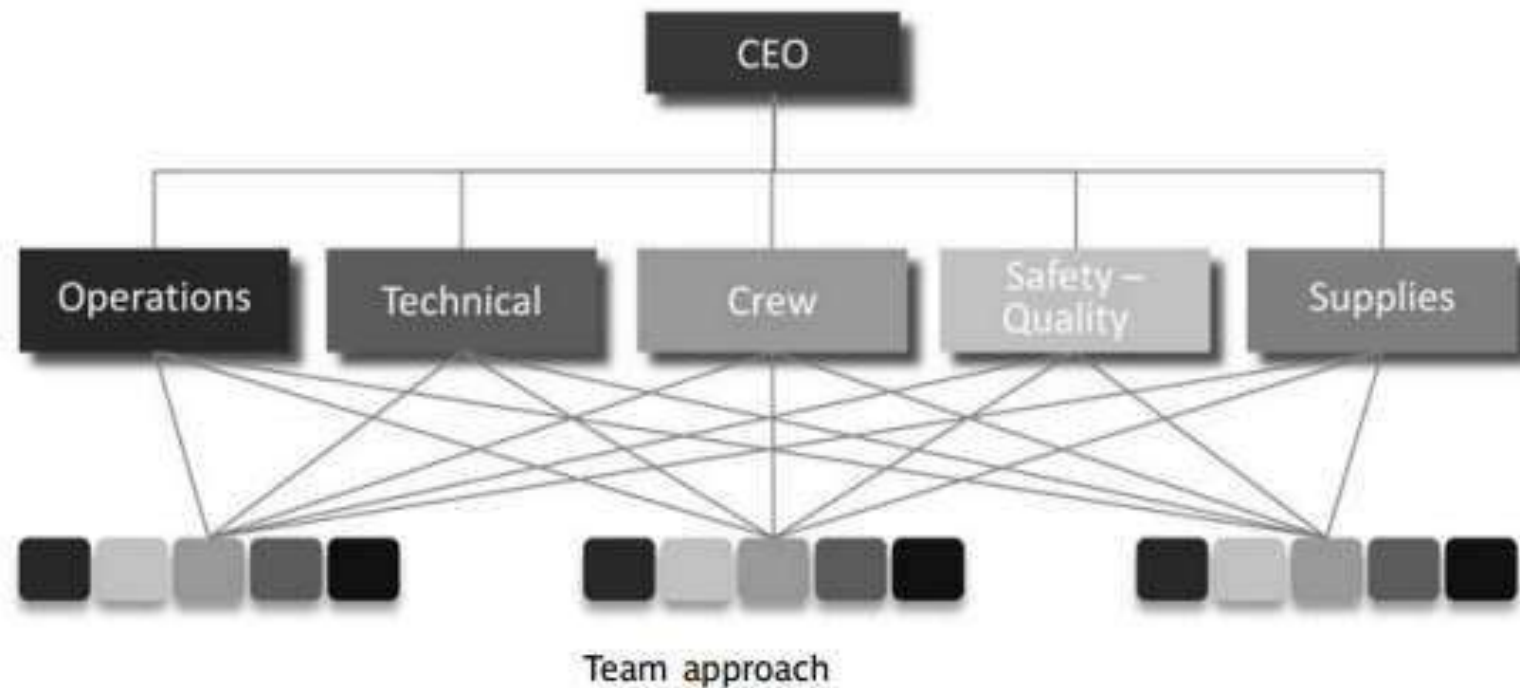


## ➤ Team approach

- creation of teams which are made up of employees of different specializations.
- improves the coordination between the operational specializations

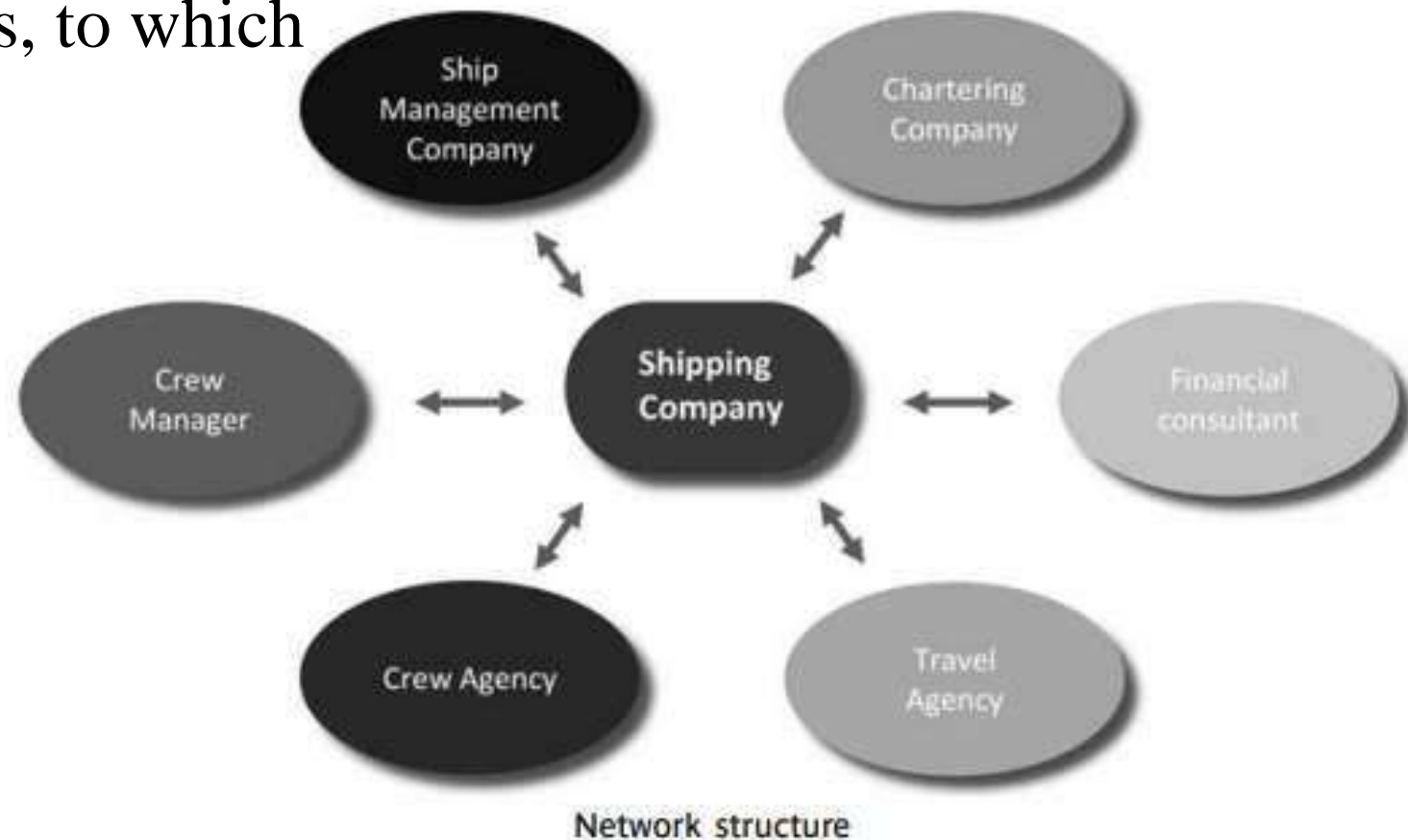


- Each team consists of a manager and employees from different departments connected with the vessel.

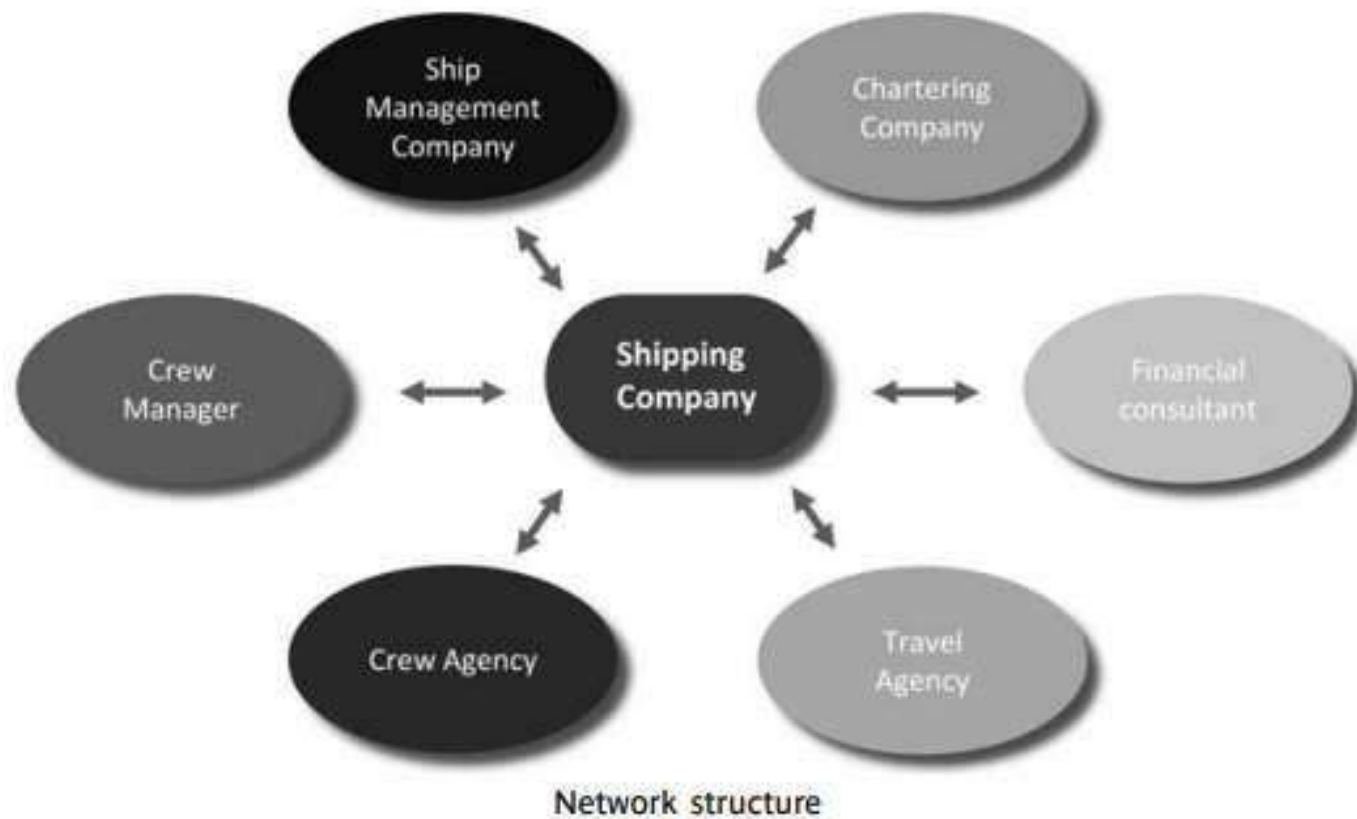


## ➤ Network structure:

- the company maintains a small-size structure which is linked to other companies, to which certain of its processes are entrusted.

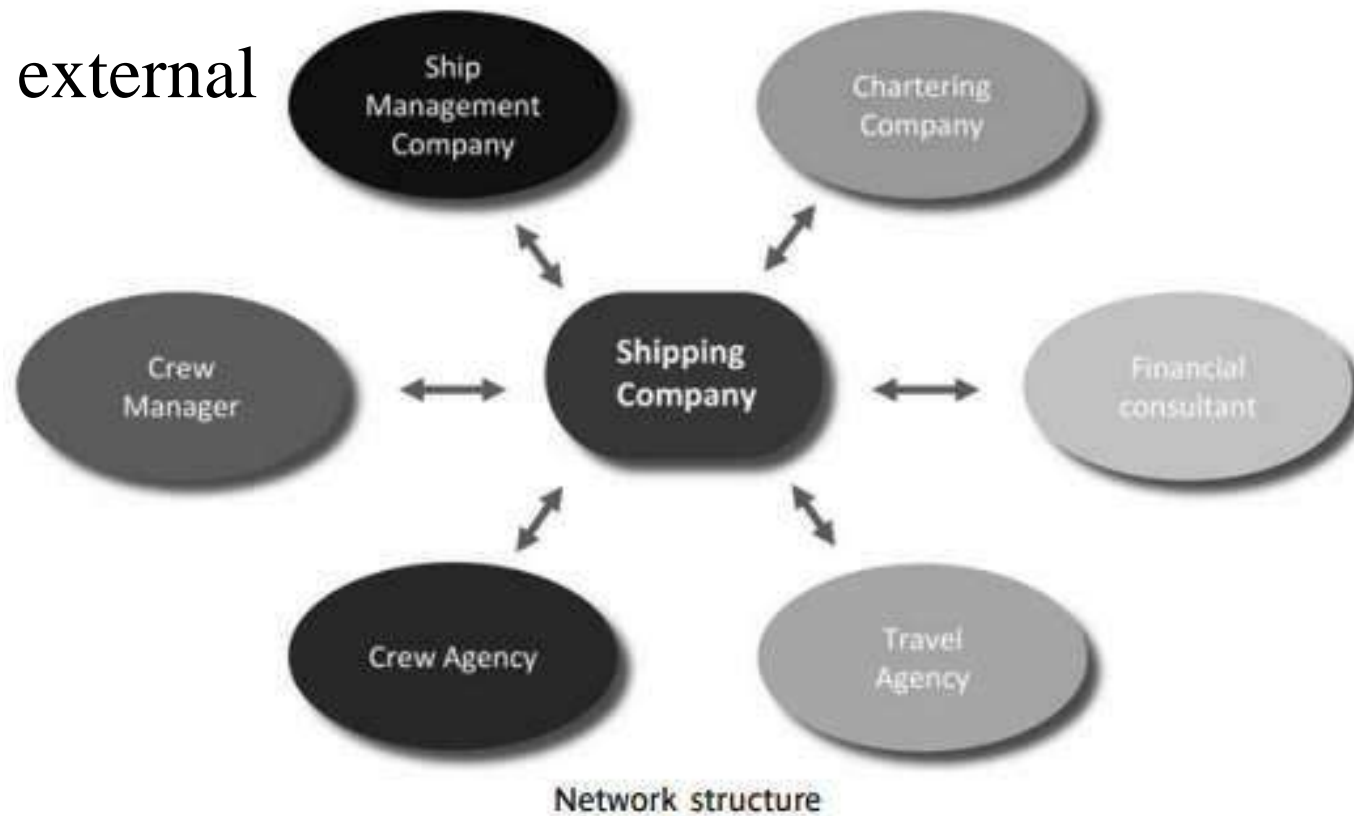


- Is implemented by companies which entrust to other companies in the same group or to external associates many of their management processes and retain a small size structure.



Advantages: reduction in cost and innovation

Disadvantages: difficulties in coordination and control, and possible competition from external associates who may expand their activities.



## 6 International Maritime Organization (IMO)

- The IMO ([www.imo.org](http://www.imo.org)) is a specialized agency of the United Nations,
- is based in London and focuses exclusively on shipping issues.

Goal: to facilitate co-operation between governments on technical issues that impact shipping and concern the safety of shipping and environmental protection.

Task: to develop a set of regulations, codes and proposals that can be adopted by the governments of its 174 member-states of the United Nations.



The highest governing body of the IMO is the Assembly.

The decisions taken at the Assembly are not binding, but they are often integrated into the domestic legislation of the member-states or into international law at a later stage.

## 7. Top worldwide shipping lines

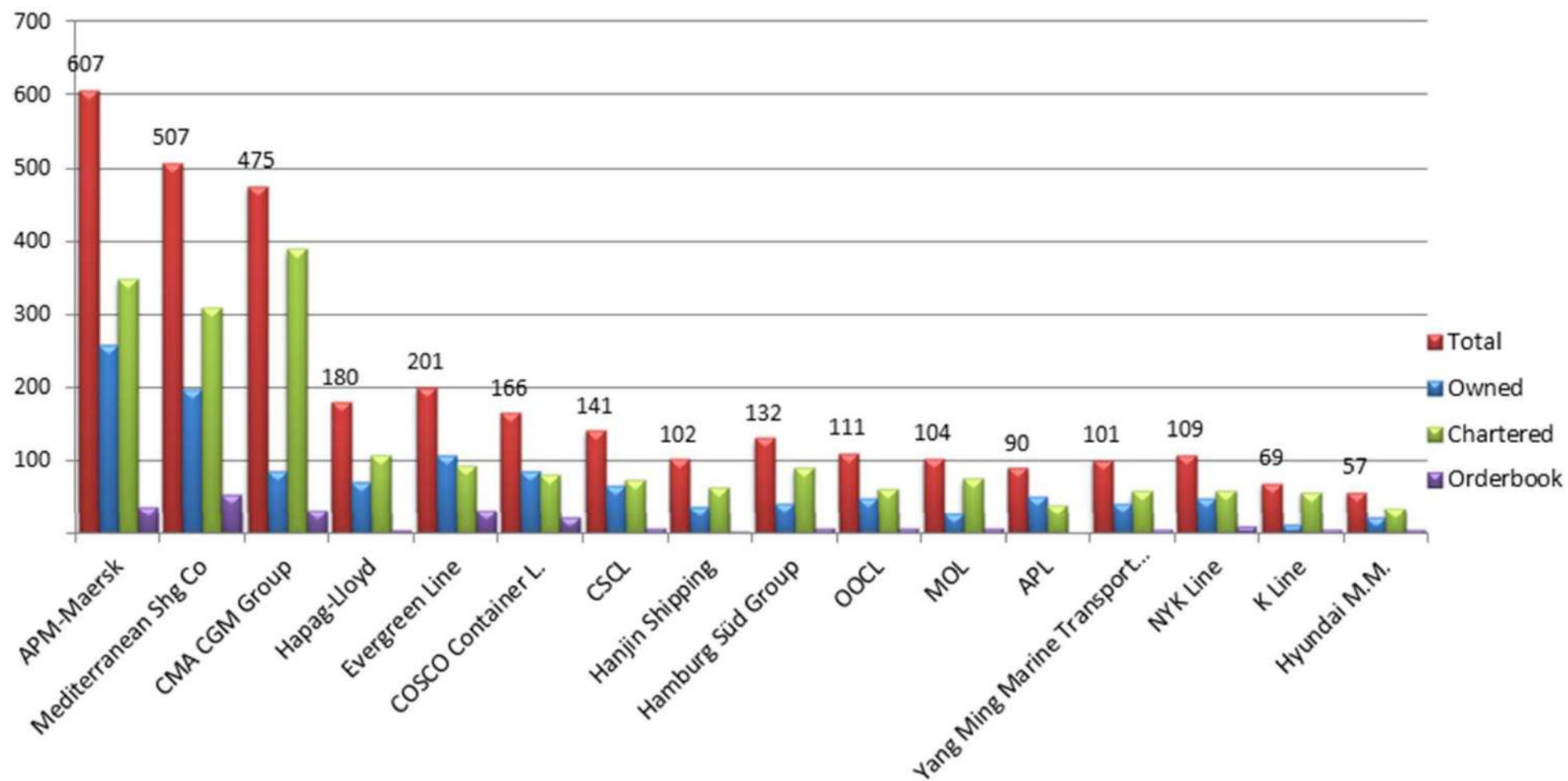
➤ The cost of producing ships is high

(e.g. large hi-tech vessels can cost over US \$200 million)

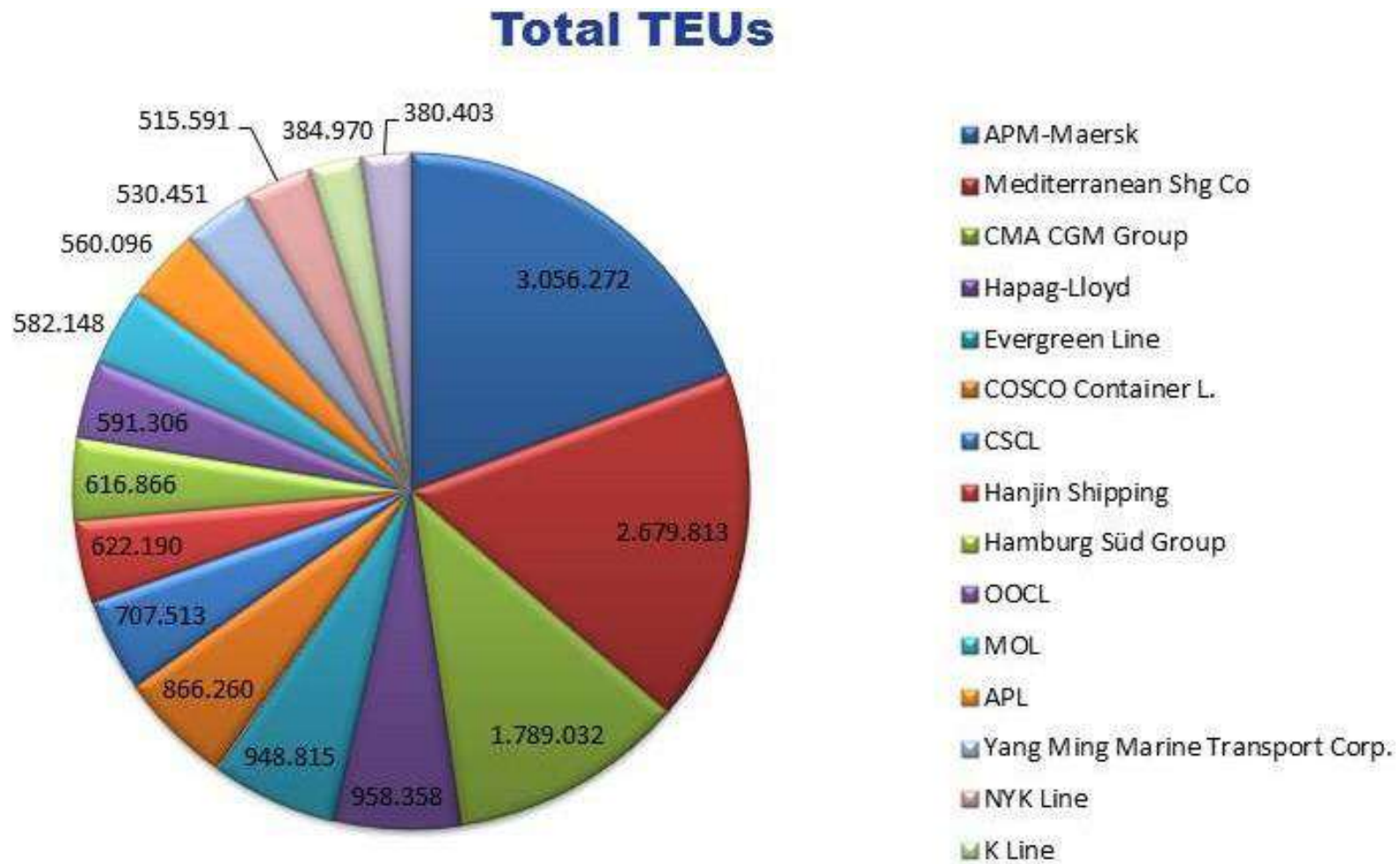
➤ The main worldwide shipping lines are classified based on their fleet(number of ships) and/or their TEU capacity

## ❑ In terms of fleet

### Ships Number



## ❑ In terms of TEU capacity



## Maersk Line

- is the largest container shipping company in the world



- is established in Copenhagen, Denmark
- serves through 374 offices in more than 130 countries
- employs roughly 89,000 people

- offers ocean transportation all over the world
- operates around 607 container vessels with capacity of 3.1 millionTEUs
- operates around 64 ports and terminal facilities and calls at 276 portsover the world



## Mediterranean Shipping Company (MSC)

- is the world's second largest shipping line of container vessel capacity
- is a Swiss-Italian international shipping line
- Its headquarter is in Geneva, Switzerland





- MSC operates a network of over 480 offices in 150 countries and more than 24,000 employees.
- It has a fleet of 465 container vessels with capacity of 2.6 million TEU.
- It has a division called MSC Cruises that focuses on holiday



cruises.



# CMA CGM

- is a French container shipping line
- based in Marseille
- operates in more than 160 countries through its network of over 655 agencies around the world, with more than 20,000 employees worldwide.



- CMA CGM is the third container shipping company in the world
- Its fleet consists of more than 445 vessels with a capacity of 1.789million TEUs.



## Hapag Lloyd (HL)

- is a German global liner shipping company
- Its headquarter is in Hamburg, Germany
- has around 600 locations in 113 countries



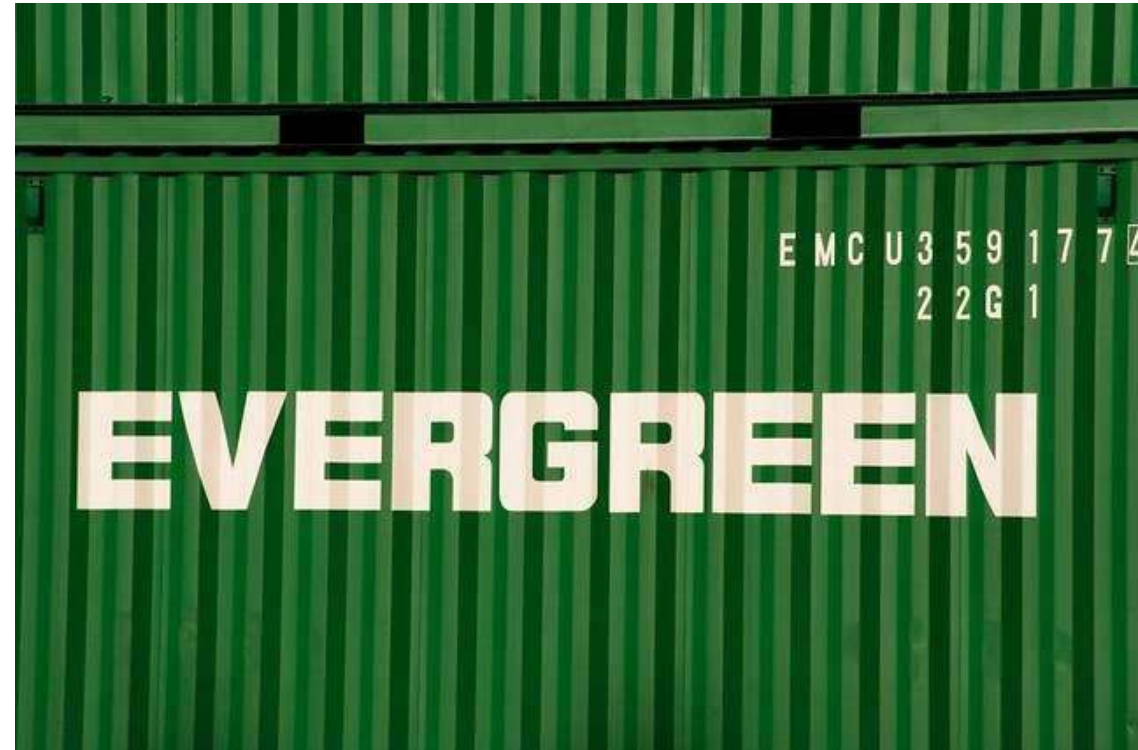
- Its fleet comprises a total of 180 container ships with a total of onemillion TEU
- Is one of the world's largest and most modern reefer container fleets





# Evergreen

- Evergreen Marine Corporation is a Chinese shipping line
- its headquarter is in Taiwan.



- Its fleet consists of 201 container ships and calls at 240 ports over the world in more than 80 countries.
- Evergreen is the fourth largest container company in the world.



# COSCO

- is a Chinese shipping line
- Its headquarter is in Beijing, China
- COSCO has a total of 166 container ships with a capacity of 866.000TEUs and owns more than 130 vessels



- It calls at more than 192 ports in over 64 countries over the world.
- Cosco is ranked as the sixth largest container ships and ninth largest incontainer volume





## CSCL

- China Shipping Container Lines Co. is based in Shanghai
- is ranked as the seventh container company in the world



- China Shipping has a fleet of over 141 vessels and a total capacity of 724,000 TEU
- Its fleet operates in more than 60 countries and over 180 ports across the world.
- It operates eight ports, mainly in China



# Hanjin

- is a Korean container company
- Its main headquarter is in South Korea but it has 4 regional headquarters in the U.S., Europe, Asia and South East & West Asia.
- Hanjin Shipping is one of the world's top ten container carriers.



## Hamburg Süd

- Hamburg Süd Group is an international German shipping company
- In container shipping it is represented by two brands:
  - ✓ Hamburg Süd as a German carrier
  - ✓ and Aliança as a Brazilian shipping



- In 2017 Maersk acquires Hamburg Süd
- Yet it remained a separate brand within the Danish logistics giant



# OOCL

- Orient overseas Container Line (OOCL) is a Chinese shipping
- Its headquarter is in Hong Kong, China.





Its fleet consists of more than 300 ships with a capacity up around 13,000 TEU, and ice-class vessels for extreme weather conditions.



## **8 Main ports in the Middle East**







# Port of Jebel Ali

- situated 35 km south-west of Dubai in UAE



- is the largest (134 km<sup>2</sup>), busiest and best-equipped port in the region
- it has the largest man-made harbor in the world, with 67 berths and extensive dock capability.

**Berth**



**Dock**



## Port of Jeddah

- located in Saudi Arabia
- there are 58 berths of international standard
- is the largest sea port on the Red Sea
- a total of 59% of sea imports for Saudi Arabia are currently handled through the port of Jeddah





# Port of Khor Fakkan

- Located on Sharjah's Indian Ocean Coast outside the sensitive strait of Hormuz



- It is the only natural deep-sea port in the region and one of the major container ports in the Emirates.



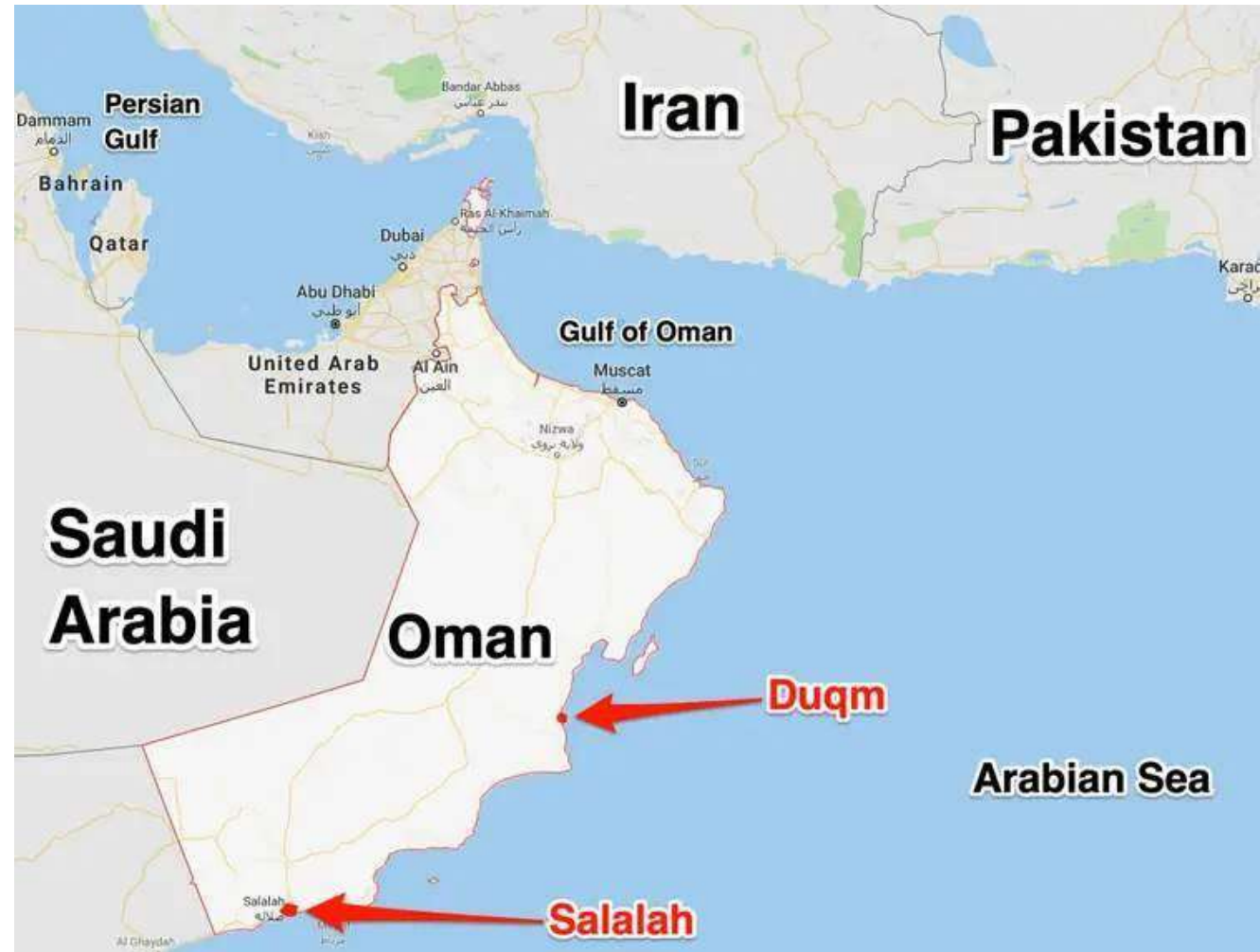
- is a hub port for transshipment traffic into the Arabian Gulf and East Africa





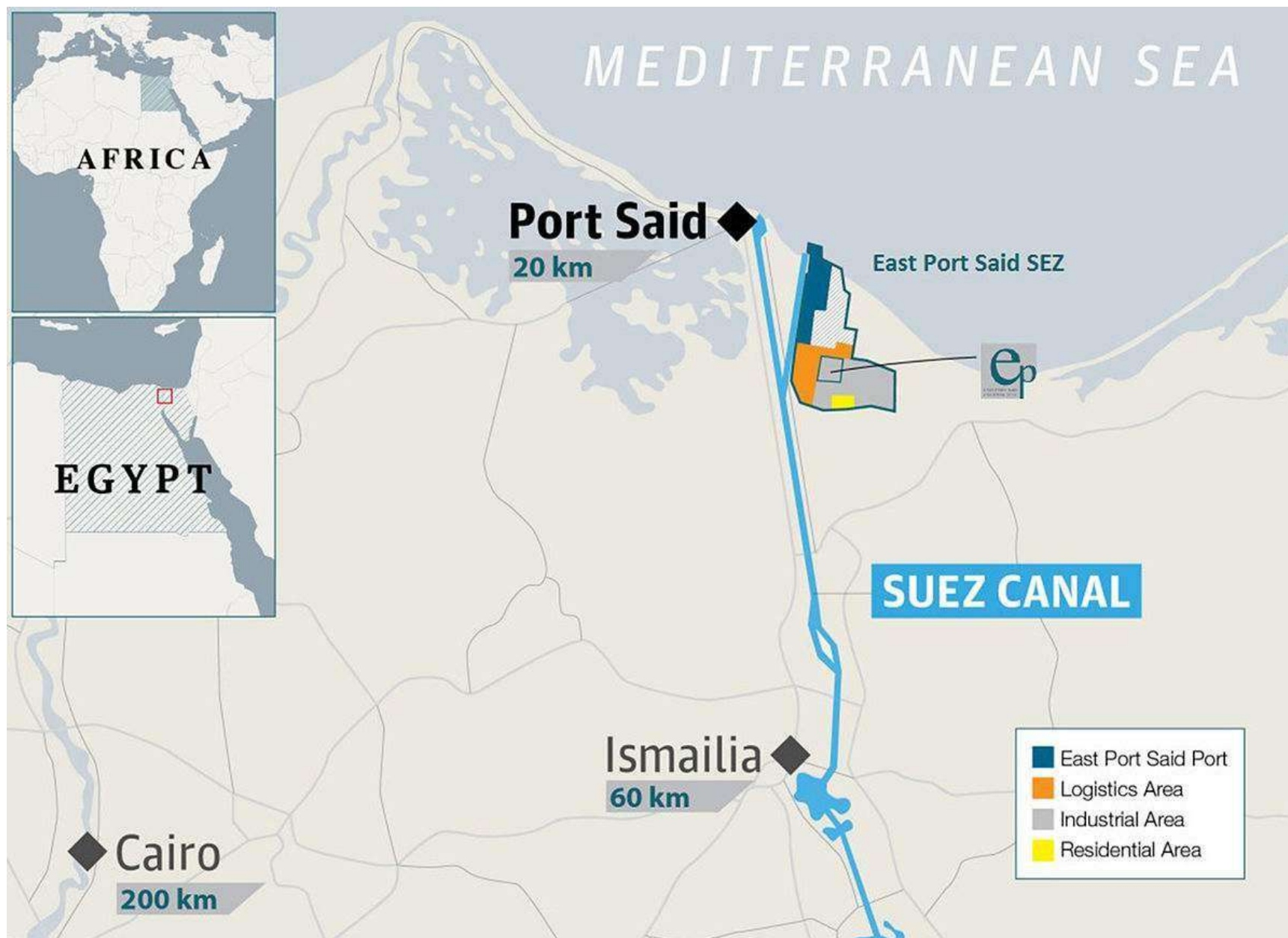
# Port of Salalah

- located in Oman
- It comprises a Container terminal that has six berths and a General Cargo Terminal of 15 berths



## **Port Said East**

- is the 28th busiest seaport in the world and is the second busiest in the Arab world.
- The Port is split into two, there is the Port Said Port and East Port Said Port.



## King Abdul Aziz Port:

- Located in Dammam
- Is the principal hub for goods leaving and entering the Eastern and Central provinces of Saudi Arabia.



- Is strategically placed to service the requirements of the oil industry
- There is an excellent highway system connecting the Dammam port with the rest of the Kingdom and with adjacent Gulf states, in addition to a railway link direct to



Riyadh Airport.



## Fujairah port:

- Located on the east coast of the UAE.
- Fujairah's principal feature is its bunkering facilities



## Port of Aqaba:

- sits at the crossroads of 4 countries
- It represents the **major gateway for Jordan**, as well as for **transit cargo moving to and from other countries in the region.**

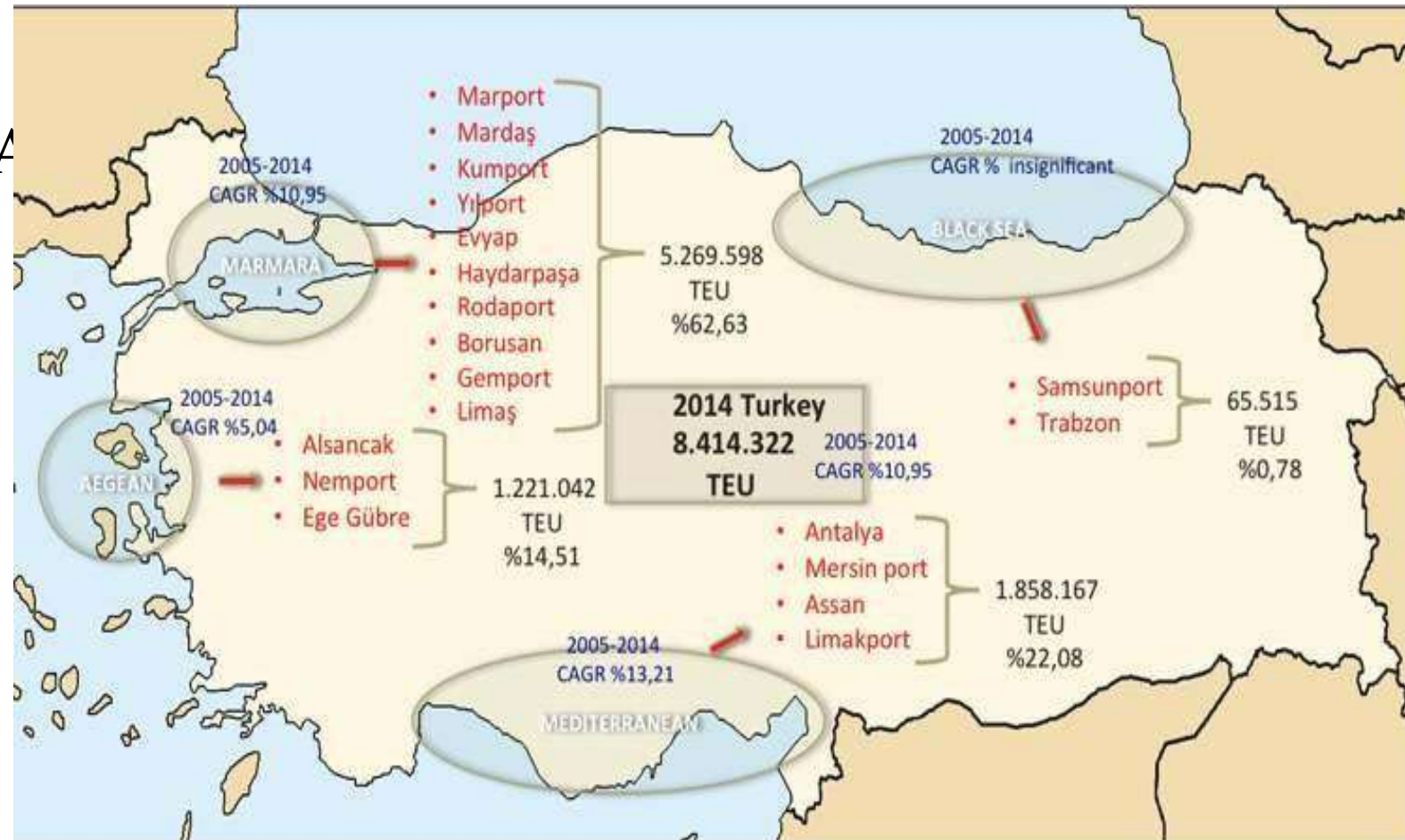






# Most important ports in Turkey

- Port of Haydarpaşa (Istanbul)
- Port of Mersin
- Port of Izmir (A)



# **Most important ports in Iran**

<http://www.worldportsource.com/ports/IRN.php>

## 9. Lebanon

### Ports of Lebanon

12 ports in Lebanon:

- Port of Beirut
- Dora Terminals (8 private terminals at Dora for Medco, MPC, Jirco, Coral Oil, Wardieh, Uniterminal, Gas Liban and Total terminals)

- Port of Amchit

- used for the discharge of clean oil products.
- It has 2 terminals namely the IPT terminal and the Universal Gas Terminal.

- Port of Tripoli

- is the second busiest Lebanese port after Beirut.
- It is just 30 km away from the Syrian border.

- Port of Tyr

- It operates only during the day and there is no permission for night berthing or sailing.
- This port has 3 berths (only 1 that is 150 m long can handle ocean-going vessels)
- It receives 2 to 3 small vessels a month.
- It has no port equipment but has a storage area and a warehouse used for keeping vehicles.

- Port of Jounieh

- It handles ships not more than 60 m long.
- Usually, pleasure crafts and sailing ships visit this port.

- Zouk Terminal

- It comprises the Zouk EDL Power Station Terminal
- Used for oil discharge operations.

## - Port of Jiyeh

- It has two terminals, out of which only one (Cogeco terminal) is operational.
- It receives only oil and chemical tankers.
- It usually receives two vessels in a day.

## - Port of Chekka

- It handles cement works.
- It has 2 berths that are not well-sheltered.



- Port of Saida

- It is a dry cargo port and has 6 berths.
- Most of the port facilities are operated by private companies.

- Zahrani Oil Terminal

- There are two terminals, the Zahrani Oil Installation which connects a pipeline from Arabia. The second is the Zahrani Power Plant.

- Port of Selaata

- The kind of vessels handled include general cargo ships, bulk carriers and oil and chemical tankers.

## **Shipping companies in Lebanon**

- ✓ Two of the world's most renowned shipping companies namely MSC and CMA-CGM have made from the port of Beirut their transshipment hub.
- ✓ Shipping companies in Lebanon provide logistics, household services, air and ocean freight services, intermodal transportation services, customs brokerage, and other related services.

## **Among the top Shipping companies in Lebanon**

- ✓ DHL
- ✓ UPS
- ✓ Seven Seas
- ✓ Debbas & Sons Packing, Shipping and Storage
- ✓ Marakiba Shipping



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# YEP MED

COURSE 2 (VT1-OT1) – PORT-LOGISTICS COMMUNITY TRAINING

## Training Contents



**Wednesday, September 21, 2022** Customs Services & Organisation

Customs Services:

Techniques / IT

*Faouzi Allam*

# Program

## ❑ **Part-I: Customs Services - IT techniques (Sep-21)**

- Port Of Beirut system:
  - objectives
  - Role and features
  - interfaces
- Customs definition & Objectives
- Customs documents
- Customs role & relationship

## ❑ **Part-II: e-procedures (Sep-22)**

- E-procedures at POB & APS
- VA, DO, DO approval, CO (request, planning, execution)
- CD, Billing, PDO, Payment

## ❑ **Part-III: Integrated IT Solutions (Nov-14)**

- Port Community System PCS
- SA role & relationship
- CCA role & relationship
- Other stakeholders roles
- Import-in process
- Import-out process (delivery)
- Example: VA lifecycle
- Ex: TA lifecycle

## ❑ **Abbreviations:**

- ❑ *CD: Customs Declaration*
- ❑ *VA: Vessel Announcement*
- ❑ *SA: Shipping Agent*
- ❑ *CCA or CC: Customs clearance agent*
- ❑ *TA: Truck Announcement*
- ❑ *PA: Port Authority*
- ❑ *CA: Customs Authority*
- ❑ *TO: Terminal Operator, CTO: Container TO*
- ❑ *CRP: Customs Release Permission*
- ❑ *CEP: Customs Exit Permit*
- ❑ *ET: Electronic Tracking*
- ❑ *PEP: Port Exit Permit (PDO Port delivery Order)*
- ❑ *RFD: request for Delivery or*
- ❑ *CO: Customer Order*
- ❑ *PMIS: Port Management Information System*

# POB System

The *Port of Beirut* has implemented an Information System based on the standard software *INPLAN Port Management 2.0*. ([www.inplan.de](http://www.inplan.de))

This software named *Cama-lbs*, is an Online system serving the 900 customers of the port (Shipping Agents, Customs Clearing Agents & Free Zone contractors), **over 24 hours per day, 7 days per week**;

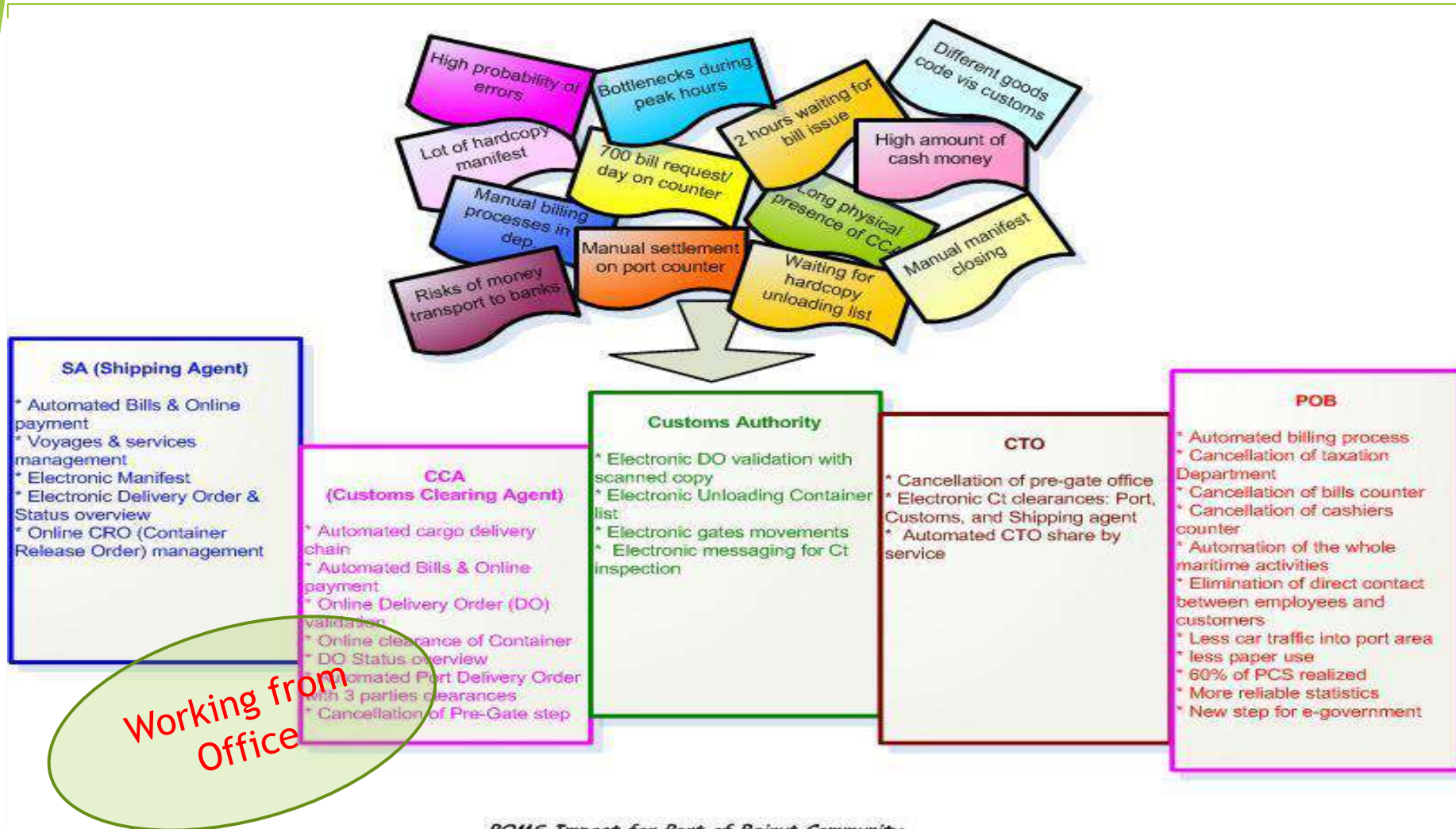
it covers all the daily activities of the customers, and the most of the internal port activities;

it interchanges data with the port partners.

***For this regard, the Port of Beirut Information System won the Golden prize of the IAPH in 2015.*** (Int'l association of ports & harbors)



# POB System - Impact (2015)



POMS Impact for Port of Beirut Community



# POB System - features

**INPLAN GmbH** has implemented this system according to the **international standards** that are applied into more than 60 ports worldwide implemented by this company.

The system started in the Port of Beirut in 2008, it was applied partially until **2011** where it became fully operational.

1. It covers the **full cycle of cargo clearing** in the port: from the vessel arrival, vessel unloading, reception and validation of delivery order, bill of charges issuing, till the settlement of the bills at the banks, and PDO, and vice versa. (About 1500 bills/ day)
2. It replaced all the operations of the customers at the port counters by **Online operations** that **do not need any presence of customers to the port premises**. This means that the shipping agents or the clearance agents can perform operations from their offices.
3. The POB Information System is very advanced in terms of **parameters, security and environment**.



# POB System - features

## a) *Environment friendly:*

- ❖ *Reduction of paper and power usage.* (ex: cancellation of 3000 pages printing per day).
- ❖ *Reduction of the customers' presence* at the port premises in addition to the reduction of the traffic of their cars.
- ❖ *Reduction of the paper archive* by replacing it by an electronic archive.

## b) *Increasing Speed/Time saving:*

- ❖ The bills were issued at POB's offices in the past. Now, *the issuing of bills can be done from the customer's office via the system's online portal.*
- ❖ *Cancellation of the DO validation*, it is replaced by an electronic interface with the shipping agents.

## c) *Improved staff efficiency:*

- ❖ *Expendability of working hours* from 8 hours per day to 24 hours per day, and 7 days per week for the customers.
- ❖ *Reducing the manual work* of POB employees and replacing it by automated operations.

# POB System - features

- ❖ *Reducing the intervention of employees* in the processes (automatic calculation and issuing of bills).
- ❖ *Reducing the number of employees* in the automated departments in order to work in other departments.
- ❖ *Cancellation of the rush-hours* on the port counters.

## 4. *Reducing human errors/waiting time:*

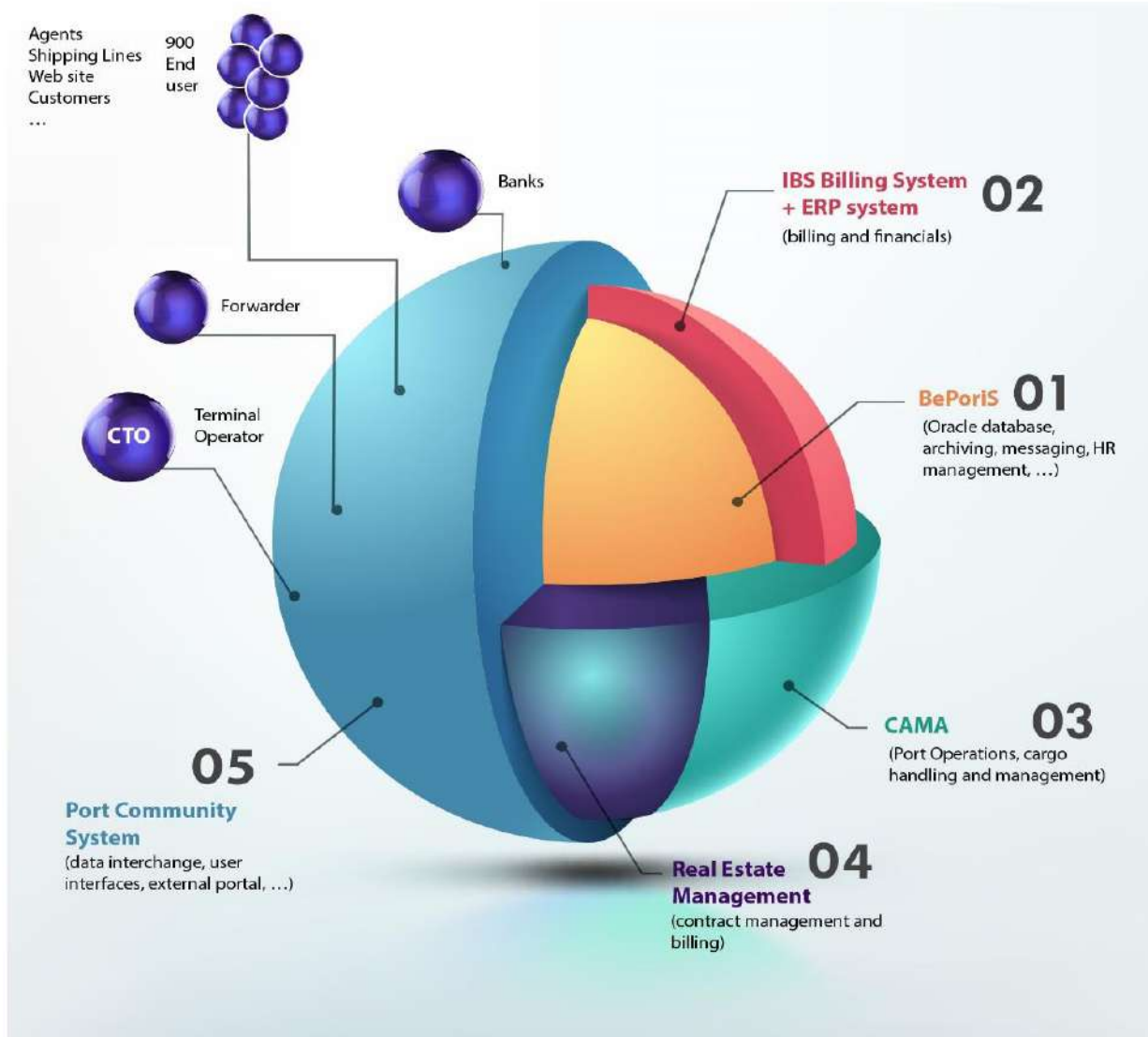
- ❖ The application of *automatic workflows* reduced the human errors.
- ❖ *Cancellation of the human intervention* in the processes (Ex: nobody can modify the fees value without the permission of the administrator).
- ❖ *Cancellation of manual money transfer* from/to banks.

## 5. *Transparency against customers:*

- ❖ *Cancellation of direct contact* between customers and employees disabling any kind of bribery.
- ❖ The *interactive communication with the customers is an added value of the system in term of efficiency and transparency* (ex: the draft bill is sent to the shipping agent 72 hours before its issuing for validation).

# POB System - modules

1.



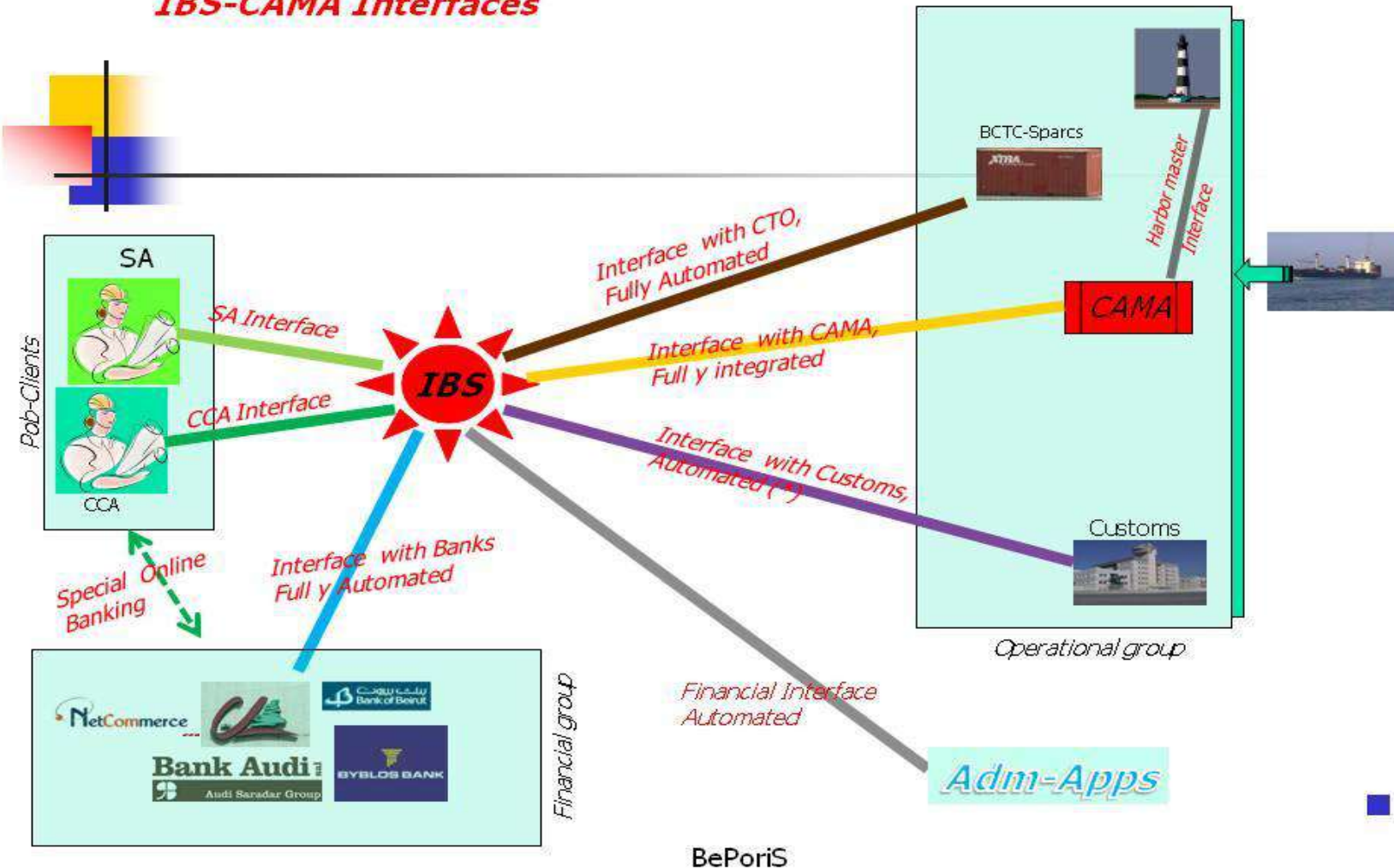
Graphic: POMS System Architecture

# POB System - modules

- 1) **The Portal:** A customized web to give access for shipping agents, customs clearance agents, and free zone operators. it is accessed via the port website under the icon CAMA.
- 2) **CAMA** sub-system: covering the modules related to:
  - The vessel Announcements management
  - The General Cargo terminal management (Warehouses, cargo movements, resources, ...)
  - The Weighbridges (with an extra special application at the weighbridge sites)
- 3) **IBS sub-system:** covering the automatic issuing of 5 types of bill of charges with the correspondent application related to: Delivery Orders, validation of DO, control of HScode, control and validation of electronic settlements, ...)
- 4) **The Visual port** and correspondent diagrams, *(for port and Real estate)*
- 5) **Delivery Order automation:** *from the electronic receiving of DO from SA, to its validation and sending it electronically to the Customs.*
- 6) **The Port Delivery Order:** *the automation of the PDO enables the Clearance Agents to issue it automatically from their offices.*
- 7) **Statistics** sub-system including 2 types of statistics: *first type for internal and executive departments use. The second type is published automatically on the port website. The statistics covers all kind of outputs related to vessels, containers, general cargo, revenues, ...*
- 8) **Real estate** sub-system for the management of the buildings and the rents (Free Zone buildings), including a Visual module to overview and access the rents via the maps.

# POB System - Interfaces

## IBS-CAMA Interfaces



# POB System - Interfaces

Except the **Shipping Agents** and the **Clearance Companies** that are using their **Portals**, the **Interfaces** with the partners, (stakeholders) are:

- i. The **Customs** system for vessels, Customs Declarations, Delivery Orders validation and related information.
- ii. The **Container Terminal Operator**: the interface with the CTO (BCTC) covers the vessel announcements at the terminal with the correspondent movements and services, the container movements in the terminal and gates in/out, the container clearance related to the port billing, the SA and the Customs clearance.
- iii. The **Banks** for the settlement of bills via the bank interfaces with a special application at the bank side enabling the customers to settle the bills from his office.
- iv. Online **Payment Gateways**: enabling the customers to settle the bills by using a credit card.
- v. The **harbor master**: in order to coordinate the vessel movement with the Customs and the port authorities.
- vi. The **ERP**: in order to transfer the operations financial results to the ERP.

# Customs Mission

- هي إدارة عامة مسؤولة عن **استيفاء الرسوم الجمركية** وسائر الرسوم والضرائب التي يnaud بها أمر تحصيلها على البضائع المستوردة إلى لبنان، وذلك ضمن الأحكام التي يحددتها **قانون الجمارك** أو أي قانون آخر أو الاتفاقيات التي يكون لبنان طرفاً فيها، ويكون الأمر كذلك فيما يتعلق برسوم الإخراج التي قد تفرض على بعض الصادرات.



# Customs Objectives

## أهداف:

- حماية أمن التجارة الدولية.
- تسهيل وتبسيط الإجراءات الجمركية.
- تشجيع الامتثال الطوعي للقوانين والأنظمة من خلال التواصل ونوعية الخدمة وتحمل المسؤولية.
- اعتماد أساليب إدارة المخاطر **لاستهداف التهريب** والكشف عن الممارسات الاحتيالية.
- اعتماد مبدأ التدقيق اللاحق على العمليات الجمركية.
- حماية المجتمع والصحة العامة من خلال فرض تقييدات صارمة على التجارة.
- استيفاء العائدات الجمركية بأساليب فعالة ودقيقة.
- توفير إحصاءات التجارة الخارجية عن السلع بصورة دقيقة وسريعة.
- ضمان الشفافية والعلنية لجميع المعلومات المتعلقة بالجمهور.
- التماس تبادل المعلومات بين إدارة الجمارك وكافة الجهات الحكومية.



# Customs documents (definition)

- ▶ **Manifest**: the Manifest represents the list of cargos that will be unloaded (or loaded) from/to the port. The basic element is the BoL (Bill-of Lading) (المانيفست \_ الارسالية) in case of export, it is named **Export-Manifest**.
- ▶ The **Customs Declaration** (CD): representing the list of cargo to be delivered, and based on the BoL (Bill of Lading) (البيان الجمركي)
- ▶ The **Customs Release Permission**: the payment of the Customs fees, issues the clearance of the CD (تصريح خروج بيان)
- ▶ The **Customs Exit Permit**: this permit is given to the truck, based on the CD, the CRP, and includes the seal number when the cargo is sealed. And probably with the **Electronic Tracking device**. (اذن اخراج جمركي)
- ▶ The **Customs Tariff**: is the list of items with the correspondent customs fees. Based on the Harmonized-code. (التعرفة الجمركية)
- ▶ The **Harmonized code**: is a standard identification of the cargo, used by the Customs Authorities. Example (النظام المنسق)
- ▶ The **Delivery Order** (DO): is a document issued by the SA in which the shipping agent waives the goods in favor of its owner.

# PMIS & Customs (Stakeholders)

## ► Who deals with Customs?

- **Port Authority**: Representing the public party, having the role of supervisor, and the management of the vessel traffic. and sometime a part of the stakeholders (at POB the PA represents an operator (CAMA), and the billing module).
- **Operators**: the private company that operates a terminal (TO) for the account of the port authority. (*CTO for Ct terminal operator, GC terminal, Passenger terminal, Oil terminal*)
- **Shipping Agent**: the local representative of the SL (for vessel movements and services, import/export cargo stevedoring)
- **Clearance Company**: Customs clearance Agent CCA (or Clearance Company CC), represents the cargo owner against the Customs and the PA.
- Other parties (not known by POB/PMIS)

# Customs system vs PMIS



## ► Customs System and PMIS tasks by using the *Interface*:

- ❑ *The interface is using the Web API (Application Programming Interface), technics for the data interchange.*
- Receive the *Vessel Announcement* (VA),
- Receive, Update and Send the updated or final *manifest*
- Receive and approve the *Receiving Note* (RN)
- Receive the *Delivery Note* (DN), or the *Export Manifest*
- Receive the Delivery Order Validation (DO)
- Send the *Customs Declaration* (CD)
- Send the *Customs Release Permission* (CRP)
- Receive the *Truck Announcement* (TA)
- Send the *Customs Exit Permit* (CEP) per truck (\*)
- Send the *Electronic Tracking* device (ET) (\*)
- Receive the *gate* movements. (\*)



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# YEP MED

COURSE 2 (VT1-OT1) – PORT-LOGISTICS COMMUNITY TRAINING

## Training Contents



**Thursday, September 22, 2022** Supply Chain Management

E-Procedures

*Faouzi Allam*

# Program

## □ **Part-II: e-procedures**

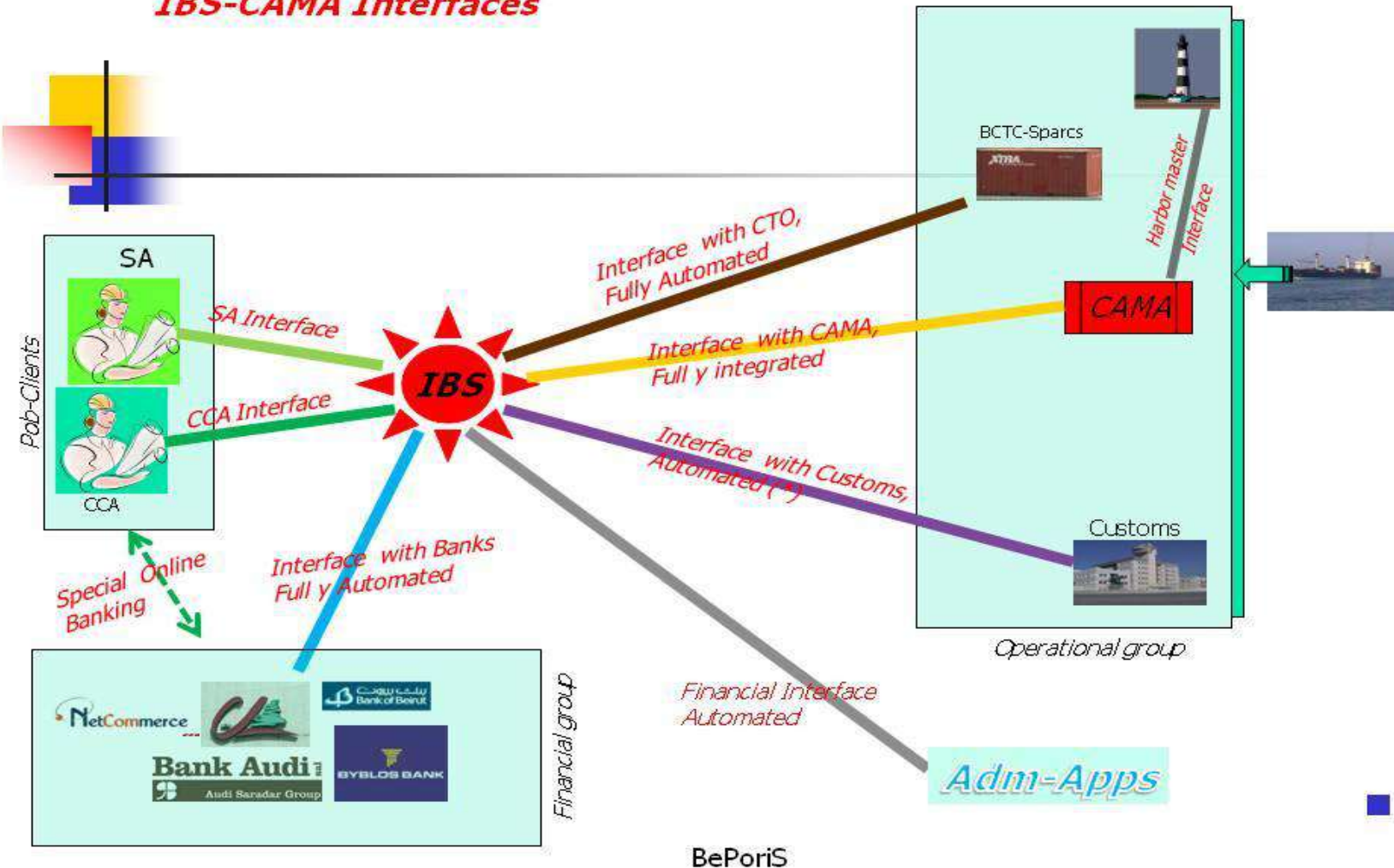
- E-procedures at POB & APS
- VA
- DO
- DO approval
- CO (request, planning, execution)
- CD
- Billing
- PDO
- Payment
- Recap

## □ **Abbreviations:**

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- *PMIS: Port Management Information System*

# POB System - Reminder

## IBS-CAMA Interfaces





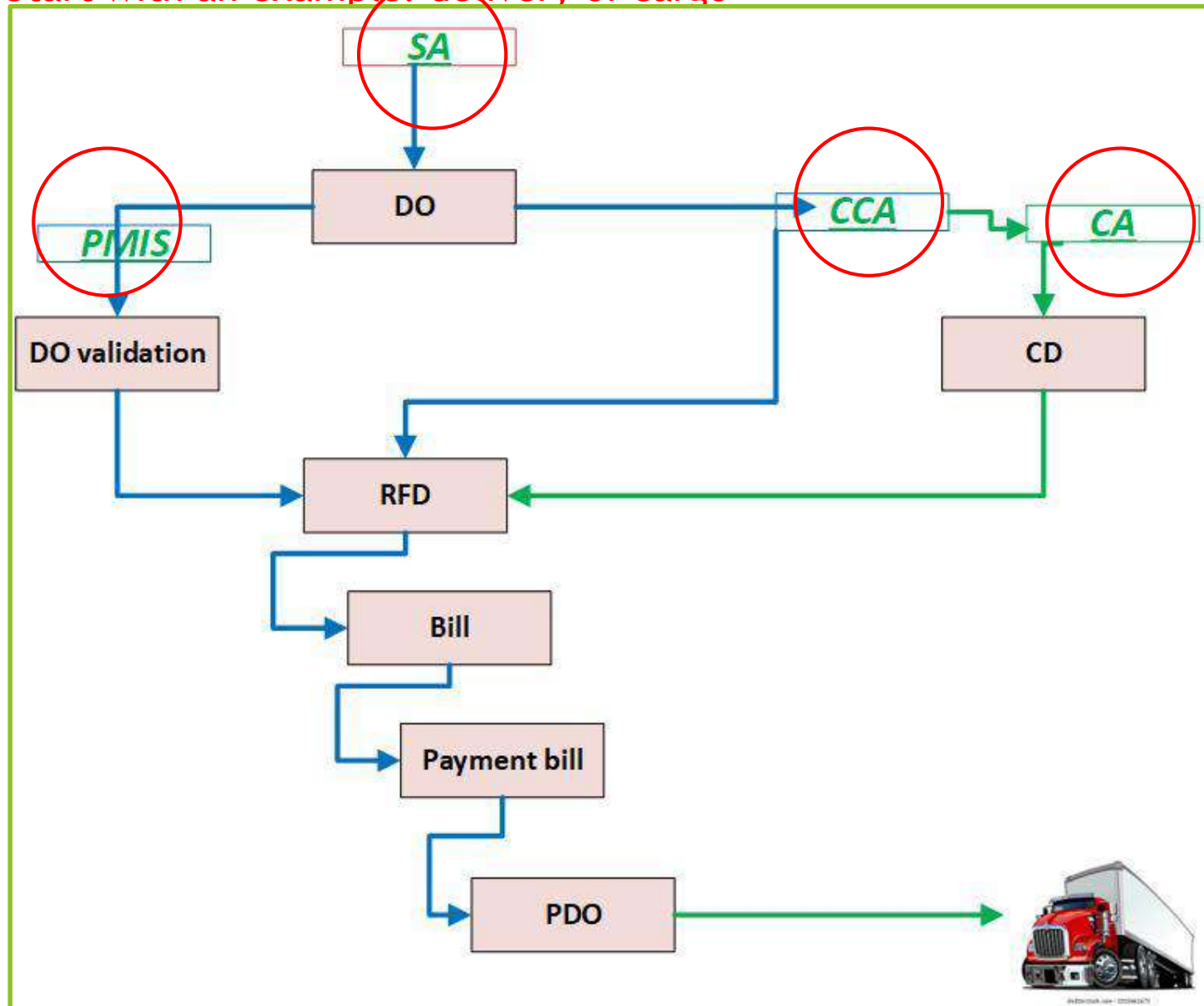
# POB System - Reminder

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- v. The **harbor master**: in order to coordinate the vessel movement with the Customs and the port authorities.
- vi. The **ERP**: in order to transfer the operations financial results to the ERP.

# e-procedures

Start with an example: delivery of cargo





# POB Automated procedures:

- ❑ The operations of the cargo clearance related to the PMIS, can be done within hours:
  - Delivery Order from SA & DO Validation ..... Automated
  - Request for delivery from CCA.....Automated
  - Customs declaration & ... اصدار وتصفية البيان الجمركي ... Automated
  - Issuing of the bill by PMIS .....Automated
  - Payment of the bill CCA ..... Automated
- ❑ For the delivery of the cargo the CCA needs the following clearances:
  - Issuing of the PDO by CCA.....Automated
    - ❖ & Customs release Permission (CRP) ..... Automated
    - ❖ Port release (payment of the fees)..... Automated
    - ❖ SA clearance ..... تصفية الوكيل البحري (التجريم) ..... Automated
- ❑ In addition, the operations related to other stakeholders:
  - ❖ Ministry of health ..... وزارة الصحة العامة
  - ❖ Ministry of industry ..... وزارة الصناعة
  - ❖ Customs inspection ..... الكشف الجمركي
  - ❖ Laboratories ..... مختبرات الكشف
  - ❖ Council of research ..... مجلس البحوث

**For  
cargo  
delivery:  
same example**

# Processes / definition

- ▶ Definition of processes:
- ▶ Import
  - ▶ **Import-In:** Unloading cargo from vessel to storage locations
  - ▶ **Import-Out:** delivery of cargo from storage locations to the city (truck)
- ▶ Export
  - ▶ **Export-In:** receiving cargo from city (truck) to storage locations
  - ▶ **Export-Out:** Load cargo from storage locations to vessel
- ▶ **Transit:** similar to import-Out with destination another country. (sea-land)
- ▶ **Transshipment:** Load imported cargo on vessel. (sea-sea)
- ▶ **Import-Direct:** unload + deliver cargo from vessel to truck.
- ▶ **Export-Direct:** receive + load cargo from truck to vessel.

# Processes / details

*Recap of Operations, Directions, data sources, actions, number of orders and Receiving & delivery Notes:*

	Operation	<del>StoD</del>	Free CO	CD	ELOC	Actions	Remarks	documents
1	<b>Import-In</b>	V→S	Yes	CD's	ELOC	<b>2</b>	Using CDs is not applicable yet	RN & RN-Vessel
2	<b>Import-Out</b>	S→T	--	CD	--	<b>1</b>	Might be without Truck (self-engine vehicle)	PEP & DN-Out
3	Import-Direct	V→T CO1: CO2:	Yes --	-- CD	ELOC --	1 1	2 CO: CO1 by SA (global) CO2 by CC (by Truck)	PEP & DN-Out (no Number)
4	<b>Export-In</b>	T→S	--	CD	ELOC	<b>1</b>	Stock Project Number (SP#) is added	PEP-E & RN
5	<b>Export-Out</b>	S→V	--	--	ELOC	<b>2</b>	BOL exists or not, & SP# mandatory	DN Exp-Out & <del>Exp</del> DN-Vessel = Exp.-Man.
6	Export-Direct	T→V CO1: CO2:	-- Yes	CD --	-- ELOC	1 1	2 CO: CO1 by CC (by Truck) CO2 by SA (Global)	PEP-E & DN (no number) & DN-Vessel = Exp.-Man.
7	Transit = Import-Out	S→T or V→T	--	CD	--	1	The CD type is different	
8	Transshipment = Export-Out	S→V	--	--	ELOC	2	BOL exists, SP used (SP is added in Import)	

# e-Procedures

- ▶ All the operations related to the main port activities are automated:
  - ❑ Vessel-Announcement (cycle):
    - ❑ VA submission
    - ❑ VA acceptance
    - ❑ VA planning
    - ❑ VA check & acceptance by the correspondent parties (Harbor master, governmental, ...)
    - ❑ VA berthing (by the correspondent company)
    - ❑ VA services (by the port or TO departments)
    - ❑ VA departure
    - ❑ VA billing

# e-Procedures

► All the operations related to the main port activities are automated:

❑ **Truck-Announcement (cycle):**

- ❑ TA submission
- ❑ Truck selection (according to the call)
- ❑ Gate in & out
- ❑ Handling (loading or Unloading truck)
- ❑ Weighing
- ❑ Checking by customs
- ❑ Checking by the Exit-Committee
- ❑ Electronic device

# e-Procedures

## ► All the operations related to the main port activities are automated:

### ❑ Customer Order:

- ❑ CO submission (by the customer via its portal)
- ❑ CO acceptance
- ❑ CO planning
  - ❑ Planning of cargo (CL) (quantities & locations)
  - ❑ Planning of resources (staff & equipment)
- ❑ CO execution
  - ❑ On the quay
  - ❑ On the yard
  - ❑ Checking and closing
- ❑ CO billing

# e-Procedures

► All the operations related to the main port activities are automated:

❑ **Delivery Order:**

- ❑ Receiving of the delivery order from the SA
- ❑ Approval of the DO by comparison with the Receiving-Note (RN)
- ❑ Sending of the approved DO to the Customs

# e-Procedures

► All the operations related to the main port activities are automated:

❑ Port Delivery Order (PDO):

- ❑ *The PDO is the document issued by the port enabling the CCA (or the driver) to get out with the cargo.*
- ❑ Receiving of the Customs clearance from CA
- ❑ Receiving of the SA clearance from the SA
- ❑ Merging of the 3 clearance (Customs, SA & Port) and sending it to the Operator.
- ❑ Printing of the PDO by the customer.



# e-Procedures

- ▶ All the operations related to the main port activities are automated:
  - ❑ **Payment of the port invoices:**
    - ❑ First mode of payment: *at the Bank*.
      - ❑ The bank requests the correspondent bill from the PMIS, and returns the payment credentials.
    - ❑ Second mode of payment: *by Credit Card*.
      - ❑ The system redirect the request of the customer to the correspondent company with the needed parameters, and receives the payment credentials.
    - ❑ Third mode of payment: *via a broker*. Or payment gateway.
      - ❑ The bank requests the invoice's details from the PMIS via a payment broker, the PMIS answers it, then the bank returns the payment details.
    - ❑ The customer can print any of its invoices.

# e-Procedures

► All the operations related to the main port activities are automated:

❑ Other activities with the customers:

❑ Real estate management. (contracts, billing, visual)

❑ Website (related to reporting)

❑ ...

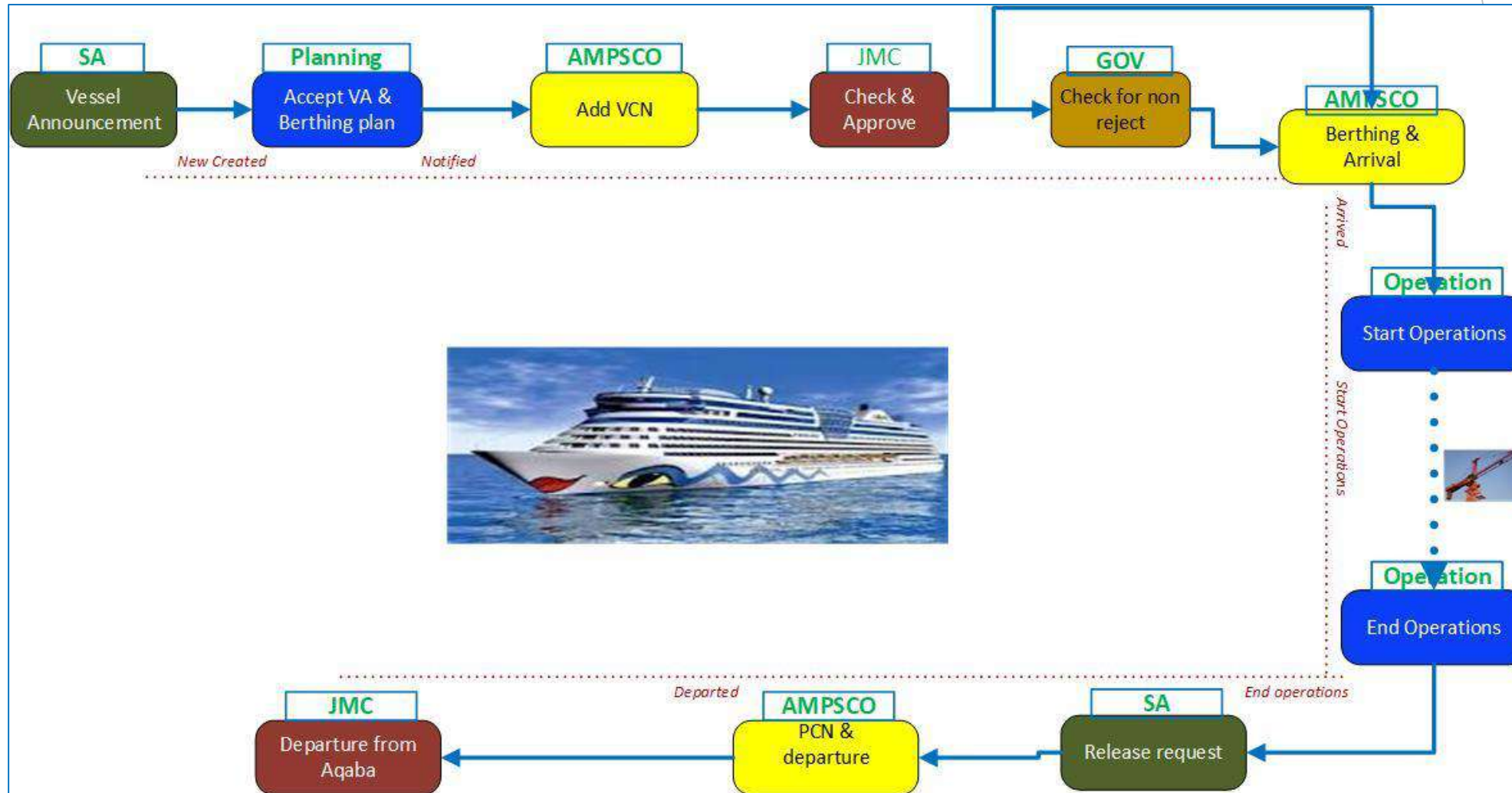
# e-Procedures

► All the operations related to the main port activities are automated:

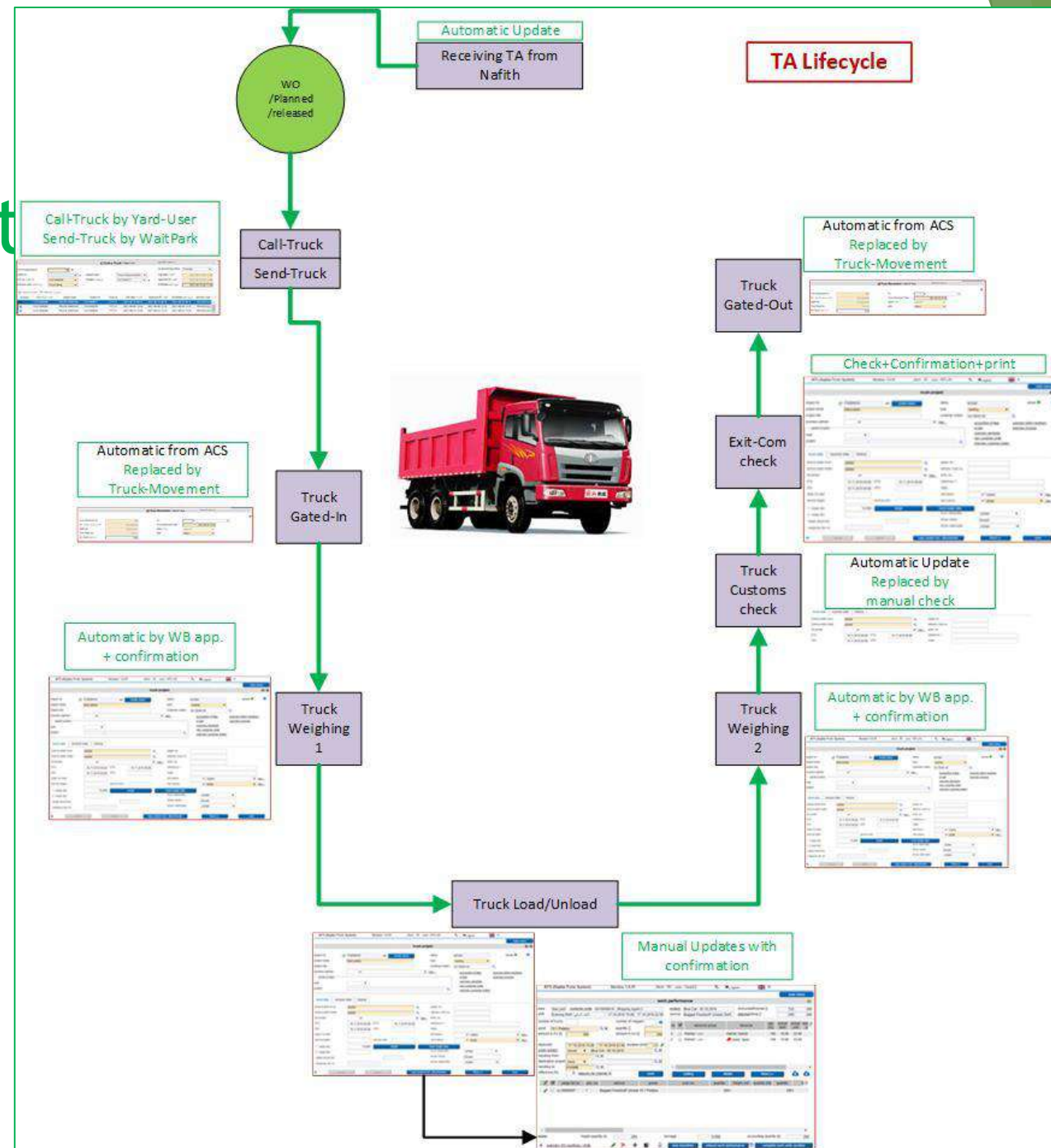
❑ Resulting procedures:

- ❑ Visual port.
- ❑ Visual yard.
- ❑ dashboards.
- ❑ KPIs
- ❑ Reporting (dynamic and normal reporting).
- ❑ Statistics (dynamic and static)

# Ex: Vessel Announcement (APS)



# Ex: Truck Announcement



# E-Procedures at POB

*(only for the main activity)*

## 1) Vessel Announcement

- ▶ Request **VA**
- ▶ **Manifest**
- ▶ **Interface** with Customs
- ▶ **Vessel Work orders** (+ interface with CTO)
- ▶ **Billing** & billing approval by SA
- ▶ **Payment** (bank interfaces) or Credit Card

## 2) **DO** (Delivery Order from SA to PMIS)

## 3) Customer Order (**CO**) (Request for cargo delivery), or for services

## 4) DO **approval** (شرح اذن التسليم)

## 5) **CD** (Customs Declaration & CRP from Customs)

## 6) **Billing-CO** (Automatic pre, additional and final bills)

## 7) **Payment-CO** (via banks or Credit Card)

## 8) Port Delivery Order (**PDO**) or (Port exit permit)

**Fully  
Automated**  
*(The SA & the CCA work  
from home)*

# E-Procedures at APS

*Fully  
Automated*

- 1) **Vessel Announcement**
  - ▶ Request VA,
  - ▶ VA approvals by: AMPSCO, JMC, Governmental, operations
  - ▶ Manifest & RN, & DN
  - ▶ Interface with Customs
  - ▶ Billing & billing approval by SA
  - ▶ Payment (bank interfaces) or payment provider
- 1) **Customer Order** (for shipment or Handling)
- 2) **CD** (Customs Declaration & CRP from Customs)
- 3) **TA** (**Truck Announcement**, from Nafith to PMIS)
- 4) **Truck management** (**Wait-Park**, **gate**, **WB**, **handling**, **WB**, **Customs**, **Exit-Com**, **Gate**)
- 5) **Gates management** (interface with ACS) (*NB: replaced temporarily by a special module*)
- 6) **Billing** (Automatic: pre-bill, additional-bill and final-bill)
- 7) **Weighbridges** &
- 8) **Wait-Park** (waiting area for the trucks)
- 9) **Payment** (via banks or Credit Card or Providers)
- 10) **PEP** (Port exit permit)
- 11) Emails and notifications for customers and staff

# Regulation Guidance / IT

- ▶ Any system should be developed according to the applied regulations:
  - 1) The rules of the country (Customs regulations, ...)
  - 2) The tariff terms, ...
- ▶ IT guidance is to assure the **productivity, efficiency, agility, success** to the organization. How to do it:
  - 1) New hardware (the new and convenient technologies,
  - 2) New applications (using the GPS for visual port)
  - 3) Virtualization, and cloud (sometimes the cloud is more convenient)
  - 4) And **Modernize**:
    - 1) **your business**, (digital workplace: grant access to the same data to different teams,
    - 2) **your processes** (There is an increasing need for processes to become more interconnected for legal, regulatory and governance requirements): simplify your processes
    - 3) **your infrastructure** (IT to achieve business goals often comes without increases in budgets and staff): use the cloud, general purposes servers, risk management features, security,
- ▶ **The systems of POB & APS are using this guidance (+/-)**





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— ١ —



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YEP MED

## المرفأى البحرية التجارية في لبنان



محطة الحاويات في مرفأ طرابلس



محطة الحاويات في مرفأ بيروت



مرفأ صور



مرفأ صيدا

## أعداد

## ايلى اميل زخور

## رئيس الغرفة الدولية للملاحة في بيروت

## النائب الاول لرئيس الاتحاد العربى لغرف الملاحة البحرية



-٢-

### المرافئ البحرية التجارية في لبنان

يوجد في لبنان ٤ مرافئ بحرية تجارية هي: صور، صيدا، طرابلس وبيروت. وقد انشئت هذه المرافئ في العهد الفينيقي في القرن الثالث قبل الميلاد، وشكلت هذه المرافئ في حينه مراكز استراتيجية لكل الغزاة الذين تعاقبوا واستولوا على الساحل الشرقي للبحر الابيض المتوسط. واشتهرت هذه المرافئ انها كانت تتعامل مع المستعمرات والبلدان المجاورة وخصوصا مع مصر القديمة .

- في ما يلي ملخص عن مرافئ صور وصيدا وطرابلس، على ان يكون مرفأ بيروت هو الموضوع الرئيسي لمحاضرتي:

#### مرفأ صور

يقع مرفأ صور على بعد ٤٠ كيلومتراً جنوب مدينة صيدا، تبلغ مساحته حوالي ٢١ الف متر مربع، وهو يضم ٥ ارصعة صغيرة، بعمق مياه يتراوح ٤,٥ امتار و ٧ امتار، وتقتصر حركة الملاحة فيه على استقبال بواخر الرو/رو المخصصة للسيارات المستوردة من اوروبا.

واستقبل مرفأ صور في العام الماضي ٤ سفن رو/رو فقط التي افرغت حوالي ١٢٠٠ سيارة مستعملة. وكان المرفأ سجل رقما قياسيا في العام ٢٠١٧، عندما استقبل اكثر من ١٠ سفن رو/رو التي افرغت اكثر من ٥٤٠٠ سيارة مستعملة، ومن المتوقع ان تبلغ ايراداته هذا العام اكثر من ٢,٥ مليار ليرة لبنانية.

ويذكر ان مرفأ صور بحاجة الى ورشة توسيع وتطوير وتعميق وبناء كاسر للموج (Break Water) ليتمكن من تأدية دوره اقتصاديا بصورة آمنة.

وهناك توجه لدى المسؤولين المعنيين بالمرافئ اللبنانية لتحويل مرفأ صور الى مرفأ سياحي بالاضافة الى دوره الحالي باستقبال سفن الرو/رو.

#### مرفأ صيدا

تقع مدينة صيدا على بعد ٤٣ كيلومترا جنوب العاصمة بيروت، وتعتبر مدينة صيدا عاصمة لبنان الجنوبي ويوجد فيها مرفأان: المرفأ القديم والمرفأ الجديد.

المرفأ القديم لا يتجاوز عمق مياهه الـ ٦ امتار ويقتصر عمله على استقبال البواخر الصغيرة الحجم.

اما المرفأ الجديد فانجزت منه مرحلتان حتى الان، ويستوعب حاليا البواخر المتوسطة الحجم، وعمق مياهه لا تتجاوز الـ ٩,٥ امتار، ويضم رصيفا بطول ٢٧٥ مترا. وهناك مرحلة ثالثة لاستكمال بنيته التحتية وهي مرتبطة برصد الاعتمادات اللازمة التي تتيح بناء ارصعة جديدة وعنابر لتخزين البضائع المستوردة، بالاضافة الى مساحات اضافية لبناء مراكز لوجستية لخدمة البواخر التي تؤمه.



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ويذكر انه بعد الانفجار القاتل والمدمر في عنبر نيترات الامونيوم في مرفأ بيروت في ٤ آب من العام ٢٠٢٠، ثم تحويل باخرتين على متتهما ١١ الف طن من القمح الى مرفأ صيدا الجديد. ويذكر ان الوزن الاجمالي للبضائع المفرغة في مرفأ صيدا بلغ ٩٩٧ الف طن في العام ٢٠١٩، معظمها من (الرخام والبلاط)، في حين بلغ وزن الاجمالي للبضائع المصدرة عبره ١١٦ الف طن، معظمها من الخردة (Scrap).

### مرفأ طرابلس

يقع مرفأ طرابلس على الساحل الشرقي للبحر الابيض المتوسط وهو عاصمة الشمال مدينة طرابلس، ثاني اكبر مدن لبنان بعد العاصمة بيروت.

وكان مرفأ طرابلس يعتبر البوابة الرئيسية لدخول البضائع براً الى سوريا والعراق والاردن ودول الخليج العربي، نظراً لقربه من الحدود اللبنانية السورية الشمالية ودون عقبات جغرافية، اذ يبعد ٣٠ كيلومتراً. وشهد مرفأ طرابلس خلال السنوات الماضية ورشات تحديث وتطوير وتعميق عدة، كان اخرها بناء محطة الحاويات بطول ٦٠٠ متر وعمق ١٥ متراً ومجهزة برافعتين جسريتين (Shore gantry cranes)، بالإضافة الى المنطقة الحرة، والمنطقة الاقتصادية الخالصة القائمة بمحاذاته التي ستخصص لاقامة المصانع والمعامل والشركات اللوجستية، علما ان مرفأ طرابلس يعتبر محطة رئيسية لاستيراد الاخشاب والحبوب والاسمدة والسكر الدوكمة (Bulk Sugar). ولا بد من الاشارة الى ان تشغيل محطة الحاويات شكل نقلة نوعية لعمل مرفأ طرابلس، اذ اصبح يستقبل سفن حاويات وعلى متنها حاويات محملة من بلدان في شرق آسيا والشرق الاوسط واوروبا، ويشحن حاويات محملة بالبضائع اللبنانية الى هذه البلدان، بالإضافة الى اعتماد محطة الحاويات في المرفأ مركزاً لعمليات المسافنة (Transshipment) نحو مرفأى البلدان المجاورة.

ويذكر ان شركة "Gulftainer" الاماراتية كانت قد فازت بامتيار تشغيل محطة الحاويات في مرفأ طرابلس في العام ٢٠١٣، ولمدة ٢٥ عاماً، ولكن في نهاية شهر شباط من العام الماضي، ابرمت شركة الملاحة الفرنسية "CMA CGM" صفقة ادت الى استحوادها على امتياز تشغيل هذه المحطة. وكانت شركة "CMA CGM" قد اعلنت انها ضاعفت من عدد خطوطها العاملة مع مرفأى بيروت وطرابلس.

وتجدر الاشارة الى ان مرفأ طرابلس استقبل بواخر تم تحويلها من مرفأ بيروت بعد الانفجار في المرفأ في ٤ آب من العام الماضي، وذلك طيلة مدة اغلاقه التي استمرت اسبوعاً.

وكان مرفأ طرابلس قد بدأ باستقبال بواخر الرو/رو التي على متنها الشاحنات المحملة بالبضائع التركية والقادمة من مرفأى مرسين واسكندرون التركيين في العام ٢٠١٤، بعد اغلاق الحدود البرية بين سوريا وتركيا بسبب الاحداث الامنية الدامية التي اندلعت وعمت سوريا.



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ويشهد مرفأ طرابلس في العام الحالي، حركة جيدة لبواخر الرو/رو القادمة من المرفأ التركية نظراً لقرب تركيا من لبنان واجور الشحن البحري المتدنية مقارنة مع اجور الشحن من المرفأ الاوروبية من جهة، ولانخفاض سعر صرف الليرة التركية من جهة اخرى.

وفي ما يلي جدول مقارنة بحركة مرفأ طرابلس ومجموع الواردات المرفئية خلال العامين ٢٠٢٠ و ٢٠٢١. وتظهر هذه المقارنة ارتفاعاً كبيراً بحركة مرفأ طرابلس الاجمالية وزيادة قياسية بوارداته المرفئية.

Summary of Tripoli Port Statistics in 2020 compared with 2021

Description	2021	2020	+ / -	+ / - %
Number of vessels which called at Tripoli Port	733	626	+107	+17%
Total Cargo (tons)	2,344 million	2,323 million	+21 thousand	+15
Total Imports (tons)	1,695 million	1,753 million	-58 thousand	-3%
Total exports (tons)(thousand)	649	570	+79	+14%
Total Cars	4,148	1,300	+2,848	+219%
Total Containers (TEU)	73,708	60,083	+13,625	+23%
Total Containers Imported (TEU)	38,181	30,878	+7,303	+24%
Total Containers Exported (TEU)	35,527	29,205	+6,322	+22%
Total trailers	21,079	10,737	+10,342	+96%
Total Trailers discharged	10,407	5,344	+5,063	+95%
Total Trailers loaded	10,672	5,393	+5,279	+98%
Total Port revenues LP (billion)	52,553	21,394	+31,159	+146%

# Training Contents



## LECTURES

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- Maritime Sector & Ports:
  - ✓ *Maritime Sector*
  - ✓ *Ports services*
  - ✓ *Institutional & Regulation*
  - ✓ *Operation & Services*
- Customs Services & Organisation
  - ✓ *Customs Brokers*
  - ✓ *Freight Forwarders*
  - ✓ *Ship Agents*
  - ✓ *IT Solutions*
- Shipping Lines & Forwarders
  - ✓ *Shipping*
  - ✓ *Forwards*
- Supply Chain Management



# PROGRAMME



## Monday, October 24, 2022 Port-Logistics Community (Introduction)

14:30

**Rami Semaan**

Registration &  
Presentation of  
the training

14:45

**Rami Semaan**

Port: Physical  
space – legal  
framework and  
governance

15:45

**Bouchra Saba**

Ports Operations

16:30

Break

16:45

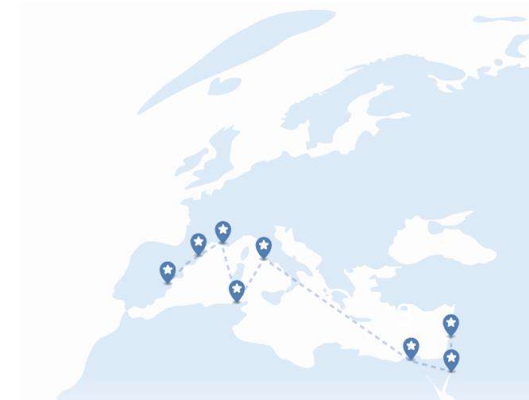
**Rami Semaan**

Hinterland  
connections  
  
Road / Railway

17:45 – 18:45

**Gilbert Nasr**

*IT Solutions for  
Logistics services*



# PROGRAMME



## Tuesday, October 25, 2022 Port Community Actors

14:30	15:30	16:30	16:45 – 18:00
Imad El-Khoury	Imad El-Khoury		Ghada Salem
<p>Customs:</p> <p>Institutional framework - Guidelines</p>	<p>Forwarding services</p>	<p>Break</p>	<p>Shipping Lines and agents</p> <p>Relation with Ports</p>
<hr/> <p>18:00 – 18:30</p> <p>Imad El-Khoury – Ghada Salem</p> <p>Recap of Customs services &amp; Shipping line</p>			



# PROGRAMME



## Wednesday, October 26, 2022 – Multimodality and Hinterland coverage

14:30 – 15:30

Rami Semaan

Multimodality:

Main characteristics of Transport  
modes: air, rail, maritime , road

15:30 – 16:30

Rami Semaan

Hinterland coverage

Competitiveness - Accessibility

16:30

Break

17:00 – 18:00

Bouchra Saba

Crossing Borders issues

*The Lebanese case*







## Thursday, October 27, 2022 Supply Chain Optimisation

14:30 – 16:00

Imad El-Khoury

ERP System:

General Presentation Inputs - Outputs - Simulations

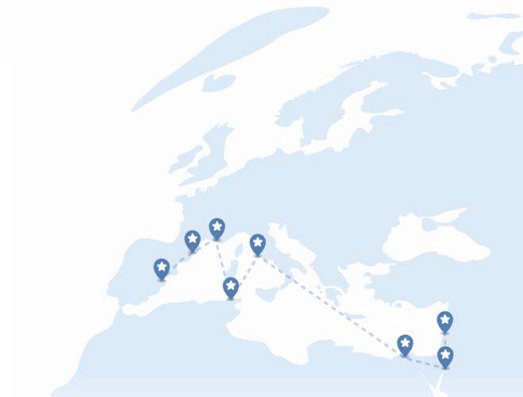
16:30

Break

17:00 – 18:30 / Gilbert Nasr

IT Applications

Optimizing Supply Chain Management  
Smart solutions for Logistics services



# Shipping Lines and Agents - Relations with Ports



# **Shipping Lines and Agents -**

## **Relations with Ports**

# OUTLINE

- Definitions: shipping line, shipping agent, freight forwarder
- Roles of the Shipping Agent
- Shipping agency – relations with port
- Involved parties in a port
- Responsibilities of the Shipping Agent at the port of call
- Tasks of Shipping Agent at the port of call

A **Shipping Line** is a company that operates the ships carrying cargo from a load port to a discharge port.

A **Shipping Agent** represents the shipping company within a certain geographical area or a specific country.

The shipping agent can be:

- either an independent intermediary connected to the shipping line by an agency contract (Shipping agency)
- or an integrated part of the shipping company

A **Freight Forwarder** is responsible for the transportation of goods between one destination and another.

A freight forwarding company's main task is to find the best price and service to ship any cargo worldwide by any mode of transportation.



# **Roles of the Shipping Agent**

The shipping agent (or branch office if part of the shipping line) provides four main services:

- (1) sales and marketing,
- (2) customer services,
- (3) business administration,
- (4) operations

## Sales and marketing basically involve:

- ✓ marketing the shipping line
  
- ✓ promotion of e-business
  - development of automated track-and-trace systems,
  - online services on tariffs, schedules, booking, shipping instructions, shipping documents, invoicing facilities, shipping information relating to specific containers and cargo types

- ✓ tender management,
- ✓ creating a local network and connections to local shippers and forwarders
- ✓ in some cases it also involves special pricing

# Customer services include:

- ✓ cargo booking,
- ✓ documentation,
- ✓ invoicing,
- ✓ and claims handling.

## Business administration tasks may include:

- ✓ controlling,
- ✓ reporting,
- ✓ finance,
- ✓ IT-support
- ✓ and HR management.

## Operations include:

- ✓ arrangement of inland transportation,
- ✓ container logistics,
- ✓ warehouse logistics,
- ✓ sub supplier contract management,
- ✓ and port agent.

# **Shipping agency – relations with port**

The main functions of the shipping agent at the port are:

❑ arranging pilots and tugs,







182190406



□ arranging berthing,



□ representing the shipping line at the port,

□ ensuring provisions and spare parts,

❑ assisting the crew,

❑ and organizing communication between the involved parties.

# **Involved parties in a port**

- Public sector
- Private sector

**Public actors** are responsible for the overall planning and regulations

**Private actors** act as service providers and operators within this framework.

The most important public actors are the **port authorities** who act as the governing body of the port and usually are responsible for the overall development of the port.

Port authorities usually:

- manage the real estate within the port area
- secure the upkeep of basic port infrastructure such as berths and access roads
- manage the flow of traffic and allocation of vessels to berths,
- ensure the maritime safety and protection of the marine environment

Another important public actors are the **customs authorities**

Customs are government authorities in charge of issuing clearance for the importation and exportation of goods



The private actors include

- terminal operators,
- stevedoring firms,
- cargo handling companies,
- tugboat operators,
- mooring service providers,
- etc.

# **Responsibilities of the Shipping Agent at the port of call**

The port agent's responsibilities can basically be summed up as follows:

Responsibilities towards the crew and the ship

Responsibilities towards port authorities

Responsibilities towards customs

## Responsibilities towards the crew and the ship

Taking care of every need and requirement of the crew and the ship like:

- getting local currency,
- getting the mail,
- arranging for the necessary ship fresh water or provisions,

- arranging for the necessary doctor for the crew in case of any needed medical assistance,
- arranging for bunkering,
- any repairment in case the ship requires major repairing.

## Responsibilities towards port authorities

- ❑ all procedures required when arriving at and leaving the mooring port  
(right to enter and stay in the port, port of docking, etc.)
- ❑ monitoring operations in the port

# Responsibilities towards customs

- ❑ customs authority formalities,
- ❑ filing the off-loading manifest with customs
- ❑ ensuring that customs dues are paid

# **Tasks of shipping agent at the port of call**

looking after the needs of the ship and crew while ship is:

➤ Arriving at port

➤ Staying in port

➤ Departing from port

## Prior to Arrival

❖ pre-arrival planning for the ship's port of call (call announcement)

Providing **the port authority** with the following information:

⇒ vessel's name /ETA

⇒ port of registry/year of build



⇒ IMO No.

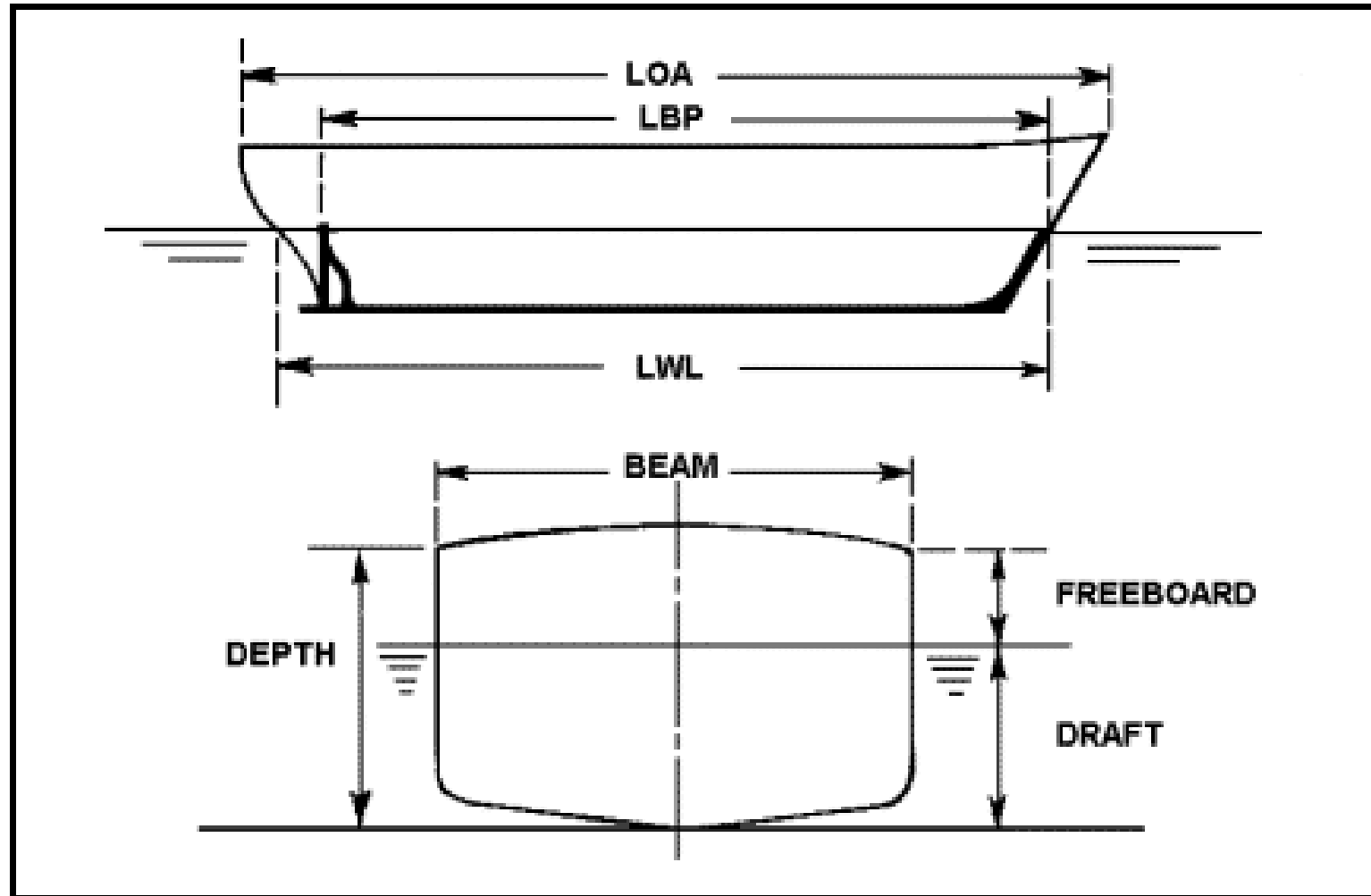
(Ship Identification Number is a unique seven-digit number which remains unchanged through a vessel's lifetime )

⇒ name of owner(s)

⇒ name of P & I Club (Protection and indemnity insurance)

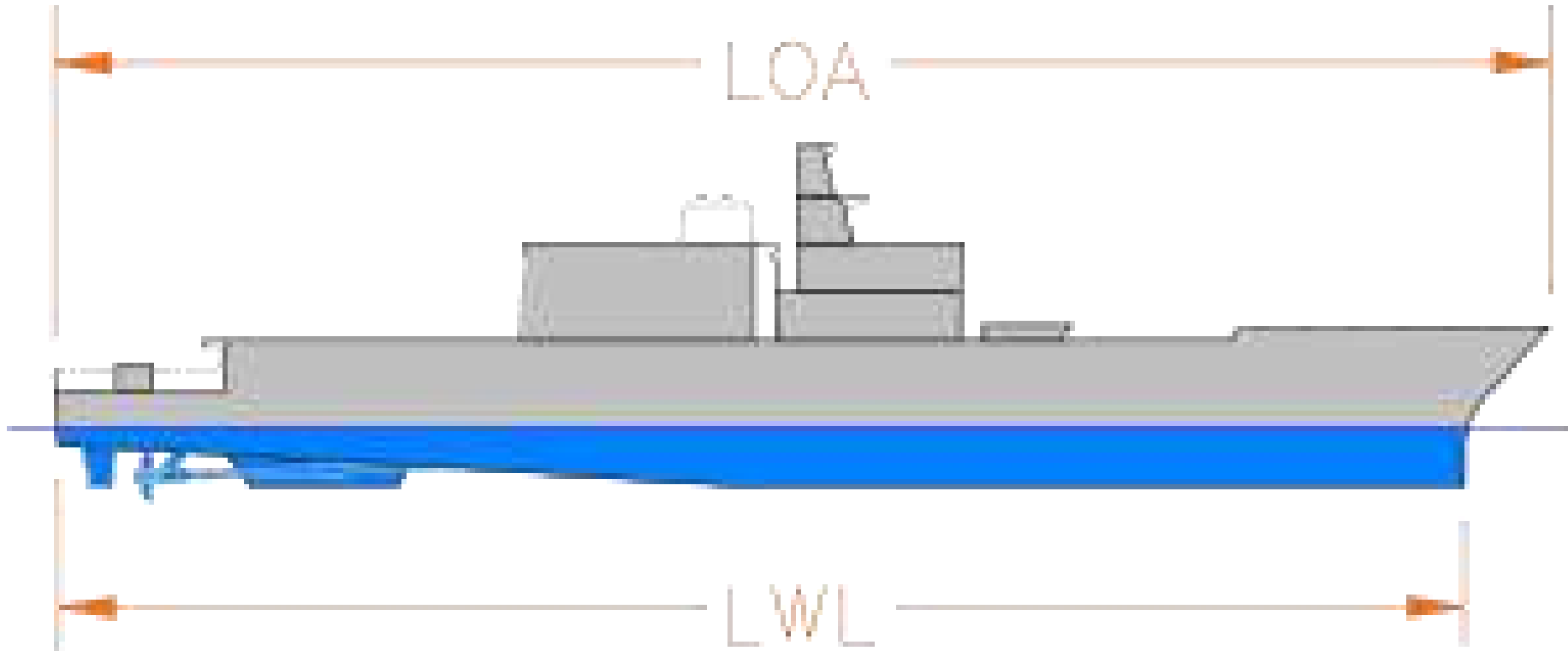
⇒ last port of call / final discharge port

⇒ Ship measurement

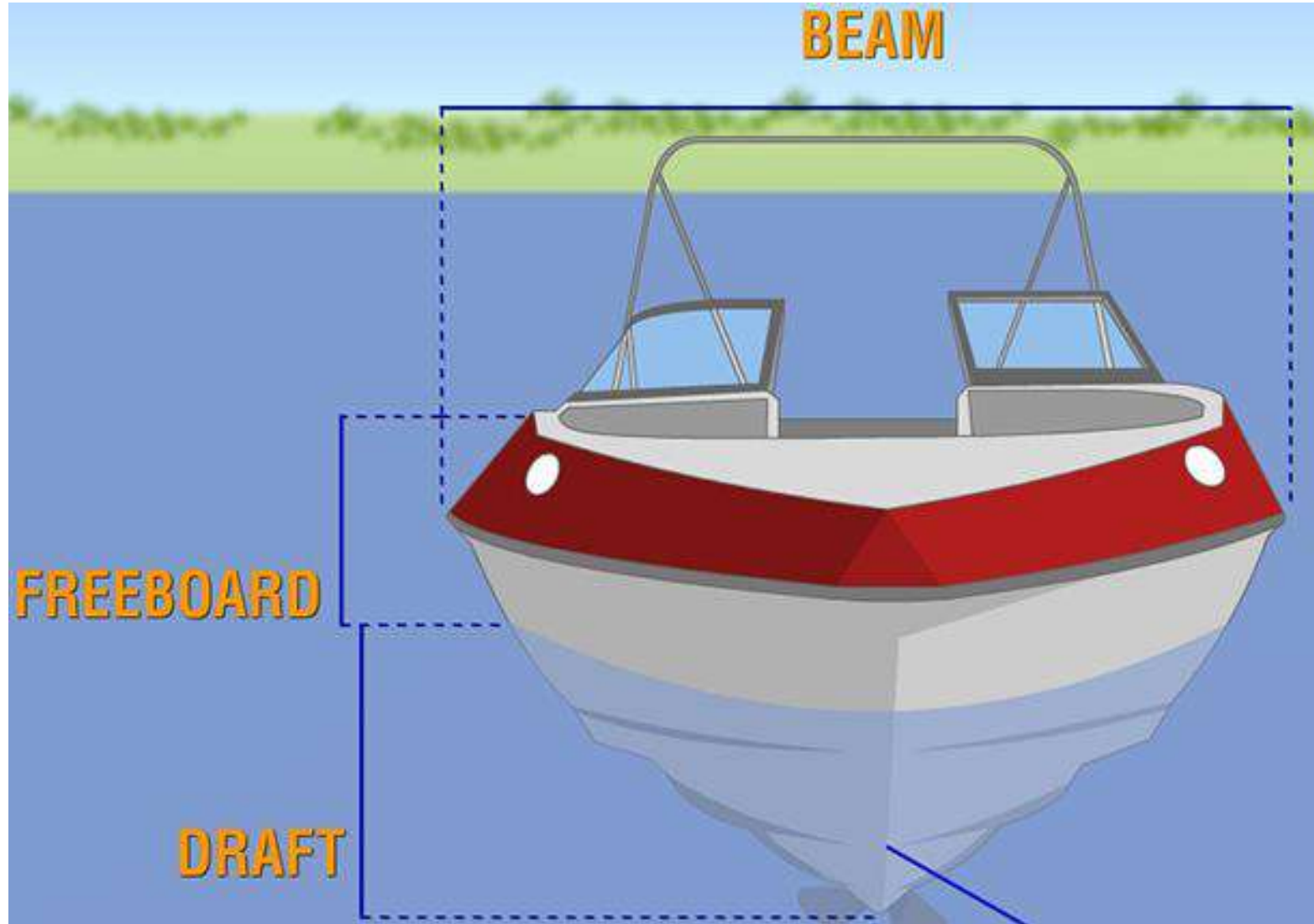


Length Overall (LOA): The extreme length of the ship

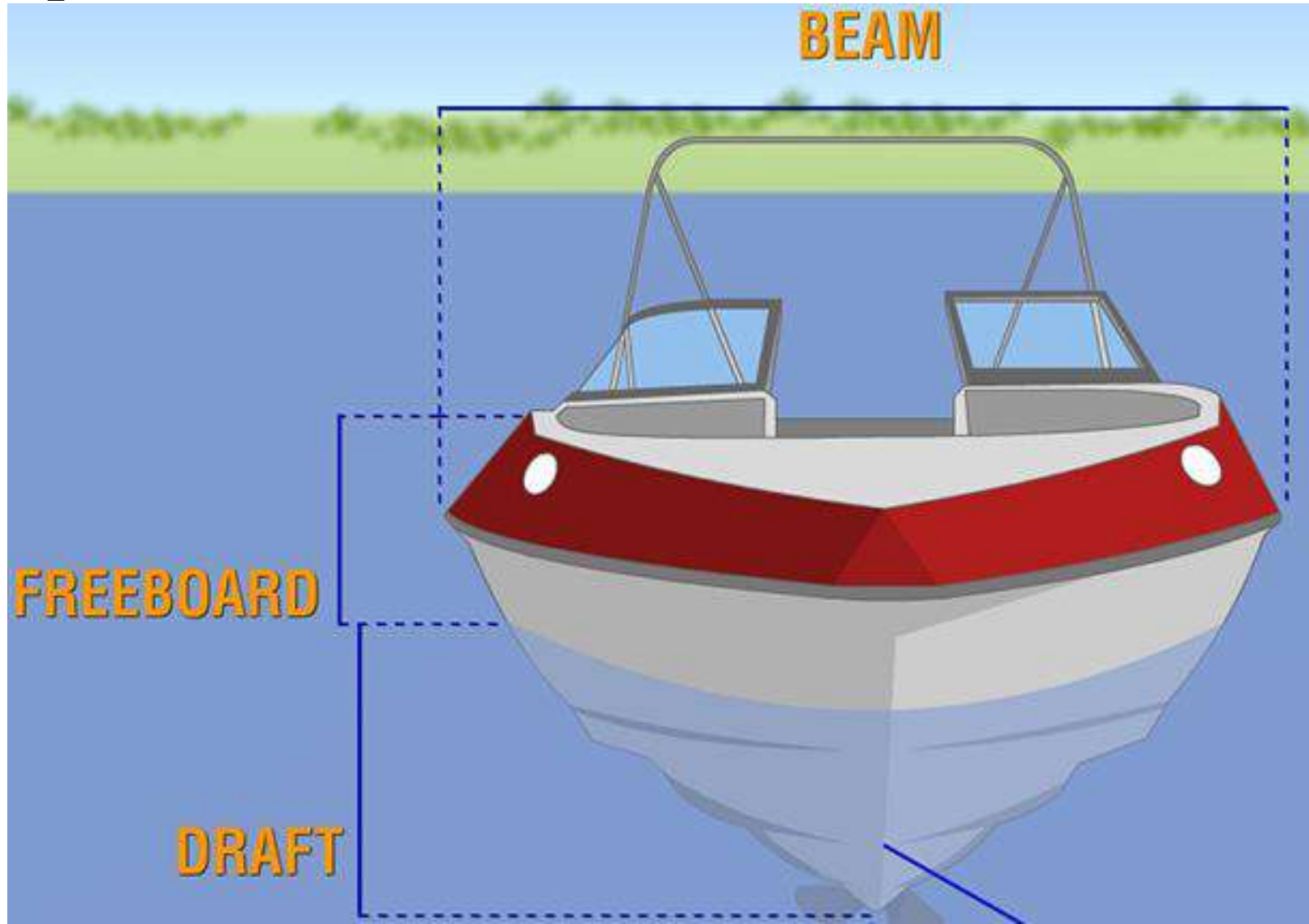
Length on Waterline (LWL): The length along the centerline at the waterline in the ship's design loaded condition.



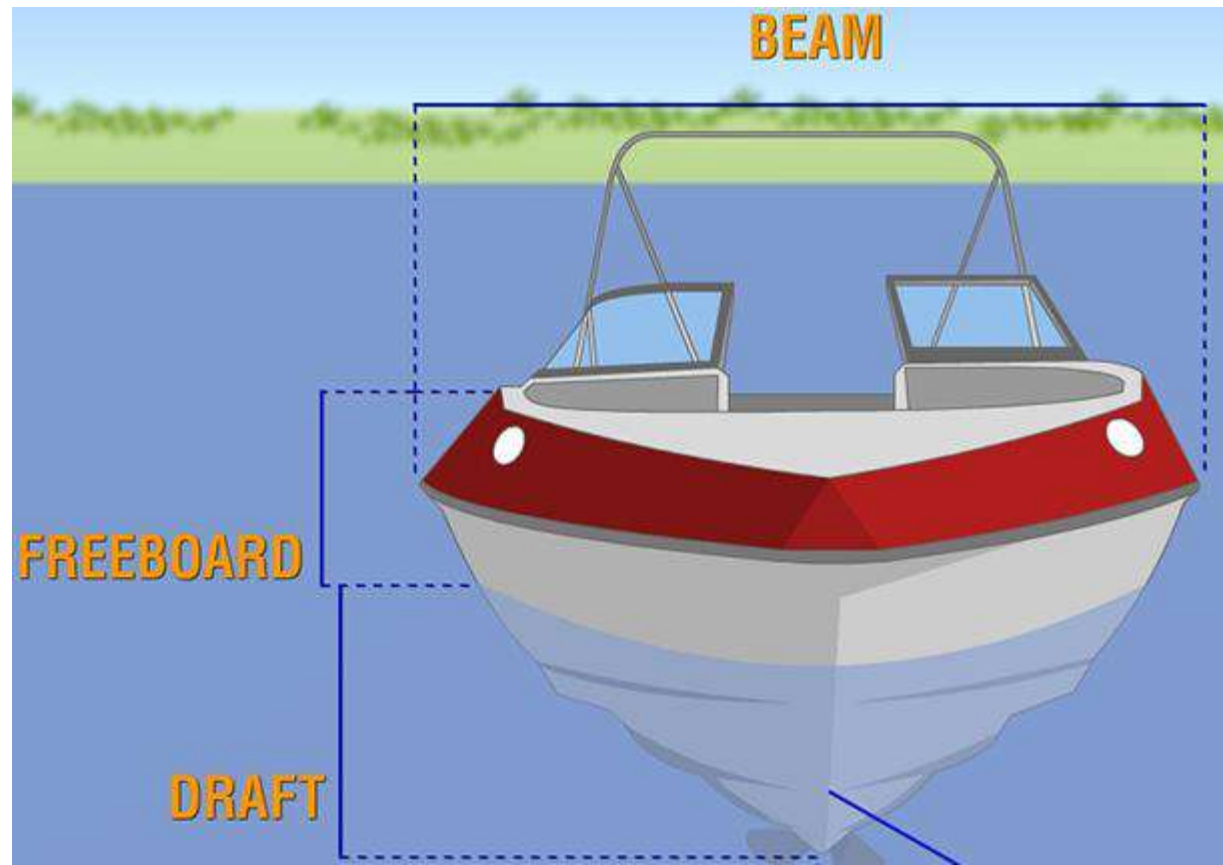
Beam (B): The breadth of the ship at the broadest point



Draft (T): The vertical distance between the waterline and the deepest part of the ship



Freeboard (F): The distance between the waterline and the uppermost watertight deck



⇒ Deadweight Tonnage (DWT): the difference between the fully loaded and empty weights of the ship

⇒ Gross tonnage (GT): the measure of the overall size of a ship

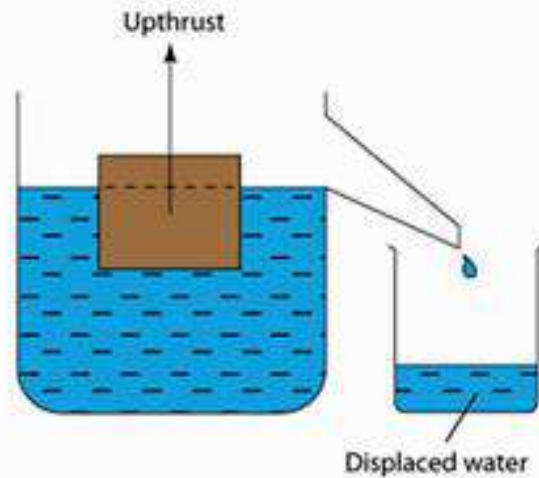
⇒ Net tonnage (NT): the measure of the useful capacity of a ship.



⇒ arrival displacement and sailing displacement

A steel ship can float by displacing an amount of water that is equal to its Total Weight\*.

\*Eg. Weight of Ship Plus Weight of its Cargo





⇒ bunker type / quantity required / loading rate

⇒ International Ship Security Certificate

⇒ Etc.

- ❖ ensure Berth/Anchorage Spot booking for the vessel with the port authorities
- ❖ communicate with the various service suppliers (courier services, water taxis, ship chandlers, fresh water supply, bunker suppliers, transportation services, etc.) for scheduling and delivery of goods and services to the vessel.



❖ Providing **the customs authority** with the following information:

⇒ clearance from the last port of call,

⇒ crew list,

⇒ passenger list in transit and disembarking in the port,

⇒ cargo manifest

⇒ and the stores and provision list.

## Arrival and stay at the port of call

conduct all the procedures necessary to decrease the mooring time of the ship at the port of call

- arrange marine pilots and tugboat services
- disseminate information to involved parties

- arrange for ship husbandry

Ship husbandry is all aspects of maintenance, cleaning, and general upkeep of the hull, rigging, and equipment of a ship



PHOENIX  
UNDERWATER SOLUTIONS

# Ship Husbandry

- Underwater Inspection (IWS/UWILD/UTG)
- Maintenance (Hull Cleaning)
- Repair (Hull, Propeller, Rudder, Thruster, etc...)
- Class Certified Topside, Dry, Hyperbaric & Wet Welding



- arrange for any required repairs
- arrange for loading and discharging of cargoes



- ensure an in or outboard personnel resources necessary for scheduled pick-ups or offloads
- completion of all relevant vessel clearance documentation

## Upon departure

- ⇒ provide all required information on crew and passengers to local authorities such as Immigration, Border Force, Customs, ...
- ⇒ complete the vessel's disbursement account / compiling all the invoices incurred in the vessel's call at the port



# TECHNOLOGY AND LOGISTIC TRANSPORT CHAIN

## OVERVIEW

*Session VT1-OT1 – October 2022*

***Rami SEMAAN – TMS Consult***



# CONTENTS

01

Overview

02

Freight transport

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Land Freight transport

04

Road Freight transport

05

Transport and Technology

06

Intelligent Transport Systems

07

Advantages of technology in  
Freight transport

08

Conclusion

# I. OVERVIEW

- Generally, the shipping and logistics industry is slow-to-change, mainly due to complex relationships within global shipping and transportation networks
- Developments in freight technology will modernize and simplify freight transport.
- Freight transportation technology systems will impact every stage of the process from the point of origin (ports) to the point of destination.
- More efficient systems aid logistics companies in meeting higher peak demands.

## 2. FREIGHT TRANSPORT

- Freight transportation is a primary component of all supply-chain and logistics systems
- Types of freight transportation:
  - Air freight transportation
  - Rail freight transportation
  - Road freight transportation (Trucks)
  - Ocean freight transportation

Land freight  
transportation



## 2. FREIGHT TRANSPORT

Factors	Roadway	Railway	Waterway	Airway
Cost	High	Low	Very Low	Very High
Speed	High	Low	Low	Very High
Capability	Very High	Low	Very Low	Low
Reliability	Very High	High	High	Very High
Security	Very High	High	High	Very High
Safety	Safe	Very Safe	Safe	Very Safe
Flexibility	Very High	Low	Low	Low
Availability	Very High	Low	Very Low	Low

### 3. LAND FREIGHT TRANSPORT

- Land freight services are a cost-effective, safe and practical method to transport goods
- Transport is done by either Rail or Trucks (or both)
- Most of the products that are transported include:
  - FMCG (Fast-Moving Consumer Goods)
  - Pharmaceutical and medical products
  - Refrigerated Food and perishable products
  - Hazardous and non-hazardous solids and liquids
  - Chemicals
  - Dangerous goods
  - heavy equipment and machinery
  - construction materials such as sand, rocks, asphalt and steel





## 4. ROAD FREIGHT TRANSPORT

- Road Freight transport is considered the backbone of a strong economy and a dynamic society
- Almost 85% of freight traffic by weight (more by value) travels by road

“Resilient” mobility

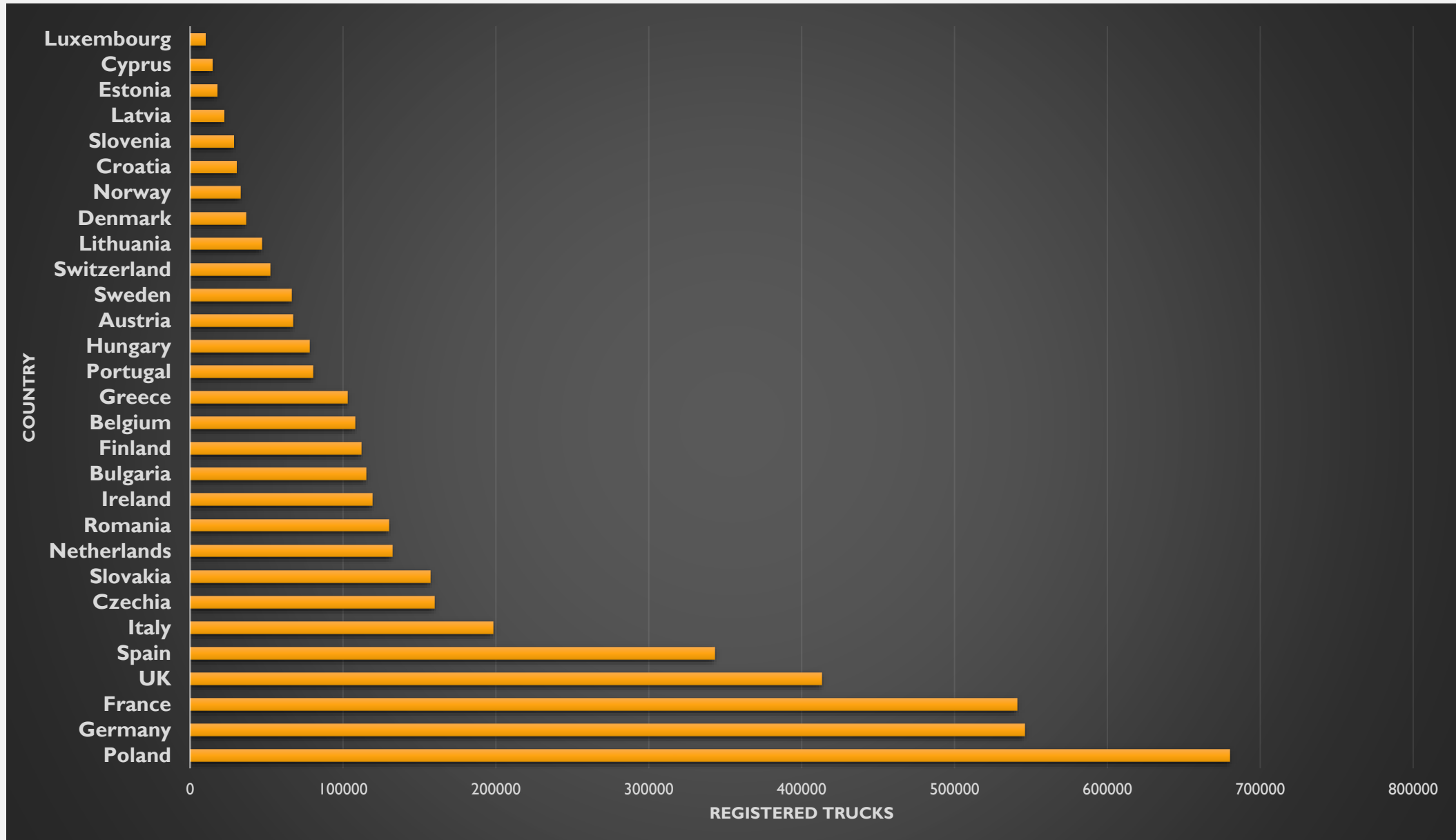
Flexible to changes

Low facility requirements for stations

Can adopt the door-to-door mode of transport (no rupture)

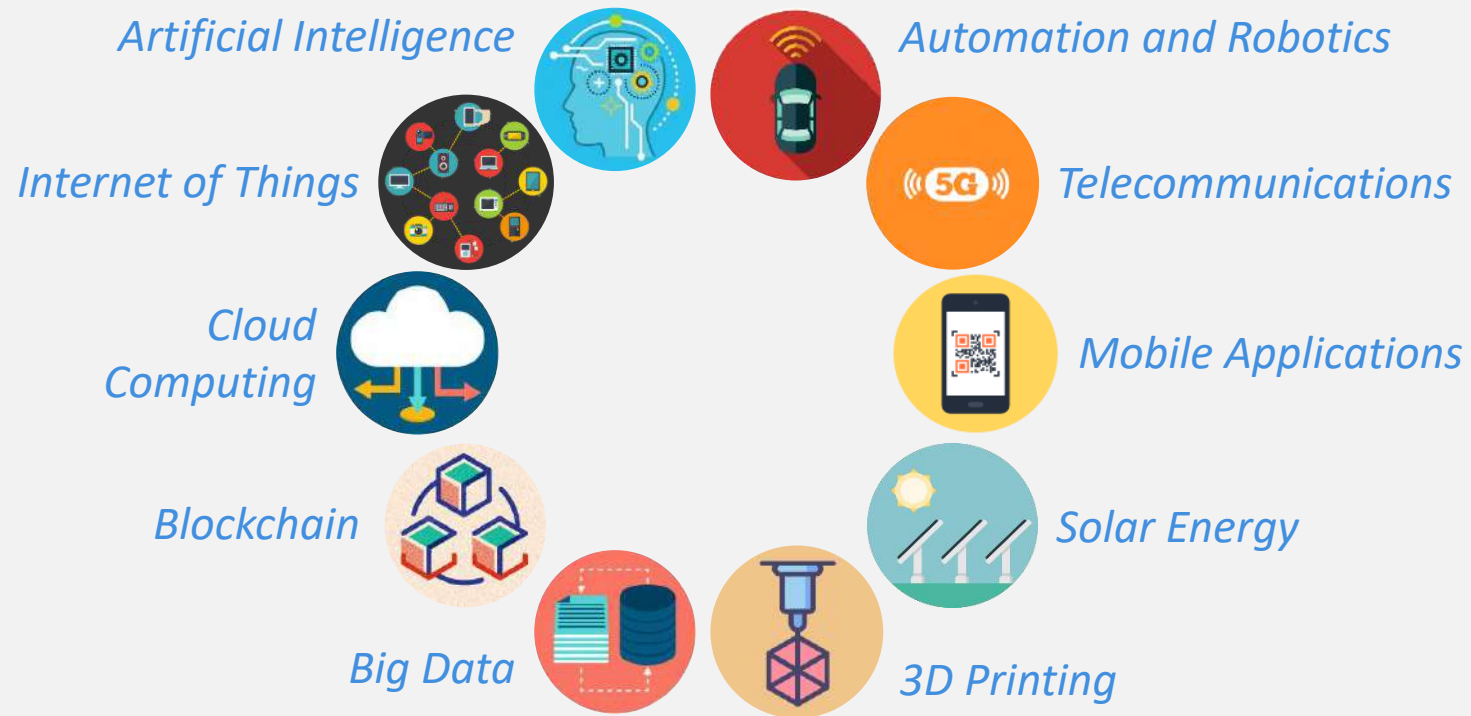
→ **Main mode of cargo transportation**

## NUMBER OF ROAD FREIGHT GOODS VEHICLES IN EU (2018)

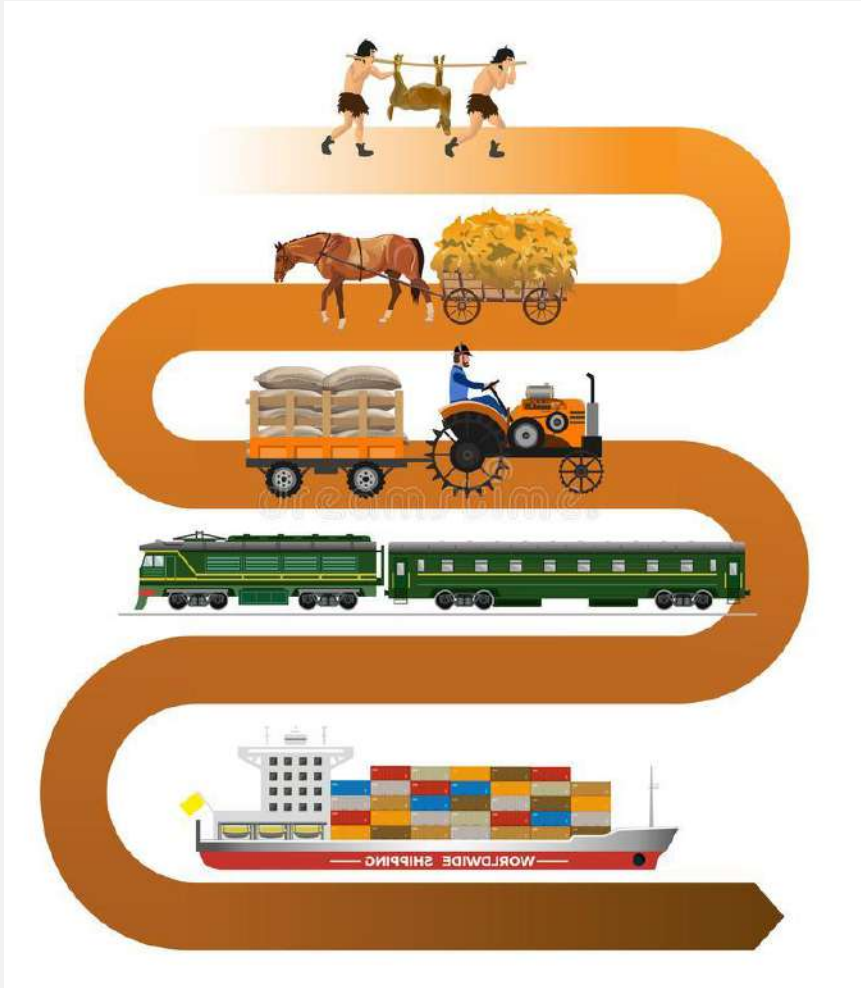


## 5. TRANSPORT AND TECHNOLOGY

Digital transformation of manufacturing/production and related industries:



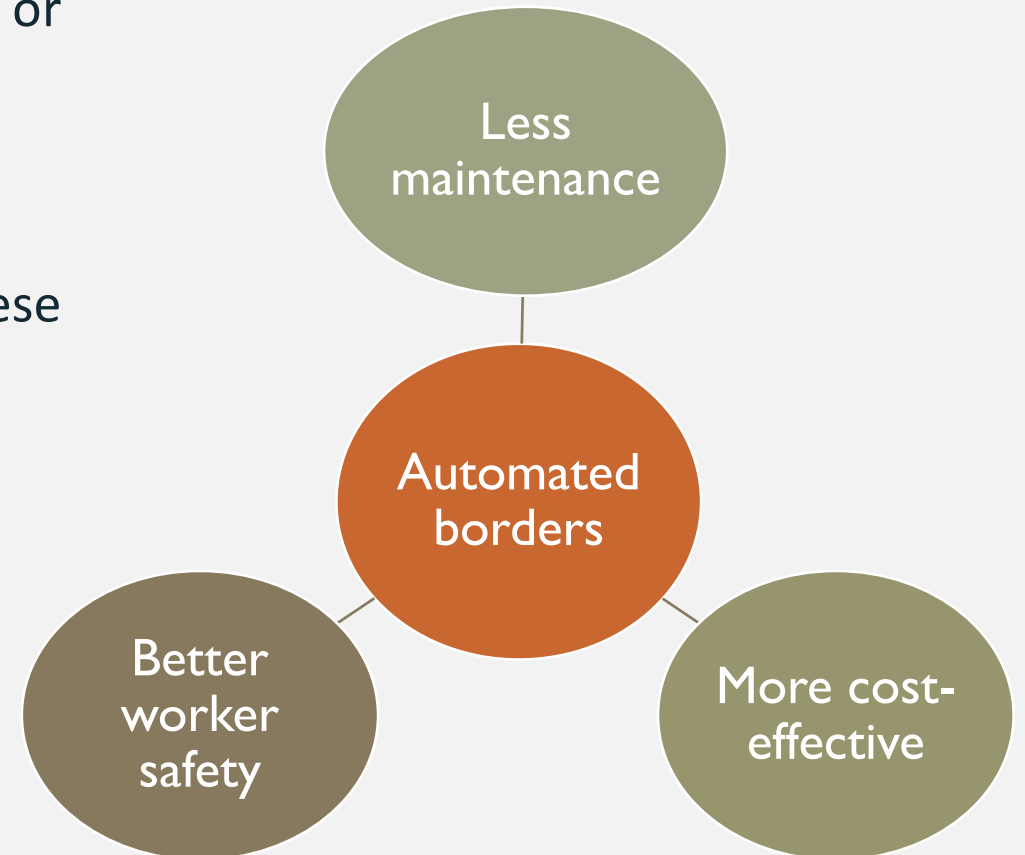
## 5. TRANSPORT AND TECHNOLOGY



- The interactive relationship between transport, technology and innovation has persisted throughout the ages.
- Transport first started in walking and moving in boats, then using horses, the invention of the wheel and then the construction of carts, then paving the roads to using express trains and electric cars after the use of buses and steam engines.

## 5. TRANSPORT AND TECHNOLOGY

- Challenges faced in logistics are:
  - Cargo tracking - Cargo delays, unclear order status, or stolen goods.
  - Highway congestion
  - Port delays
- Transportation technologies are emerging to meet these challenges
- Technologies include:
  - connected and autonomous vehicles
  - alternative fuels
  - keyless fleet management and traffic analytics
  - local zoning and planning policies.
  - on-road communications
  - real-time traffic management



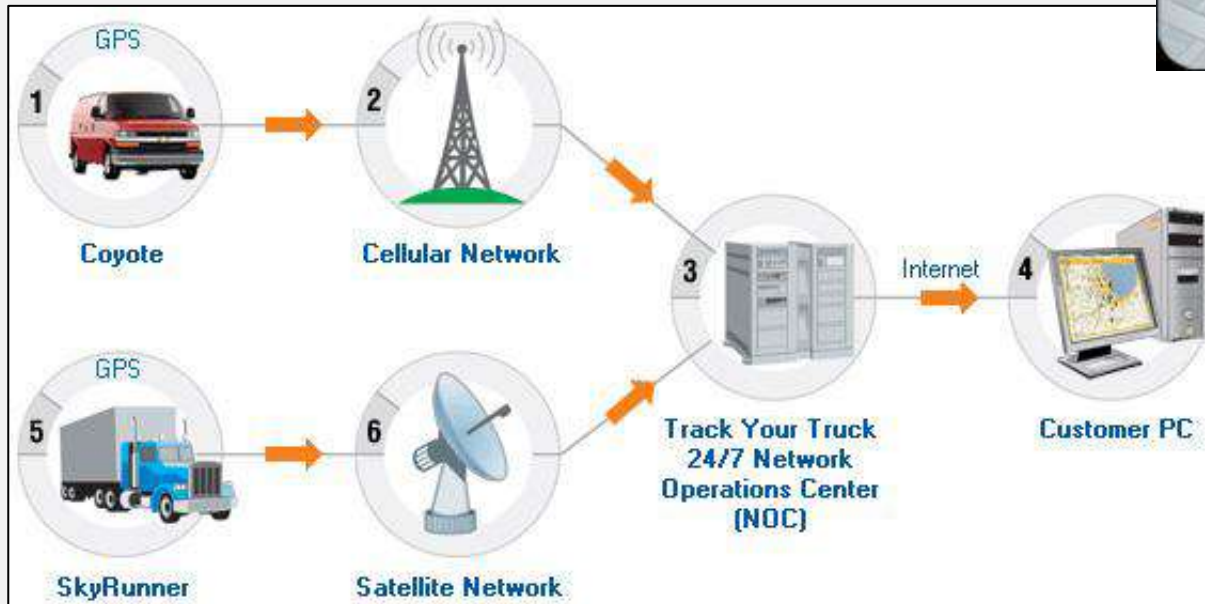
## 5. TRANSPORT AND TECHNOLOGY

Modern technologies associated with transportation:

- Internet
- Intelligent Systems
- Global Positioning System (GPS)
- Smart sensors
- Big Data
- Cloud Computing

## 5. TRANSPORT AND TECHNOLOGY

### Tracking



## 5. TRANSPORT AND TECHNOLOGY

### Internet of things:

- Provides full transparency
- Asset Tracking (location, status...)
- Fleet management

### Automated Guided Vehicles:

- Improves warehouse efficiency
- Improves warehouse automation

### Robotics & Automation:

- Improves sensing capabilities
- Substitutes manual handling
- Assists manual operations

### Machine Learning:

- Increases efficiency
- Optimizes algorithms for selecting carriers and routes

# Logistics

### AR & wearables:

- Smoother communication
- Hands-free tasks completion
- Offers job-training solutions

### Anticipatory Logistics:

- Reduced delivery times
- Network optimization and demand forecasts

### Last-mile delivery:

- multi-model delivery (car, bike...)
- Real time order tracking

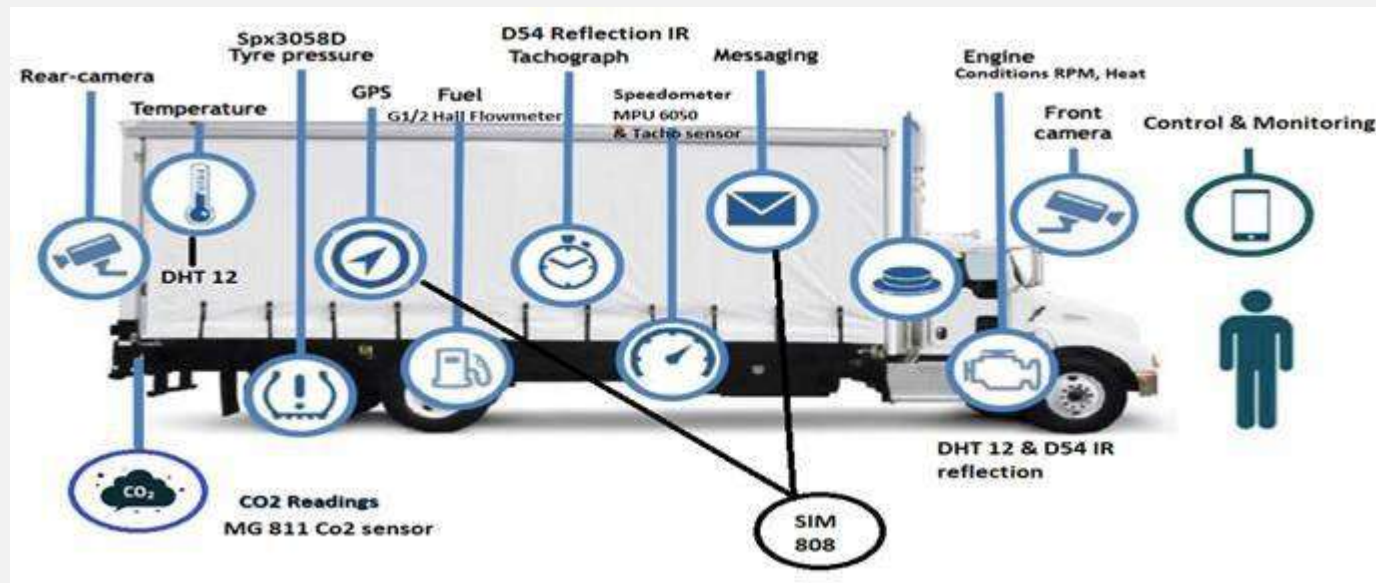
### Drones:

- Automation of warehouse processes
- Inventory management (material handling)



## 6. INTELLIGENT TRANSPORT SYSTEMS

- ITS technologies include wireless, electronic, and automated technologies
- Intelligent freight transportation uses advanced technologies to make existing infrastructure for freight transportation more efficient
- ITS can be applied to all modes of transport (air, ship, rail and road), and to every element of a transport system (the vehicle, the infrastructure, and the driver or user)



## 7. ADVANTAGES OF TECHNOLOGY IN FREIGHT TRANSPORT



- Reduced delay and congestion costs
- Reduction in energy consumption
- More accurate real-time information about traffic and vehicle conditions
- Facilitation of optimal route planning and timing
- Reducing congestion (on borders, on roads, during loading / unloading...)
- Higher efficiency in the use of resources

## 8. CONCLUSION

- Road freight is a vital service for urban economies
- Road freight services represent an important part of strategies to ensure quick and safe shipment of goods
- Technologies allow providing more sustainable and effective solutions (saving in storage space, less delays, more transparency...)
- Technologies within the transportation planning process tackle complex tasks (policy making, real-time management and evaluation...)
- Innovative transport systems integrate all existing transportation, order and monitoring systems.
- Technology in freight transport will allow for higher productivity, efficiency gains, and process optimization



**Monday, October 24, 2022 Port-Logistics Community (Introduction)**

## IT Solutions for Logistics Services

Duration: One hour

Presented by: Gilbert Nasr



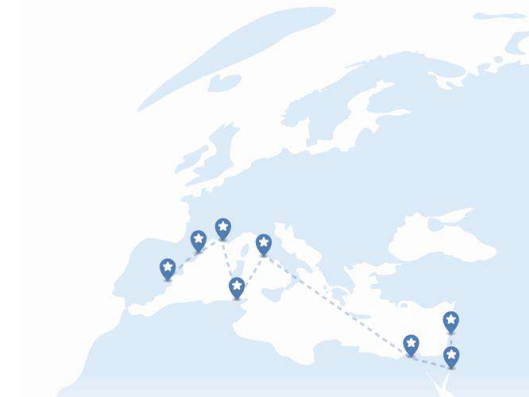
# IT Solutions for Logistics Services



## Agenda

---

- Introduction
  - ✓ *How is IT helping improve Logistics Services*
  - ✓ *Customer experience: B2B vs. B2C - the last mile*
- Enterprise software and modules
  - ✓ *Fixed Assets and Fleet management*
  - ✓ *Trading and Distribution*
  - ✓ *Finance and Accounting*
  - ✓ *Reporting and Business Intelligence*
- Infrastructure
  - ✓ *On-premise*
  - ✓ *Hybrid*
  - ✓ *Full SaaS*



# Introduction (1/2)



- How is IT helping improve Logistics Services
  - IT / digitalization is enabling shipping and logistics companies to provide more competitive services through:
    - Improved delivery times
    - Reduced costs
    - Higher visibility
    - Transparency
    - Enhanced collaboration
    - Faster and more reliable communication
    - Informed decision-making
    - Streamlined processes
    - Higher customer satisfaction
    - Increased profitability
  - While at the same time granting final customers with superior accessibility and features, like being able to find products / services and make purchases effortlessly:
    - Self-service
    - One-stop shop
    - Accessible anytime and from anywhere
    - Targeted content and marketing
    - Customer service support and follow-up
    - Tracking capabilities

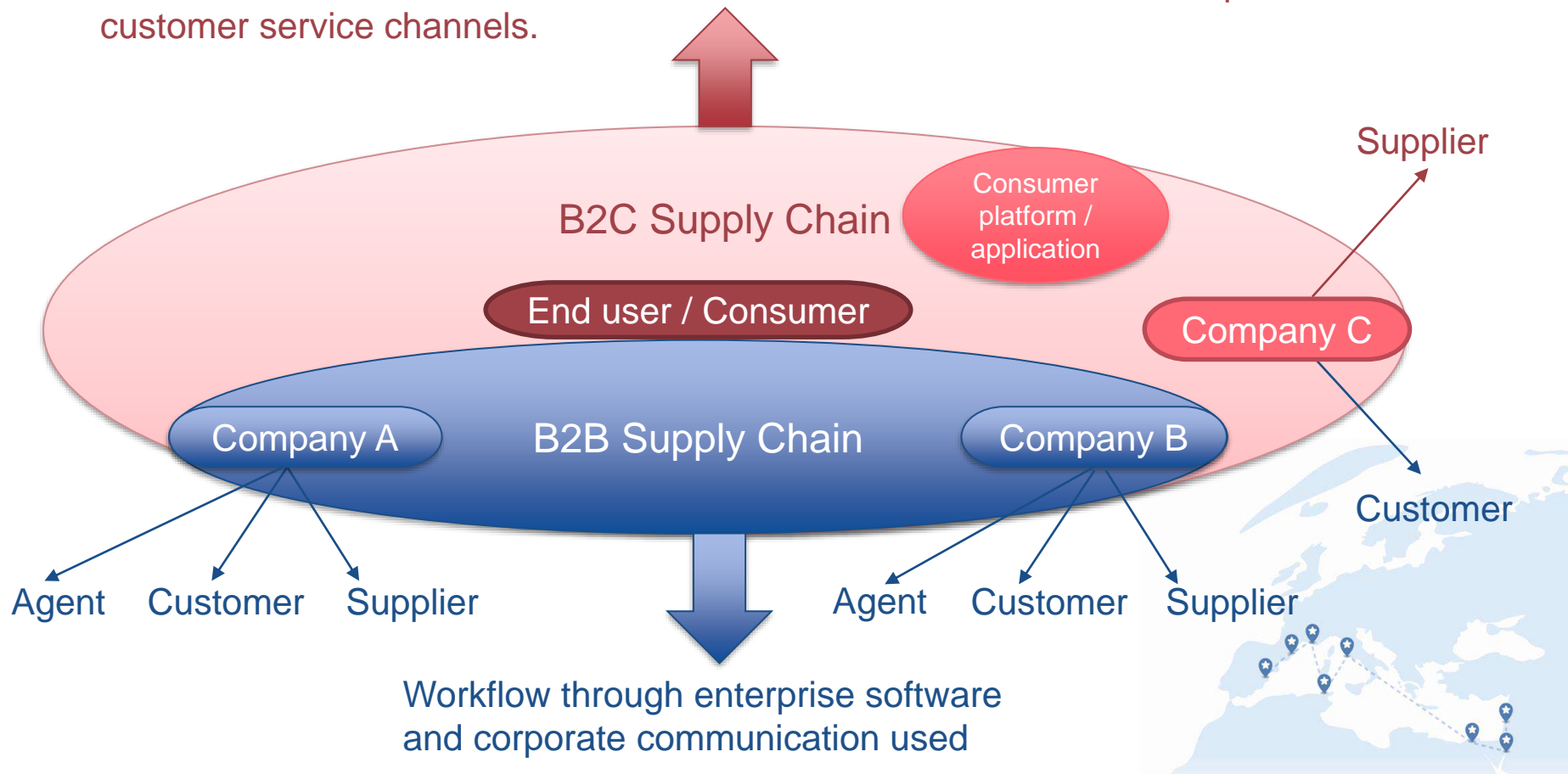


## Introduction (2/2)



- Customer experience: Business-to-Business (B2B) vs. Business-to-Customer (B2C).

Workflow starts and ends in consumer platforms / applications. B2B supply chain is used as a backbone / core network. Communication with end users is performed via customer service channels.





# Enterprise software and modules (1/17)



- Fixed Assets and Fleet management (1/4)
  - Fixed Assets are part of a company's business value / part of the Balance Sheet
  - Assets can be owned, or leased by a company to operate
  - Fixed Assets can be categorized as below:
    - Tangible assets: Terrains, buildings, ships, equipment, vehicles, cranes, forklifts, etc.
    - Intangible assets: Patents, franchises, trademarks and copyrights, software and licenses, know-how, etc.
    - Financial assets: Share capital, cash, stocks, bonds, bank deposits, etc.
  - Fixed Assets modules allow companies to
    - Maintain a clear record and history of their assets in multiple locations
    - Automate the assets' lifecycle
      - From acquisition or manufacturing of the asset
      - Through maintenance, repairs, and depreciation
      - Till the sale or disposal of the asset (when applicable)
    - Automate the calculation of depreciations and (native) integration with financial module
      - Assets are depreciated based on the asset's type and the country's legislation
      - Depreciations and updated asset's net value can be sent to the financial module
      - An asset can be followed-up using many depreciation models
        - » Standard / local depreciation
        - » IFRS or Group, etc.





## Enterprise software and modules (2/17)



- Fixed Assets and Fleet management (2/4)
  - Fixed Assets modules are best used in pair with a finance and accounting module



- Creation of assets' categories, types, and depreciation models
- Creation of sites and specific locations
- Creation of assets and link to category and type
- Sales / disposal of asset
- Transformation of assets and maintenance
- Generation of depreciations
- Update of assets' net worth or accounting value

← Receives

- Purchase invoices / acquisitions
- Manufacturing outputs (if applicable)

→ Sends

- Depreciations
- Updated assets' net worth / value
- Sales / disposal operations



## Enterprise software and modules (3/17)



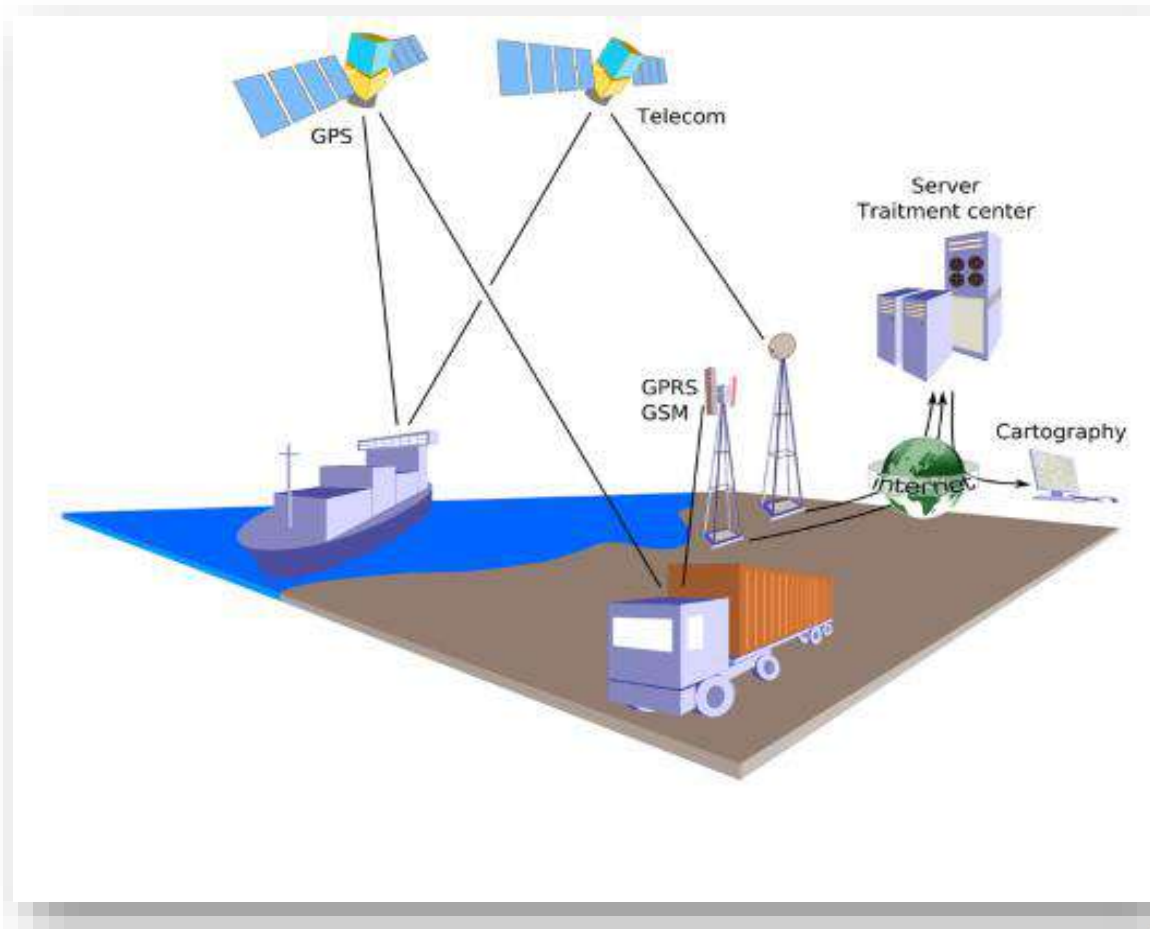
- Fixed Assets and Fleet management (3/4)
  - Fleet management is related to the fleet's day-to-day / operational activities
  - Fleet management solutions are highly dependent on telematics systems
    - Satellite connection coupled with a receiver on land (for ships at sea)
    - GSM and/or Mobile Network connectivity (for vehicles on land)
    - Server for data processing
  - Features include:
    - Interactive dashboard for real-time data
    - Delivery Scheduling and Expected Time of Arrival (ETA)
    - GPS positioning and tracking for location, direction, and speed
    - Routes planning and monitoring (distance covered)
    - Service history and maintenance scheduling
    - Insurance information and port / customs clearances (or equivalent)
    - Fuel information (requires fuel sensor)
    - Alerts and notifications (unexpected events)



## Enterprise software and modules (4/17)



- Fixed Assets and Fleet management (4/4)
  - Telematics systems for fleet management

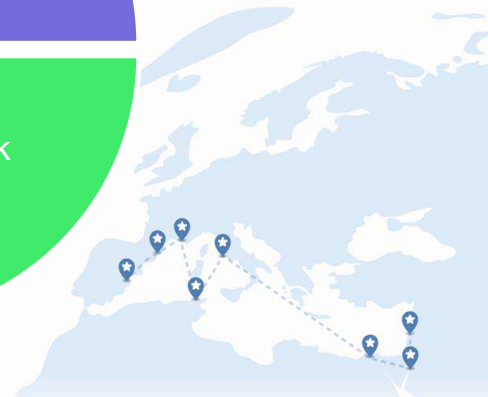
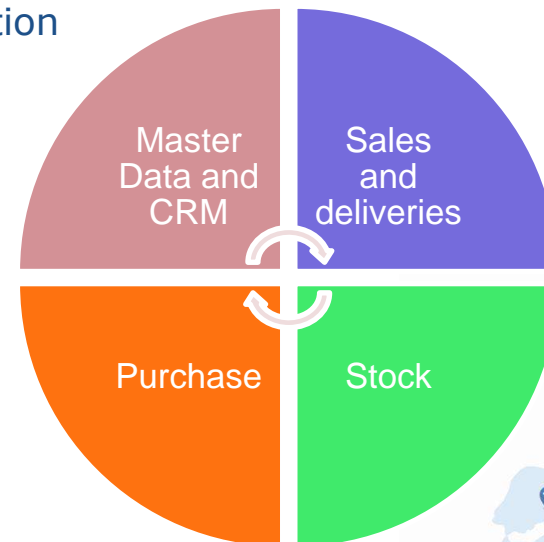


## Enterprise software and modules (5/17)



- Trading and Distribution

- Trading and Distribution forms the backbone of the supply chain. The flow of goods and services can be configured to match the company's processes.
- Holistically, trading and distribution modules are used to manage:
  - Products and services
  - Business partners (prospects, customers, suppliers, agents, employees)
  - CRM
  - Sales and deliveries
  - Procurement/purchases and reception
  - Warehousing, stock, and inventory



# Enterprise software and modules (6/17)



- Master Data
  - Company sites, locations, and addresses (HQ, delivery addresses, etc.)
  - Warehouses, and warehouses configuration/break-down → classification into shelves, aisles, rows, etc.
  - Products and services
    - Goods and services bought/sold from/to the business partners
    - Or used as raw materials for maintenance or manufacturing
  - Business partners
    - Customers
    - Suppliers
    - Agents
    - Employees
  - Sales and purchase documents type (example below)
    - Quote/quotation
    - Sales or purchase order
    - Delivery note or delivery schedule
    - Invoice
    - Credit note or debit note



## Enterprise software and modules (7/17)



- CRM
  - Business negotiations with prospects, following-up with customers, and keeping good relations with suppliers are at the heart of the supply chain. Having accurate and reliable business partners data is the first step for efficient operations, the next steps are keeping-up the efforts and planning the interactions through the CRM module:
    - Contact management
    - Sales representative tasks
    - Sales leads management
    - Customer call center support
    - Knowledge base
    - Marketing campaigns

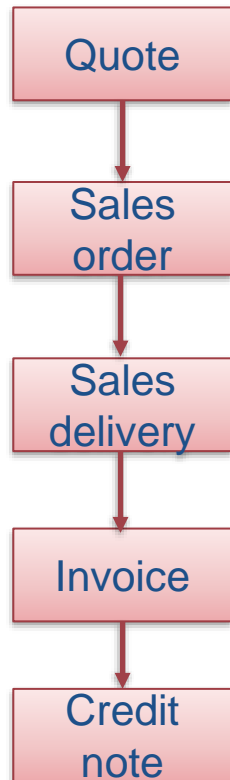


# Enterprise software and modules (8/17)

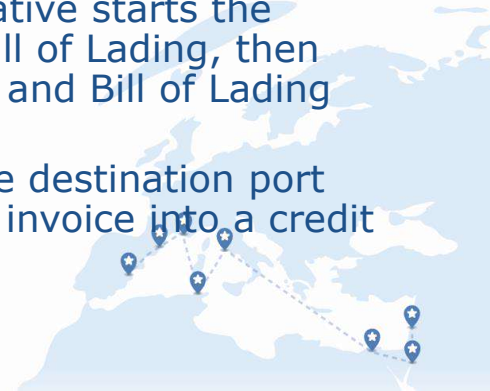


## • Sales

- The sales functionality combines elements from the Master data (products/services, business partners, document types, stock) to feed the configured sales lifecycle. Below is an example of a classical sales lifecycle



- Step 0: The sales representative starts discussions with the customer and checks the customer's credit information
- Step 1: Negotiation with the customer starts and the sales representative generates a quote containing two services (shipping and customs clearance at the port) and sends it to the customer for review
- Step 2: The customer gives positive feedback and the sales representative transforms the quote into a sales order and sends it back
- Step 3: The customer approves the sales order and asks for a discount
- Step 4: The sales representative adds the discounts to the order, transforms it into a sales delivery and send it to the customer for signature
- Step 5: The customer signs-off the sales delivery and transmits it to the sales representative. Upon reception the sales representative starts the execution of the customer's services by generating the Bill of Lading, then transforms the sales delivery into an invoice. The invoice and Bill of Lading are transferred to the customer
- Step 6: The customer receives the wrong container at the destination port and informs the sales representative who transforms the invoice into a credit note invoice and sends it to the customer



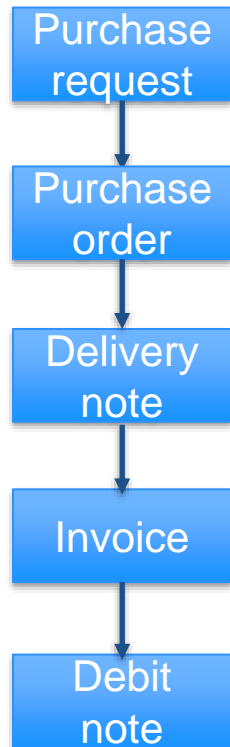


# Enterprise software and modules (9/17)



- Purchase / procurement

- For purchases or a procurement process, the workflow could follow these steps:



- Step 0: The procurement department issues a request for proposal
- Step 1: Multiple suppliers prepare quotations and send them to the procurement officer
- Step 2: The procurement department create the various purchase request in the software to study them
- Step 3: The procurement department decides on a supplier and ask the supplier to send a sales order. Upon reception of the sales order from the supplier, the procurement department transform the purchase request into a purchase order and ask the supplier to start the delivery of the products/services as listed in the RFP
- Step 4: The supplier sends the sales delivery and the procurement team transform the purchase order into a delivery note
- Step 5: Upon reception of the product/services, the procurement department receives the supplier invoice and then transform the delivery note into a purchase invoice
- Step 6: The product or services are damaged upon reception, the procurement department informs the supplier who sends a credit note. The procurement department transforms the purchase invoice into a debit note

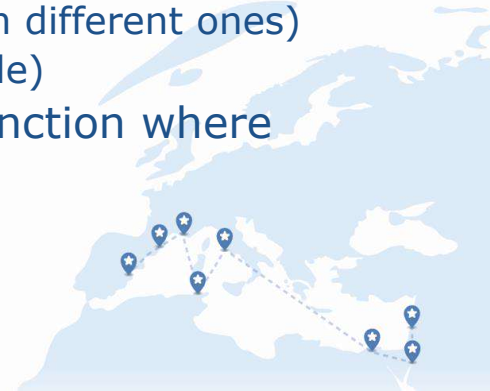


# Enterprise software and modules (10/17)



- **Stock management**

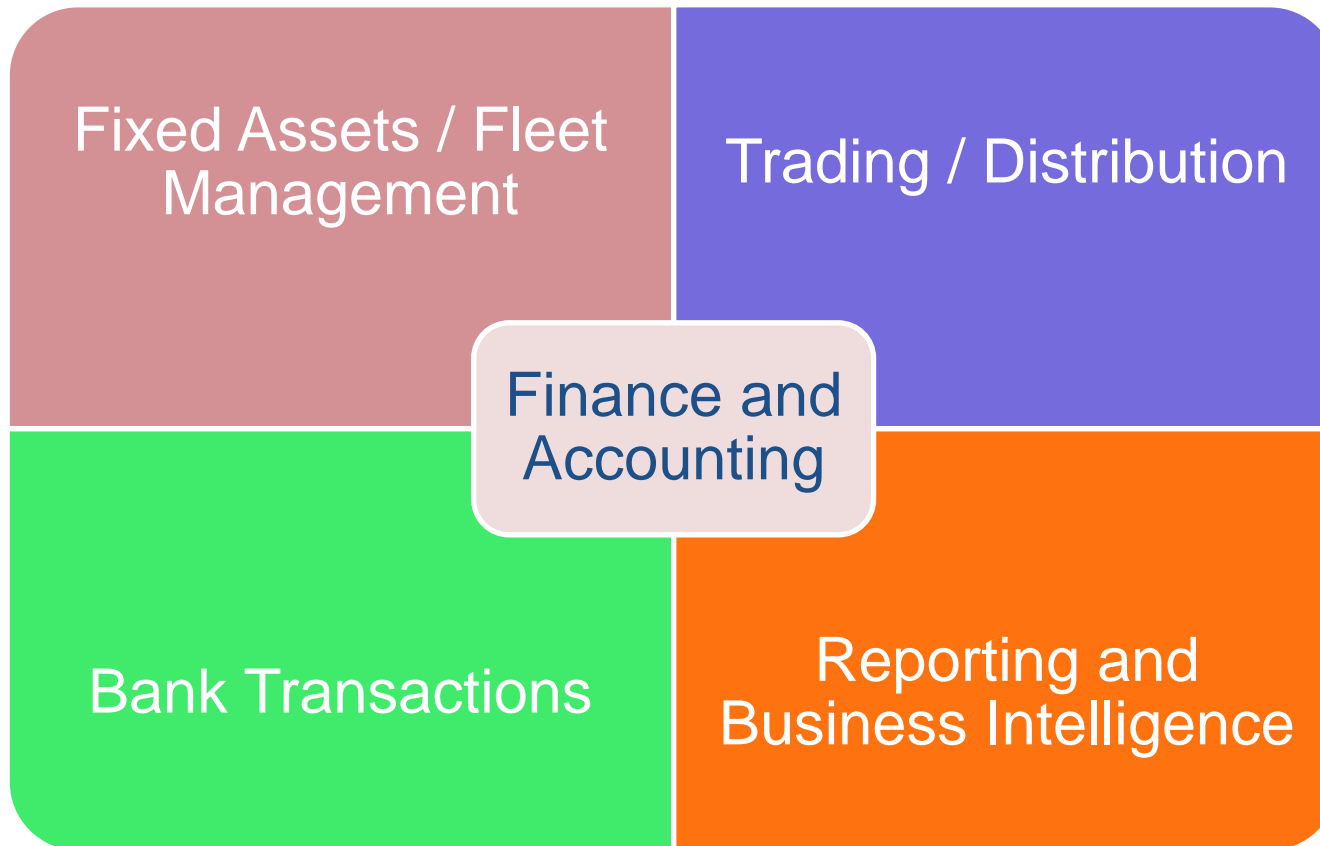
- Sales and purchase document types automatically decrease / increase the stock value. Quotes and purchase requests decrease / increase what is called a provisioned or reserved stock.
- Each warehouse can be divided into components that map the physical locations inside the warehouse
  - Aisles
  - Rows
  - Cabinets
  - Shelves
- Stock and inventory documents exist and are used like sales and purchases documents with the possibility to create from scratch or transform between those documents:
  - Stock entry
  - Stock issue
  - Stock movement (within the same warehouse or between different ones)
  - Internal documents (when a good is damaged for example)
- For inventory management, it is usually a separate function where there is the ability to adjust global inventory levels
  - For individual sites or warehouses
  - For all sites and warehouses



# Enterprise software and modules (11/17)

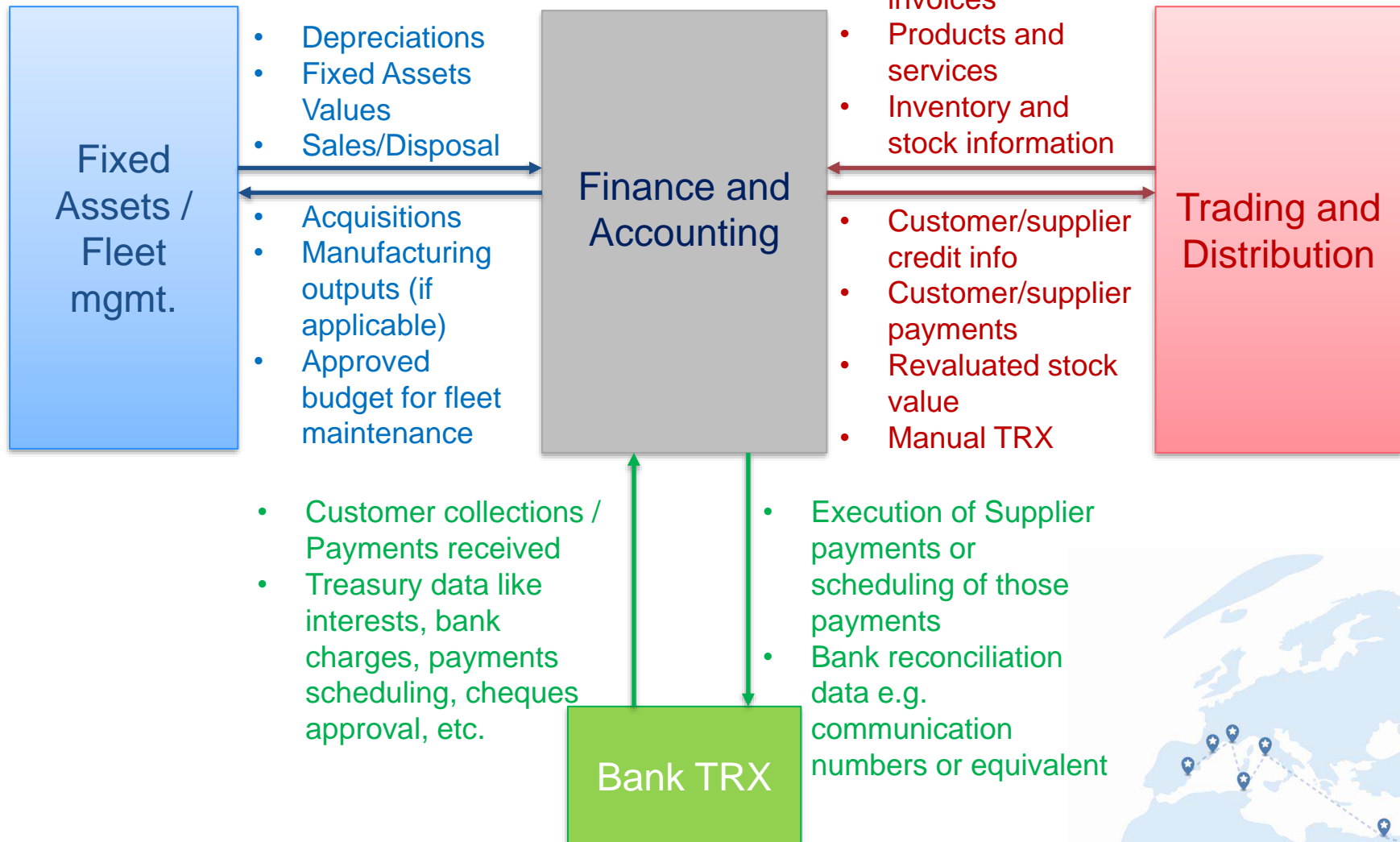


- Finance and Accounting (1/3)



# Enterprise software and modules (12/17)

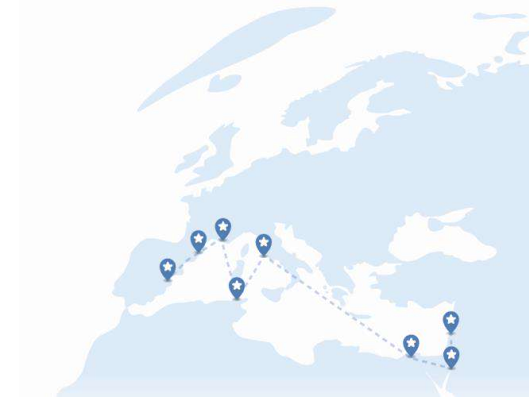
## • Finance and Accounting (2/3)



# Enterprise software and modules (13/17)



- Finance and Accounting (3/3)
  - Master data
    - Currencies and numbers formats
    - Accounts payables and accounts receivables
    - Financial Transactions types definitions
    - Bank transactions definitions
    - Charts of accounts and ledgers
    - Reporting charts of accounts: ex: IFRS or Group
    - Cost charts and analytical dimensions
    - Tax regimes and tax codes
    - Journals definition
    - Banks and bank accounts
  - Processes
    - Transactions posting
    - Expenses management
    - Payments and matching
    - Outstanding balances
    - Currencies revaluation
    - Journal entries
    - Bank reconciliation



# Enterprise software and modules (14/17)

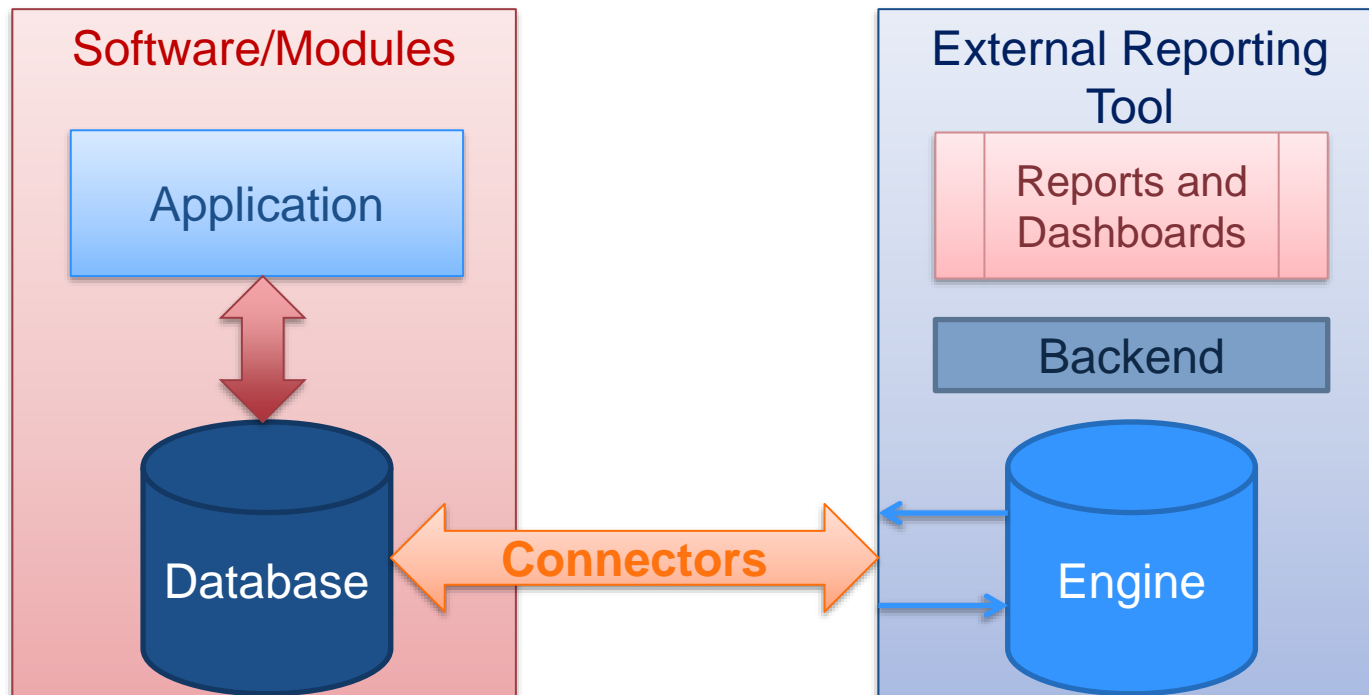


- Reporting and Business Intelligence (1/4)
  - Native reporting capabilities: Each module has its own standard reports
    - Fixed Assets and Fleet management
      - Fixed Assets net value and depreciations
      - Fixed Assets depreciation schedule
      - Fleet status reports
      - Fleet Maintenance scheduling and budgeting
    - Trading and Distribution
      - Business partners reports
      - Sales reports
      - Customer support reports
      - Sales leads and marketing reports
      - Procurement and purchasing reports
      - Products and services reports
      - Stock and inventory reports
      - Deliveries and shipping reports
    - Finance and accounting reports
      - Fiscal reports
      - Accounts payables and accounts receivables reports (Aging balance)
      - Cash flow reports
      - BS and P&L reports (Balance Sheet / Trial Balance / GL)
      - Analytical dimensions and cost accounting reports
      - Budgeting reports



## Enterprise software and modules (15/17)

- Reporting and Business Intelligence (2/4)
  - Using external reporting and Business Intelligence tools



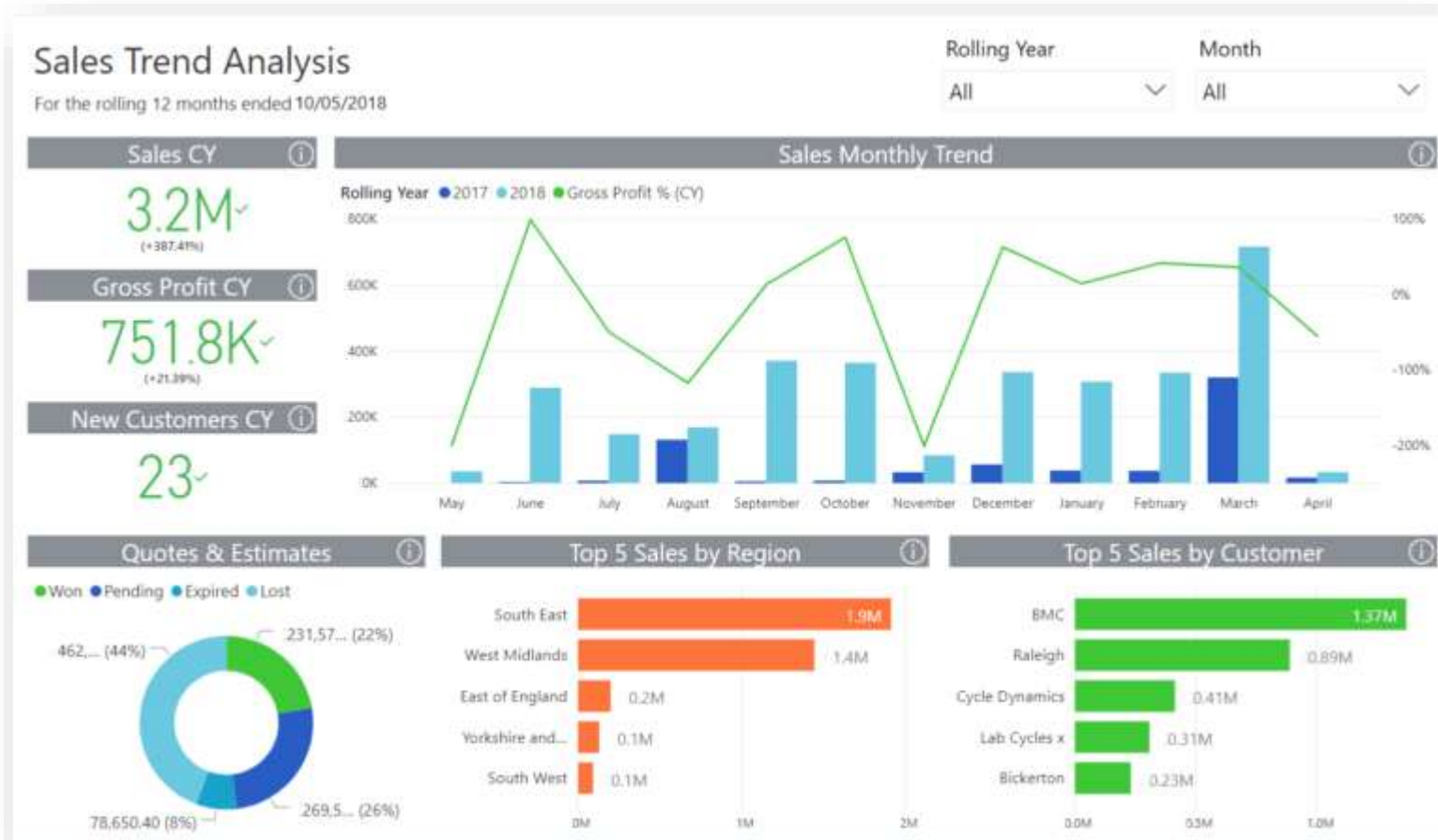
# Enterprise software and modules (16/17)

- Reporting and Business Intelligence (3/4)
  - Business Intelligence dashboards allow managers to have key information available to them quickly and effortlessly



# Enterprise software and modules (17/17)

- Reporting and Business Intelligence (4/4)
  - Business Intelligence dashboards allow for informed decision-making processes





# Infrastructure



## ON-PREMISE

- Servers hosted at the company's facilities
- Network maintenance and updates by the company's IT team(s)
- Applications, software and modules installed on the on-premise servers. Virtualization is possible
  - Database server
  - Print server
  - Load balancer
  - Application server
- Network connectivity and policies provided by the company's IT team(s)
- Cyber security provided by the company's IT team(s)
- High CAPEX
- Low OPEX

## FULL SAAS

- Software as a Service
- Application fully hosted on the cloud by the service provider
- Hosting platform usually decided upon by the service provider
- No installation, maintenance, or updates required by the company buying the service
- Monthly or yearly subscription fees
- Cyber security provided by the service provider
- Company data including sensitive information hosted on the cloud
- Low CAPEX
- High OPEX





## Questions?

Thank you



# CUSTOMS: INSTITUTIONAL FRAMEWORK & GUIDELINES





# مشروع نجم في الجمارك اللبنانية -المسيرة الزمنية

## خلاصة

- إحصاءات التجارة الدولية
- نظام ASYCUDA من الأمم المتحدة "نجم"
- تعريف جمركية مبسطة وفق معايير دولية
- نموذج البيان الجمركي الموحد "SAD"
- نظام تخليص وفق معايير دولية
- إدارة مخاطر (الخط الأخضر والأحمر)
- موقع للجمارك على الانترنت [customs.gov.lb](http://customs.gov.lb)
- تحديث قانون الجمارك 2000



## مشروع نجم في الجمارك اللبنانية -المسيرة الزمنية

### خلاصة

- خدمة جمركية إلكترونية NOOR
- قاعدة بيانات مشتركة للمكلفين TIN مع وزارة المالية لتطبيق VAT
- أنظمة معلوماتية للرقابة اللاحقة
- مركز تدريب جمركي إقليمي في المعهد المالي، بالتعاون بين الجمارك اللبنانية ومنظمة الجمارك العالمية.
- إقامة تواصل الكتروني مع بعض الجهات الرسمية e-gov initiative مثل شركة المرفأ، وزارة الاقتصاد، الضمان الاجتماعي

# التوازن في نظام "نجم"

تسهيل التجارة

تشديد الرقابة

"نور-2" تصفية  
البيانات إلكترونيًا -  
2005

"منار" المانيفست  
الإلكتروني- 2005

"نور-1" إدخال البيانات  
إلكترونيًا - 2001

الرقابة اللاحقة  
"نار" - 2003

"لايت" : خدمات موقع  
الجمارك على الانترنت  
1999

الرقم المالي الموحد  
TIN - 2002

تحرير البضائع  
الخط الأخضر- 1997

معايير الانتقاء  
الخط الأحمر  
1997



# إجراءات تخليص مُبسّطة وحديثة: نجم 2.0

## منطقة نشاط التاجر-المصرّح



## منطقة نشاط الجمارك



# إجراءات تخليص مُبسّطة وحديثة: نجم 2.0

## منطقة نشاط التاجر Trader Zone Activities

تسجيل  
المانيفست من  
الناقل ووسطاء  
النقل

- يحول الناقل المانيفست الإجمالي الوارد الإلكتروني **ويقوم بتسجيله** في نجم.
- يحول وسيط النقل المانيفست التفصيلي الوارد الإلكتروني لضمه إلى المانيفست الإجمالي.

تحضير البيان  
وربط مرفقاته  
إلكترونياً

- إدخال معلومات مشروع البيان.
- ضم نسخ إلكترونية عن البيان الورقي الموقع والمستندات المرفقة.
- يحدّد النظام الرسوم والضرائب المتوجبة، والتأشيرات والقيود المفروضة من الجهات الرسمية



# إجراءات تخليص مُبسّطة وحديثة: نجم 2.0

## منطقة نشاط Trader Zone Activities التاجر

طلب تسجيل  
البيان ورفع  
قيود الجهات  
الرسمية

- يلتزم المصرّح بمندرجات البيان ويطلب تسجيله.
- تستلم الجهات الرسمية المعنية بالقيد نسخة إلكترونية عن البيان الجمركي ومرفقاته.
- يرفع القيد على أساس المستندات، أو بعد الكشف على عينة أو على البضاعة.
- يتم إشعار المصرّح برقم تسجيل البيان وتاريخه.

دفع  
إلكتروني  
عبر المصارف

تجري عمليات الدفع الإلكترونية عبر المصارف التجارية من خلال مواقعها على شبكة الانترنت، وذلك بإدخال رقم تسجيل البيان والمبالغ المتوجّبة.

بعد إتمام العملية، يؤشّر البيان الجمركي إلكترونياً بعملية الدفع ورقم الإيصال الجمركي.



# ROAD TO RECOVERY

annual report 2020  
highlights



UNITED NATIONS



# TRADE AND DEVELOPMENT TRENDS FROM 2020



The value of global merchandise trade was predicted to **↓ 5.6% in 2020** compared with 2019. This is the biggest fall in merchandise trade since 2009, when **trade ↓ 22%**, according to our analysis published in December in the Handbook of Statistics for 2020.



The services sector was hit the hardest by the coronavirus pandemic, **↓ 15.4% in 2020** compared with 2019, the biggest decline in services trade since 1990, the Handbook of Statistics for 2020 showed.



The coronavirus pandemic forever changed online shopping behaviour, according to a survey of about 3,700 consumers in nine emerging and developed economies, conducted by UNCTAD and its partners. It showed that **online purchases ↑ by 6 to 10% points** across most product categories.



COVID-19 devastated the shattered economy of the **Occupied Palestinian Territory**, whose pre-pandemic forecasts in 2020 and 2021 were already bleak, as **GDP per capita** was projected to **↓ 3% to 4.5%**, according to the UNCTAD report on its assistance to the Palestinian people, released in September.

Global foreign direct investment flows







**Global foreign direct investment flows** in the **first half of 2020** were **↓ 49%** compared with 2019, as lockdowns around the world slowed existing investment projects, reported UNCTAD's Global Investment Trends Monitor published in October.



**Global trade** recorded a **↑ 5%** in the **third quarter of 2020** compared with the same period in 2019, showed the second edition of the UNCTAD Global Trade Update published in October.



**The number of ships pulling into ports** to unload and load containers **↑ rebounded in many parts of the world** in the **third quarter of 2020**, hinting to some recovery in global trade following the slowdown caused by the pandemic, according to UNCTAD calculations released in September.



In July, UNCTAD estimated that **the world's tourism sector** would **↓ to \$3.3 trillion** or **4.2%** of **global GDP** if it remained at a standstill for **12 months** due to the coronavirus pandemic.



The coronavirus pandemic cut **global trade values** by **↓ 3%** in the **first quarter of 2020**, according to UNCTAD data published in a joint report by 36 international organizations in May.



**The global economy** loses more than **↓ \$2 trillion annually** due to smuggling, counterfeiting, trafficking of humans and wildlife and other forms of illicit trade, participants heard during the first-ever Illicit Trade Forum convened in February to address this alarming problem.



# FORUMS

- STRONGER COMPETITION AND CONSUMER PROTECTION NEEDED IN THE DIGITAL ECONOMY
- SCIENCE, TECHNOLOGY AND INNOVATION POLICIES CRUCIAL IN COVID-19 RECOVERY.  
UN's COMMISSION ON SCIENCE AND TECHNOLOGY FOR DEVELOPMENT (CSTD).
- EXPLORING POST-CORONAVIRUS DIGITAL ECONOMY SOLUTIONS.











## Secretary-General's UNCTAD15 report to member States

UNCTAD head Mukhisa Kituyi set down a roadmap for health, productivity, prosperity and fixing a fractured global economy scarred by the coronavirus pandemic ahead of the organization's 15th quadrennial conference slated for 3 to 8 October 2021 in Bridgetown, Barbados.

In his report, "Transforming trade and development in a fractured, post-pandemic world," released in December, Dr. Kituyi laid out the issues on which UNCTAD member States could find consensus and framed the discussion for UNCTAD15, where the organization's mandate will be updated and adapted.

He noted that the COVID-19 pandemic hit amid widening inequality, declining economic prospects, mounting vulnerabilities to climate change, and a weakened multilateralism.

Dr. Kituyi pointed to a route out of a fractured picture: expanding the transformative power of productive capacities of all could form the core of a new, more resilient multilateral consensus for accelerating achievement of the Sustainable Development Goals.

# Member States



## Policy pathway to COVID-19 recovery

UNCTAD spent the better part of 2020 analysing the impact of the COVID-19 crisis on trade and development — spanning all industries and sectors and touching on finance, debt, investment, consumer protection, environment, transport, trade, technology and development. In December, it presented to member States a final compilation of seven months of analysis and a set of policy takeaways to guide their post-pandemic decision-making.

## Financing sustainable development in the COVID-19 era

UNCTAD supported member States' deliberations at the UN headquarters in New York on financing the 2030 Agenda for Sustainable Development in the era of COVID-19, under an initiative co-led by Canada and Jamaica, and joined by the UN Secretary-General António Guterres. The discussions tackled external finance and remittances, jobs and inclusive growth, debt sustainability and engagement of private sector creditors. Following discussions by heads of state, UNCTAD was mandated to lead a cluster on finance and technology.





## Keeping global supply chains alive

UNCTAD and its partners highlighted the importance of shipping in the response to the pandemic, urging governments to keep ships moving, ports open and cross-border trade flowing, to ensure much-needed supplies reached their destinations.

We drew global attention to the plight of seafarers, many of whom had their service extended on board ships after many months at sea, unable to be replaced or repatriated after long tours of duty, due to COVID-19 restrictions.

Thanks to joint efforts by UNCTAD and its partners, in December, the UN General Assembly adopted a resolution calling on member States to designate seafarers and other marine personnel as key workers and to implement measures to allow stranded seafarers to be repatriated and others to join ships, and to ensure their unfettered access to medical care.

## Advocating for landlocked developing countries

When borders around the globe close, every country suffers, but those without territorial access to the sea are affected in unique ways. As COVID-19 induced lockdowns globally, in June, UNCTAD and our partners advocated for special consideration for landlocked developing countries.

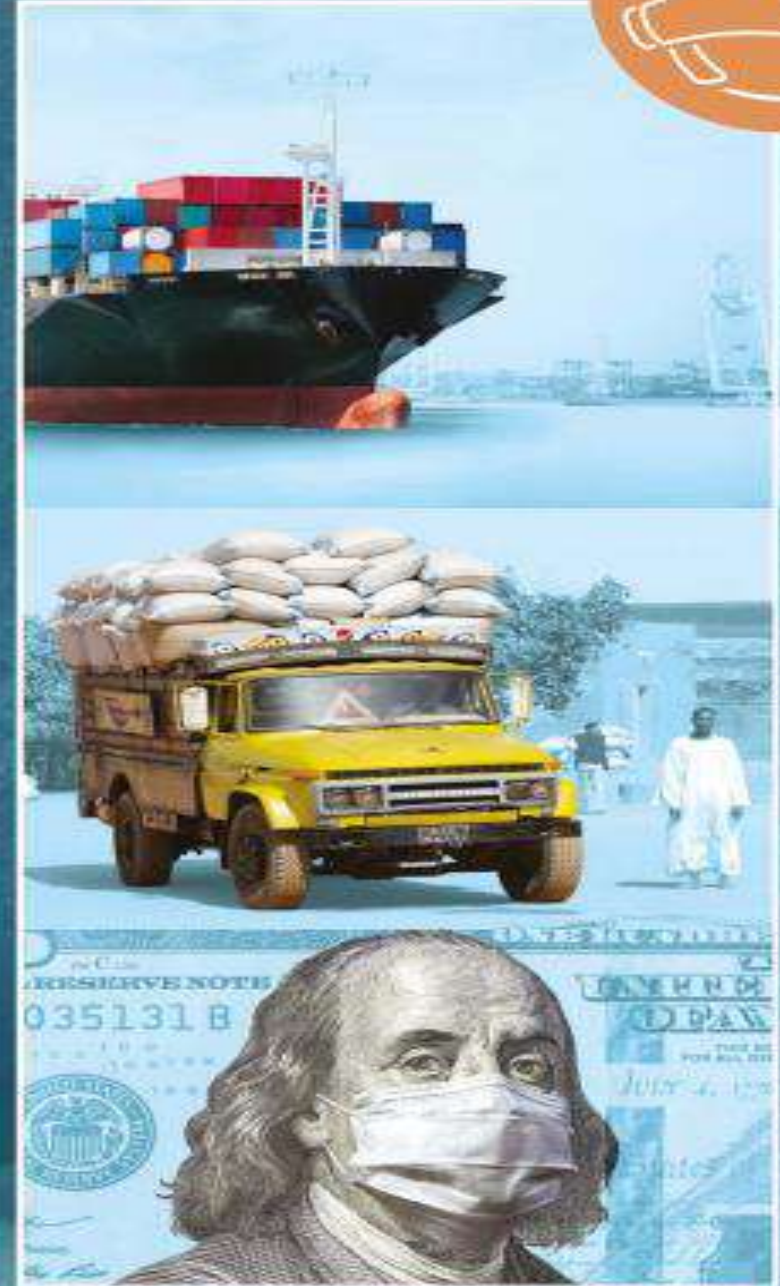
We urged governments to provide smooth transit transport to ensure people in landlocked developing countries had timely access to medical products and basic goods. This would help prevent economic and social conditions in these countries – often the poorest in their regions – from worsening.

## Crisis package for developing countries

As the first wave of the pandemic raged in March, UNCTAD was among the first organizations to call for a crisis package for developing countries to turn expressions of international solidarity into meaningful global action.

UNCTAD called for a \$2.5 trillion package for these countries - \$1 trillion through the expanded use of special drawing rights, \$1 trillion through the cancellation of debts and \$500 billion in grants to fund a Marshall Plan for health recovery.

## Calls for action





## Outstanding communications and external relations results



Thanks to robust communications and external relations activities, in December, UNCTAD emerged **second out of 23 agencies** in the 2020 ranking of the Association of Accredited Media to UN Geneva for its sterling media outreach work.



Also, **readership of UNCTAD's news** on its website leapt 234%, showing increased public interest in the organization's work amid the COVID-19 crisis.

# +234%

## Special Adviser for the Blue Economy

Swiss philanthropist, ocean conservation advocate and entrepreneur, **Dona Bertarelli**, became UNCTAD Special Adviser for the Blue Economy in June.

Ms. Bertarelli, the fastest woman to sail around the world, is helping UNCTAD promote a sustainable blue economy, to ensure the responsible and regenerative use of the ocean, seas and coasts for economic growth, while preserving the health of the ocean ecosystem.

UNCTAD's approach to a sustainable blue economy includes these pillars: economic growth, conservation and sustainable use of the ocean, inclusive social development, science and innovation, as well as sound ocean governance.





# A FREIGHT FORWARDER

IS A PERSON OR COMPANY THAT ORGANIZES SHIPMENTS FOR INDIVIDUALS OR CORPORATIONS TO GET GOODS FROM THE MANUFACTURER OR PRODUCER TO A MARKET, CUSTOMER OR FINAL POINT OF DISTRIBUTION. FORWARDERS CONTRACT WITH A CARRIER OR OFTEN MULTIPLE CARRIERS TO MOVE THE GOODS.

A FORWARDER **DOES NOT** MOVE THE GOODS BUT ACTS AS AN **EXPERT** IN THE LOGISTICS NETWORK. THE CARRIERS CAN USE A VARIETY OF SHIPPING MODES, INCLUDING SHIPS, AIRPLANES, TRUCKS, RAILROADS, AND OFTEN USE MULTIPLE MODES FOR A SINGLE SHIPMENT.

FOR EXAMPLE, THE FREIGHT FORWARDER MAY ARRANGE TO HAVE CARGO MOVED FROM A PLANT TO AN AIRPORT BY TRUCK, FLOWN TO THE DESTINATION CITY VIA AIR-FREIGHT AND THEN MOVED FROM THE AIRPORT TO A CUSTOMER'S BUILDING BY ANOTHER TRUCK.

INTERNATIONAL FREIGHT FORWARDERS TYPICALLY HANDLE INTERNATIONAL SHIPMENTS AND HAVE ADDITIONAL EXPERTISE IN PREPARING AND PROCESSING CUSTOMS DOCUMENTATION AND PERFORMING ACTIVITIES PERTAINING TO INTERNATIONAL SHIPMENTS.





## DOCUMENT TRANSFER FEE/DOCUMENT HANDOVER FEE:

Information typically reviewed by a freight forwarder includes the commercial invoice, shipper's export declaration, bill of lading and other documents required by the carrier or country of export, import, and/or transshipment.

International freight forwarders, NVOCCs, (**Non Vessel Owning Common Carrier**) and customs brokers often **charge** for transferring documents to another transportation company at the destination. This fee is a part of the ocean freight charges, being paid by the importer at the port of discharge in the International Commercial Term (incoterm):

becoming a freight forwarder requires **in-depth** knowledge of various requirements of the business including **regulatory** requirements, knowledge of trade requirements like the **Incoterms**, **Trade Agreements**, **Risk and Liability**, **Dangerous goods information** and **legal requirements**.





## FREIGHT FORWARDING & SHIPPING **SOFTWARE** SOLUTIONS:

We believe that, in the near future, **every freight forwarder will go digital.**

Given the advances in technology and the initiatives that are being done to integrate the various supply chain members, we see **going digital** as a **clear path** for this industry. One that is becoming **easier** to do with time.

Our mission at Logistics, is to **empower** freight forwarders through technology and to allow them **evolve** into the **digital** forwarders that the near-future **needs**.

Integrated **Freight Forwarding** cloud **software** allows: **control & management** of **Air Freight**, **Sea Freight**, **Land Freight**, **Warehouse**, **Transport**, **Customs**, & **integrate** it seamlessly with **CRM**, **Billing**, & **Financial Accounting** online from anywhere, anytime with any device.





# GLOBAL TRADE:

Freight Forwarders,  
de.

strategically with  
partnerships in shipping.

transportation costs,

manage all related

aspects of international

de.  
strategically with  
partnerships in shipping.

strategically with  
partnerships in shipping.

Transportation costs,  
All other things equal  
All related  
Costs of international

ge all related  
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**REGIONE AUTONOMA DI SARDEGNA  
REGIONE AUTONOMA DELLA SARDEGNA**

  
REGIONE AUTÒNOMA DE SARDIGNA  
REGIONE AUTONOMA DELLA SARDEGNA





## FREIGHT FORWARDER PRICING: WHAT ARE THESE EXTRA FEES ON MY INVOICE?

**1. Air Freight or Ocean Freight Forwarder Pricing:** depends on several factors, including the physical size of your export (the dimensions), the origin of the shipment, and the destination.

1. Airline security charge      2. Fuel surcharge.      3. Cargo screening/X-ray fee.

**2. Pickup Charge:** This is the cost associated with **collecting a shipment from a shipper's warehouse.**

**3. Freight Forwarder Handling Fee:** Price list is associated with processing paperwork, copying documents, and preparing the **air waybill/ocean bill of lading** (or other bill of lading). It helps freight forwarders cover the cost of processing & handling shipments. Usually ranges anywhere from \$35 to \$75.

**4. AES Fee:** As an importer you are required by law to use reasonable care when **classifying and declaring** your imports coming into your final destination. As an exporter, you are required by law to perform your due diligence when exporting your products, which includes ensuring that the **Electronic Export Information (EEI)** is correctly filed through the **Automated Export System (AES)**. generally \$30 to \$35.

**5. TSA Security Charge:** Transportation Security Administration (TSA). The airline must **X-ray** or **physically screen** all cargo that goes on the aircraft, and they **apply a fee associated with the physical screening.**









# WHAT IS A LOGISTICS OPERATOR?

A LOGISTICS OPERATOR, ALSO CALLED **A LOGISTICIAN**, RESPONSIBLE FOR THE **MOVEMENT** OF FREIGHT BY **SEA, LAND/RAIL, AND/OR AIR**.

THEIR LOGISTICS DUTIES AND RESPONSIBILITIES INCLUDE **OVERSEEING THE SUPPLY CHAIN FROM POINT-OF-SALE TO DELIVERY OF A PROPERLY WRAPPED PACKAGES ON A CUSTOMER'S DOORSTEP**. VIRTUALLY ALL INDUSTRIES RELY ON LOGISTICIANS TO MOVE EVERYTHING FROM **RAW PRODUCTS** LIKE CRUDE OIL TO **MANUFACTURED GOODS**.

THE LOGISTICS OPERATOR WORKS BEHIND THE SCENES TO MAKE SURE THE **RIGHT MATERIALS** GET TO THE **RIGHT PLACE** AT THE **RIGHT TIME** TO THE **RIGHT PEOPLE** **(4RS)**.

THE JOB REQUIRES **ATTENTION-TO-DETAIL**, COMMUNICATION SKILLS AND FAMILIARITY WITH TECHNOLOGY, SUCH AS PROCUREMENT AND PROJECT MANAGEMENT SOFTWARE AND/OR **ENTERPRISE-RESOURCE-PLANNING (ERP) SYSTEM**.



## Logistics Operator Job Description:

A logistician serves in the role of logistics **coordinator**, negotiating and brokering deals between suppliers and customers. They are tasked with finding **fast, efficient and cost-effective solutions to moving cargo**. Their days are spent troubleshooting unanticipated problems that can occur in: **Ordering, Inventory Control, Warehousing, Packaging, Shipping & Delivery, Customs (Doc.), Insurance.**

- **Order management:** is simply the process of **efficiently tracking and fulfilling sales orders**. It includes the cycle of people, processes, and suppliers to create a positive customer experience. Sales departments give notification to the warehouse to fulfill the **order**, and the **order** is then **shipped to the customer**.
- **Inventory control:** As part of the **supply chain**, **inventory management** includes several different aspects such as **controlling** and **overseeing purchases** from suppliers and customers, **maintaining** the storage of stock, controlling the amount of product for sale and order **fulfillment**. Products are shipped to customers.
- **Warehousing:** Is an integral part of **Logistics & Supply Chain Management System**. For most of the common people, **warehousing** involves just storing of the products while it involves **inbound** functions for storing and **outbound** functions of packing and shipping.

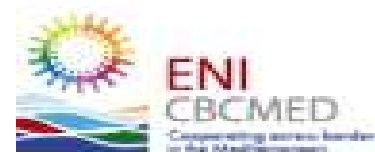




- **Packaging:** is a coordinated system of preparing goods for **safe, secure, efficient and effective handling**, **transport, distribution, storage, retailing, assembling, consumption and recovery, reuse or disposal** combined with maximizing consumer value, sales and hence **profit**.
- **Shipping vs. Delivery:** To put it as simply as possible: **shipping** is the date the product will **leave** the supplier's warehouse, while **delivery** is the date the package will **make it** to the customer's doorstep. The terms are often confusing for customers; however, WE can avoid this by providing two dates: the **shipping** date and **delivery** date.
- **Customs Clearing:** work involves **preparation** and **submission** of documentations required to facilitate export or imports from or to the country, representing client during **customs** examination, assessment, payment of duty and **taking delivery of cargo** from **customs** after **clearance** along with documents.
- **Documents:** Air Waybill/Bill of Lading, Certificate of Conformity, Certificate of Origin, Commercial Invoice, Dock/Warehouse Receipt, Export License, Export Packing List, MSDS for Chemicals, Inspection Report, and Euro1, (For EU Origin Goods)...
- **Insurance:** can facilitate **global supply chains**, by choosing the right policies with the coverage required. **Risk** will always be a factor to **Global supply chain**, and not all risks **can** be mitigated but they **can** be **insured or Covered**.

# HOW CAN YOU CONTROL YOUR TRANSPORT COSTS?

- **The keystone of transport cost control:** The supply chain is made up of a multitude of transport purchasing services provided every day throughout the world. Whether by sea, air, rail or road, these flows give rise to transactions that need to be managed and controlled on a daily basis.
- **Transport software to reduce the costs of your operations:** Because each player in the transport sector plays a very specific role throughout the value chain, Logistics sector has developed specific tools for each of them, enabling them to monitor operations but also to control costs.
- **Controlling the financial risks of freight forwarders:** For freight forwarders, tool such as TMS DDS ERP allows them to control financial risks and calculate their direct and distributed margin.
- **Enable the shipper to define the optimal transport plan at the best price:** Simulation and rate comparison functions guarantee the shipper the optimal choice in the selection of your partners. Higher productivity means savings for carriers.
- **Controlled costs for a global optimization of transport operations:** Whatever the role within the supply chain, the digitalization of transport operations not only allows to control but also, to significantly reduce transport costs.
- **A virtuous supply chain transport at all levels:** It goes hand in hand with increased productivity gains in daily operations.





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**YEP MED**

# MARITIME SECTOR & PORTS

Hinterland connections

**Rami Semaan**

## MARITIME TRANSPORT IN LEBANON

- Maritime transport in Lebanon is the most important channel for external trade.
- There are four main ports in Lebanon, all of which are managed by public entities:  
Port of Beirut - Port of Tripoli - Port of Sidon - Port of Tyre
- The port of Beirut is the main contributor to sea transport.



## BORDER CROSSINGS TO SYRIA

There are 4 main border crossings connecting Lebanon to Syria:

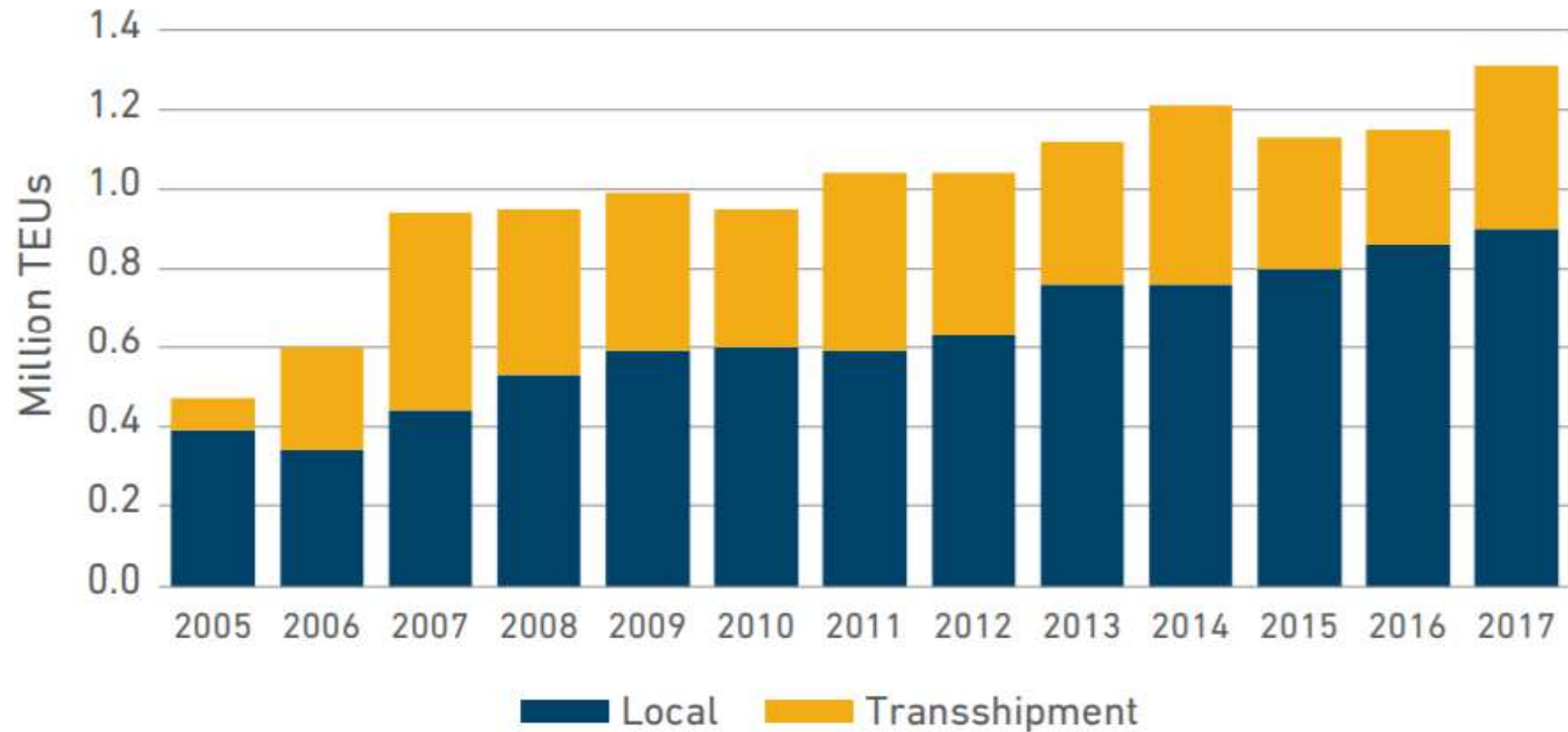
- » Masnaa to Damascus (1-1.5 hours travel time from Beirut)
- » Abboudiye to Aleppo (3-4 hours travel time from Beirut)
- » Al-Qaa to Homs (2-3 hours travel time from Beirut)
- » Aarida to Latakia (2-3 hours travel time from Beirut)

## HINTERLAND CONNECTIONS

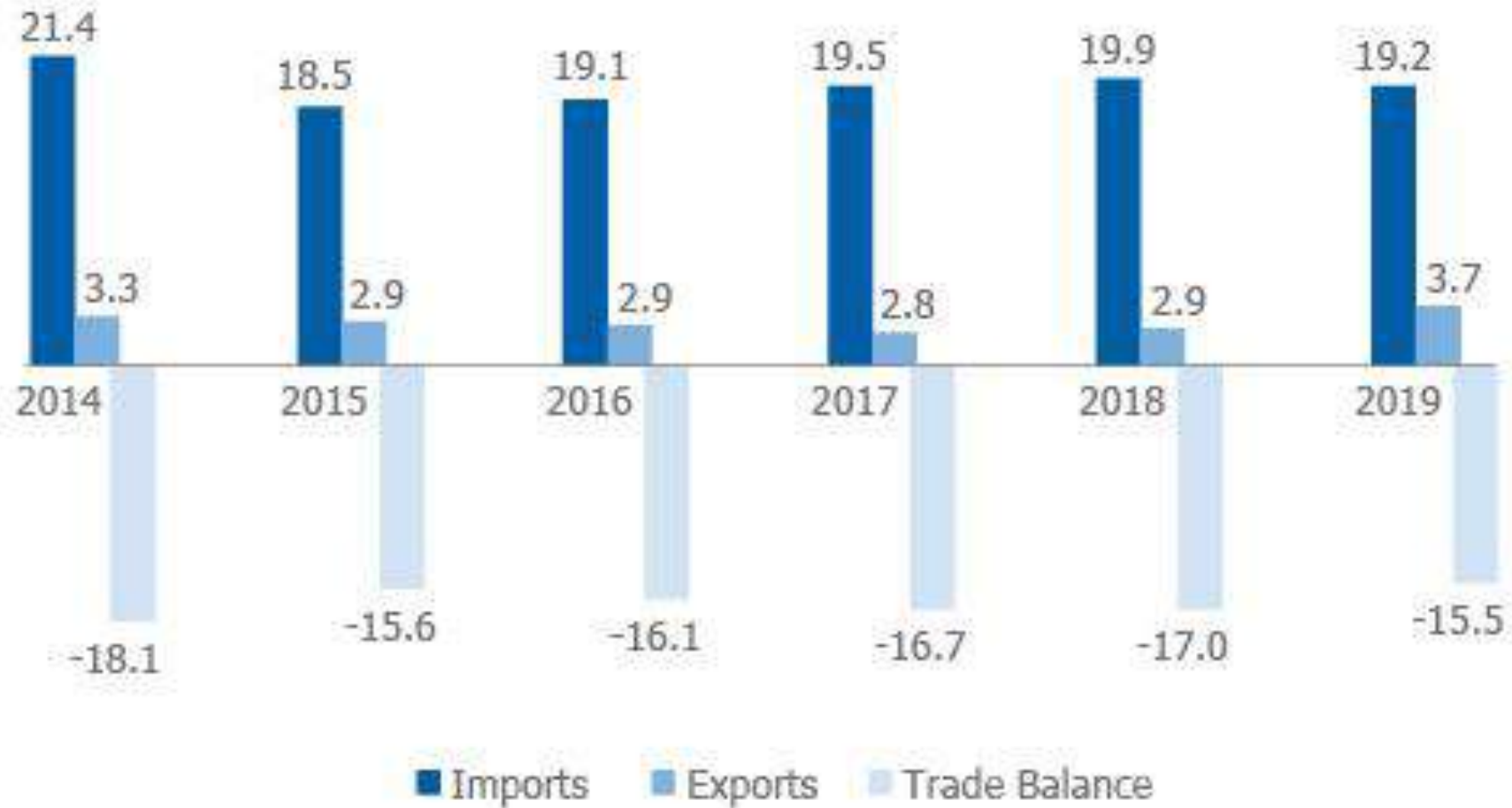
‘The hinterland of a port is the region that uses its services to send goods to or receive goods from overseas.

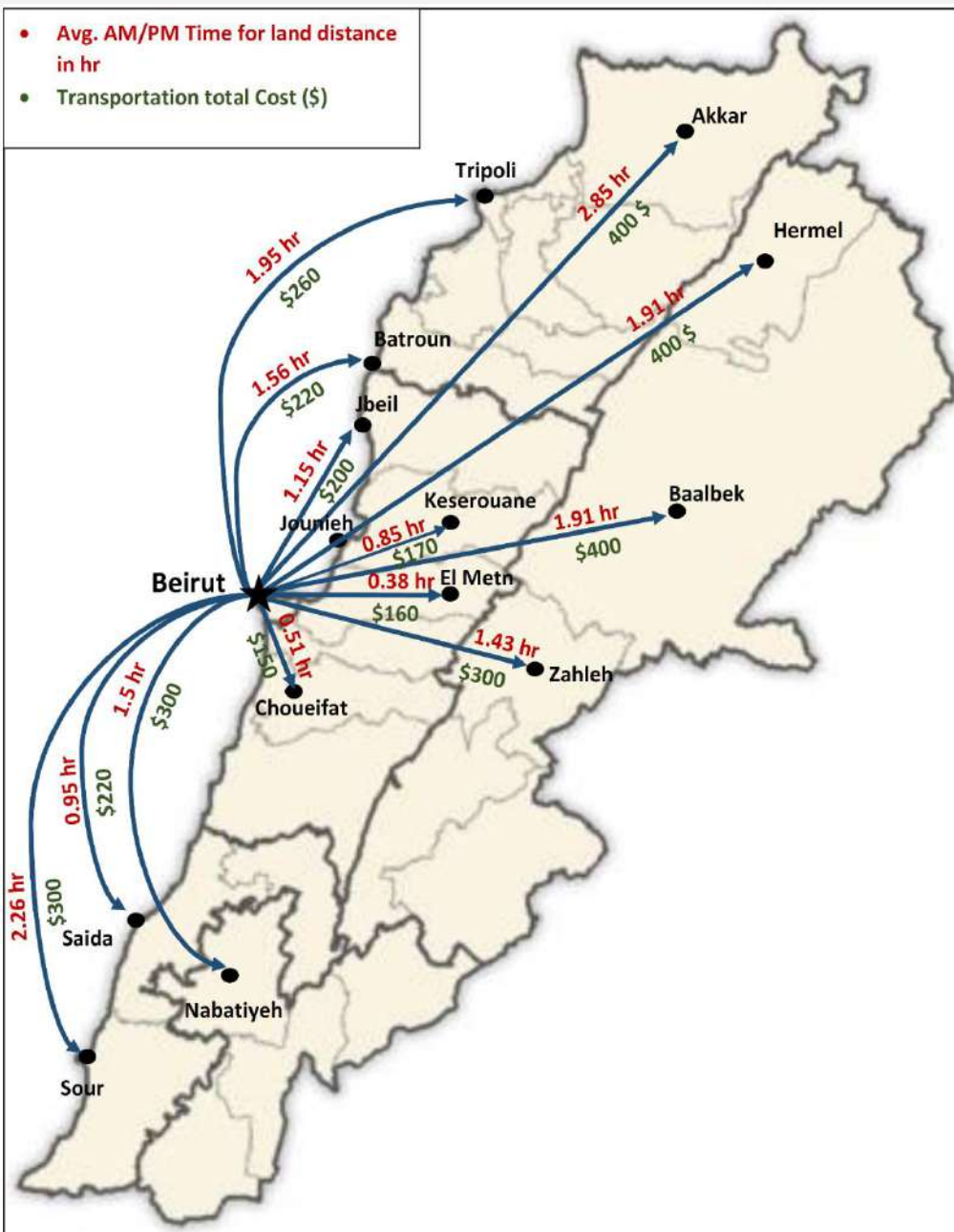
It is served by road, rail, and inland waterways (barges); the foreland of a port consists of the overseas destinations served’

## POB – ACTIVITIES



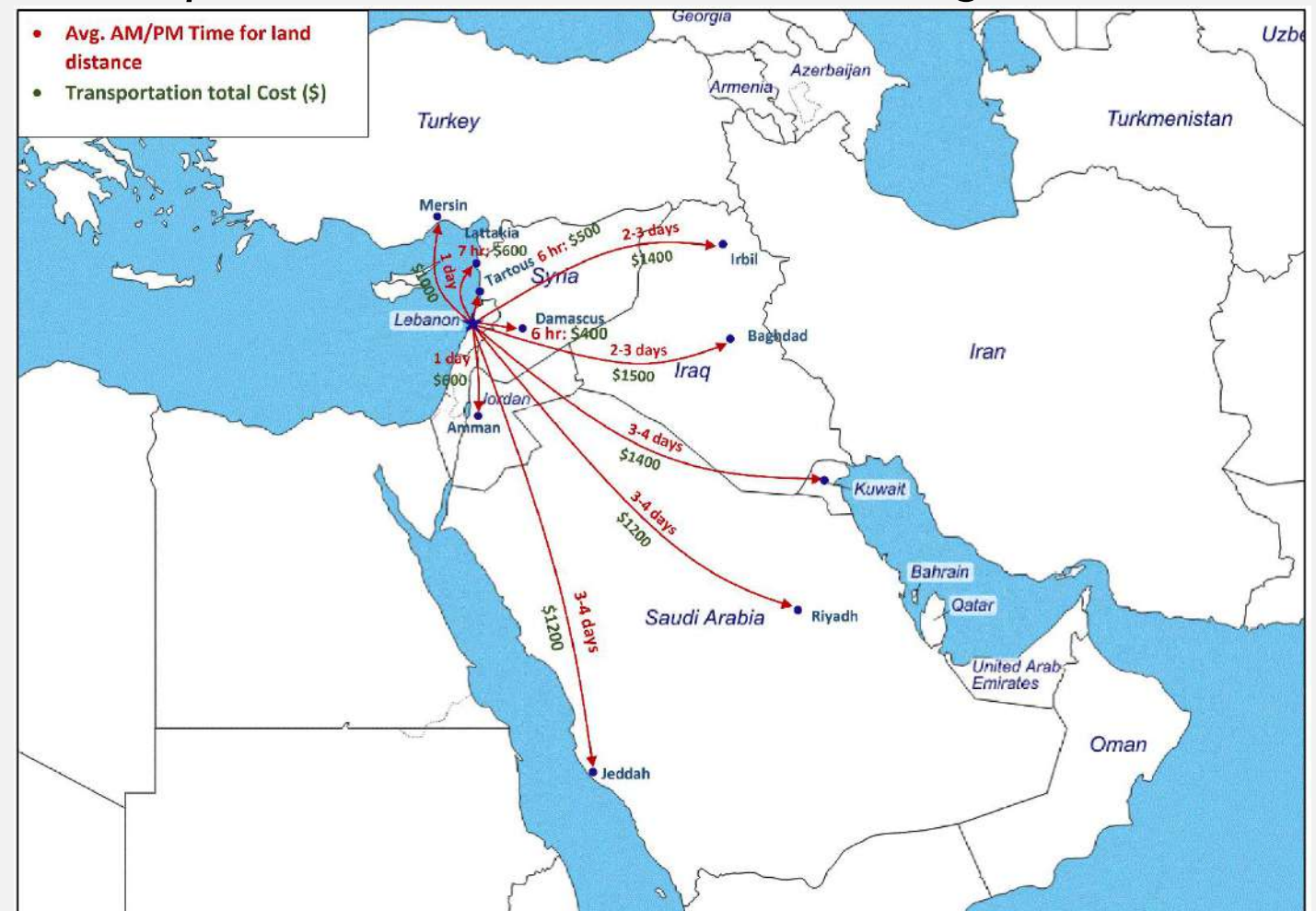
## POB IMPORTS AND EXPORTS





# PORT'S ROLE AT A NATIONAL AND REGIONAL LEVEL

## Transportation Cost at a national and regional level



## TRAVEL TIME FROM CAPITAL CITY TO MAJOR TOWNS HRS. (KM)

	Beirut	Tripoli	Saida	Batroun	Tyre	Aley	Chtaura	Halba (akkar)
Beirut		1.2 (88)	0.75 (46)	1 (56)	1.5 (91)	0.25 (14)	0.75 (40)	2 (114)
Tripoli			2 (136)	0.5 (33)	2.5 (175)	1.5 (92)	1.5 (86)	0.5 (30)
Saida				2 (100)	0.75 (45)	0.75 (43)	1 (66)	1 (55)
Batroun					2 (147)	1 (63)	1 (65)	1 (63)
Tyre						1 (54)	2 (106)	2.5 (204)
Aley							0.5 (28)	2 (116)
Chtaura								1.5 (104)

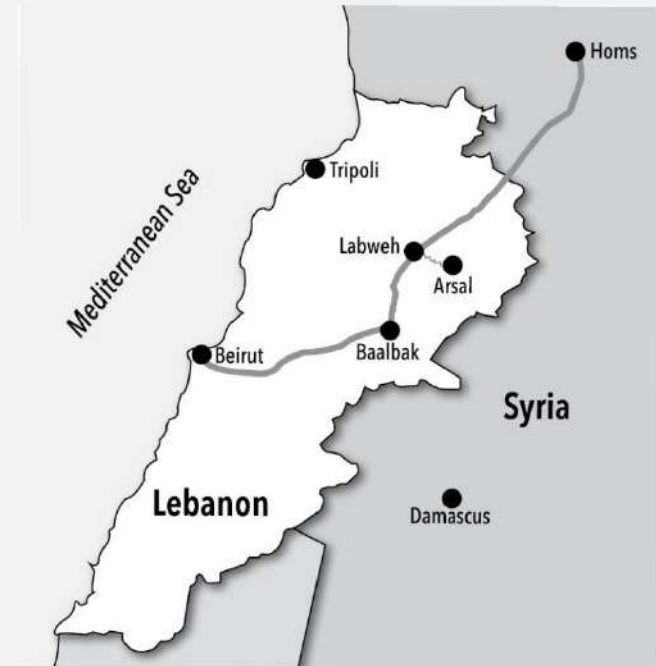


**PORT'S  
ROLE AT A  
REGIONAL  
LEVEL**



## SYRIAN WAR'S EFFECT ON LEBANON'S IMPORTS AND EXPORTS

- The Port of Beirut came under significant pressure following the outbreak of the war in Syria in 2011.
- Imports through Syria's ports were significantly fragmented.
- The Port of Beirut became the main gateway for trade for Syria and Lebanon (which is the “regular” port of central and south of Syria).
- Exporters from both countries have shifted operations from land to sea routes, leading to an increase in exports through the port.

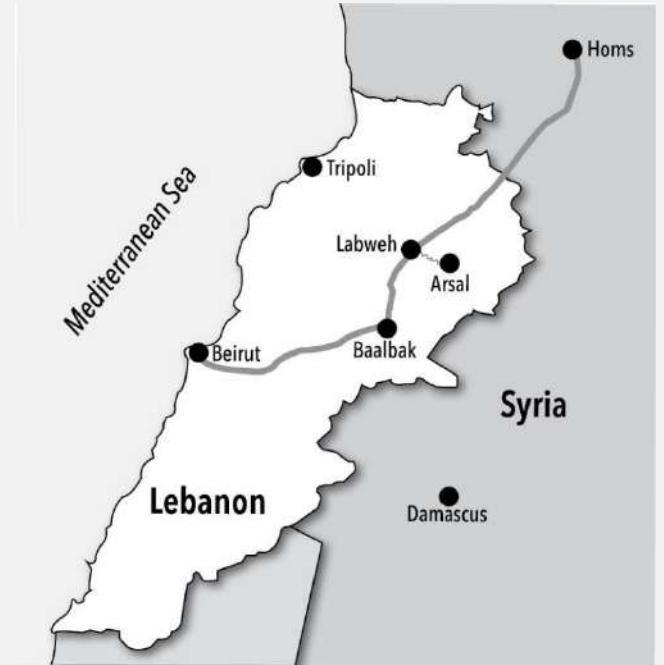


### Border crossings connecting Lebanon to Syria

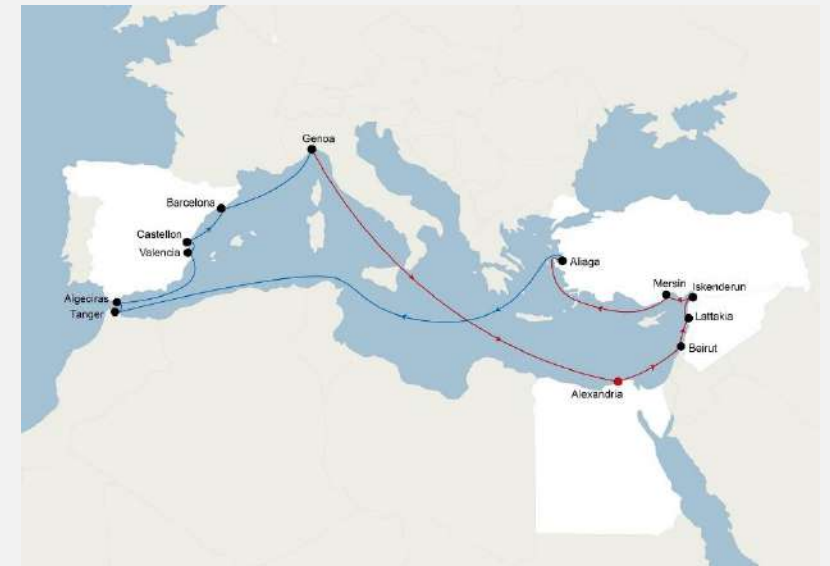
From	To	Travel time from Beirut
Masnaa	Damascus	2 hours
Abboudiye	Aleppo	5 hours
Al-Qaa	Homs	2.3 hours
Aarida	Latakia	3 hours

## AUGUST 04, 2020, BLAST IMPACT

- Huge damage, mainly in the General Cargo Area, Free Zones, Silos, Customs and General Security Administrations.
- The Terminal Container restart operation one week after the Blast.
- Simultaneously the economic and financial crisis pushed to a substantial decrease in the activities (mainly import.
- Exports and transshipment were sustained at acceptable levels.



# PORT'S ROLE AT AN INTERNATIONAL LEVEL



## POSSIBLE FUTURE HINTERLAND CONNECTIONS

- Pan Arab Highway to Damascus that is almost complete (90%)
- Rail tunnels linking Beirut with Bekaa Valley, giving onward connectivity to Syria. (The Parliament passed a law concerning this project in 2020)
- Rail link between Beirut and Tripoli with a further connection to Syria and other Arab countries. (still under consideration).

**THANK YOU**

شكراً

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**YEP MED**

# MARITIME SECTOR & PORTS

Physical space – legal framework and governance

**Rami Semaan**

## OVERVIEW

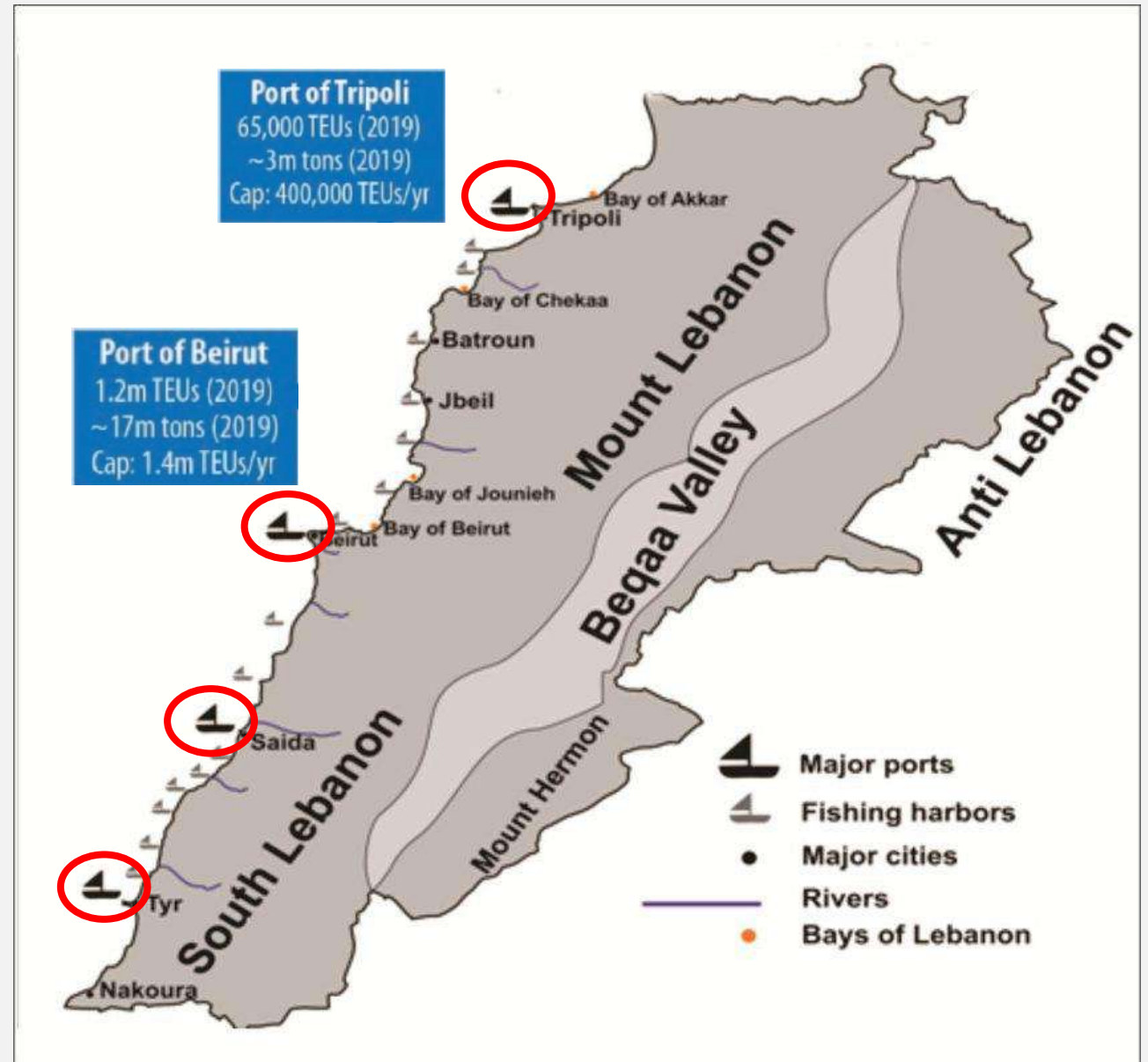
- A port is a maritime facility which may comprise one or more quays where ships may dock to load and discharge the following:
  1. passengers
  2. Cargo
- Ports are extremely important to the global economy, responsible for 70% of global merchandise trade by value.
- Containerization revolutionized maritime transport starting in the 1970s.
- General cargo includes goods packaged in boxes, cases, pallets, and barrels.



## MARITIME TRANSPORT IN LEBANON

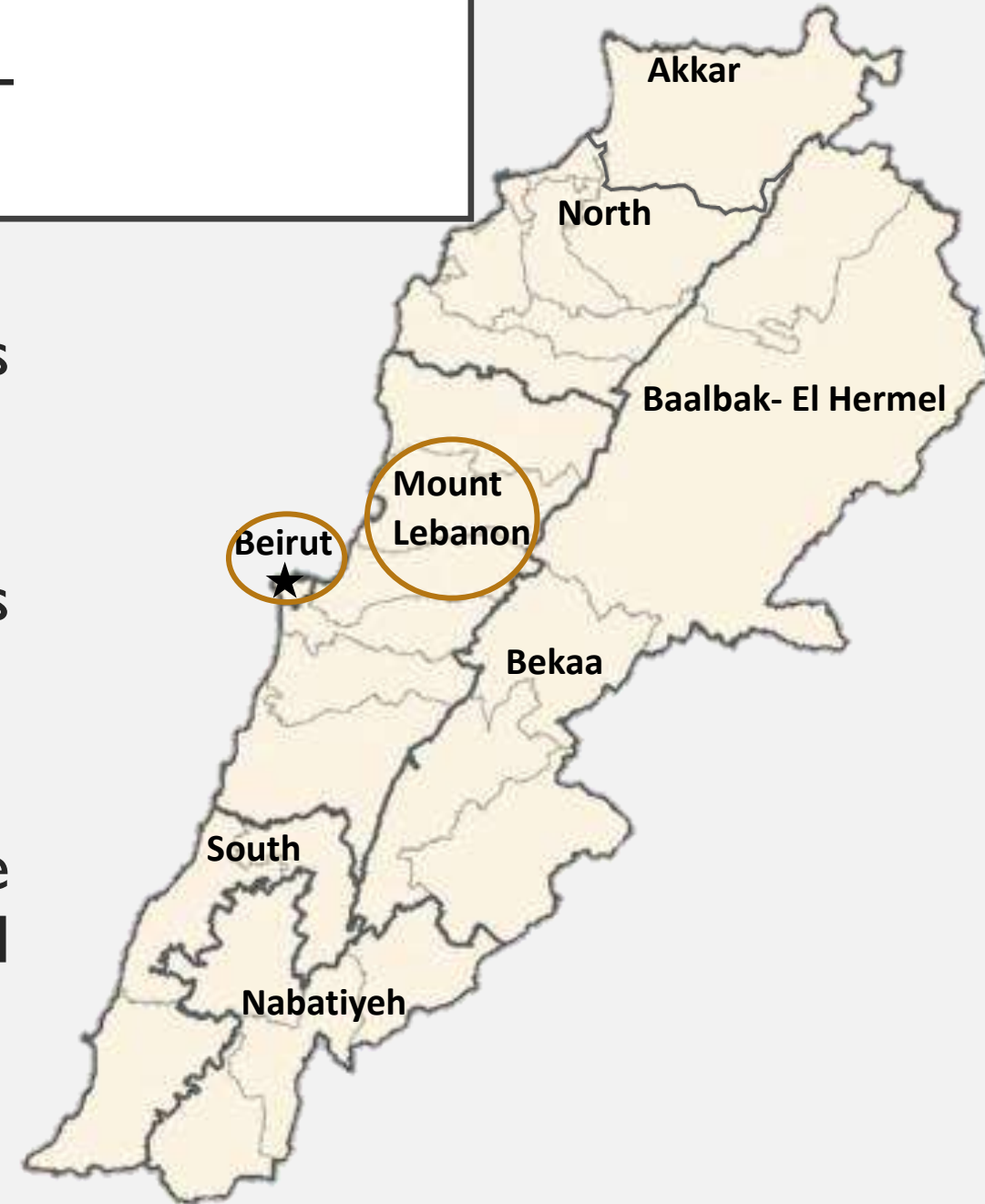
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- There are four main ports in Lebanon, all of which are managed by public entities:  
Port of Beirut - Port of Tripoli - Port of Sidon - Port of Tyr
- The port of Beirut is the main contributor to sea transport.

THERE ARE FOUR  
MAIN PORTS IN  
LEBANON  
PORT OF BEIRUT (1<sup>ST</sup>)  
PORT OF TRIPOLI (2<sup>ND</sup>)  
PORT OF SIDON  
PORT OF TYR

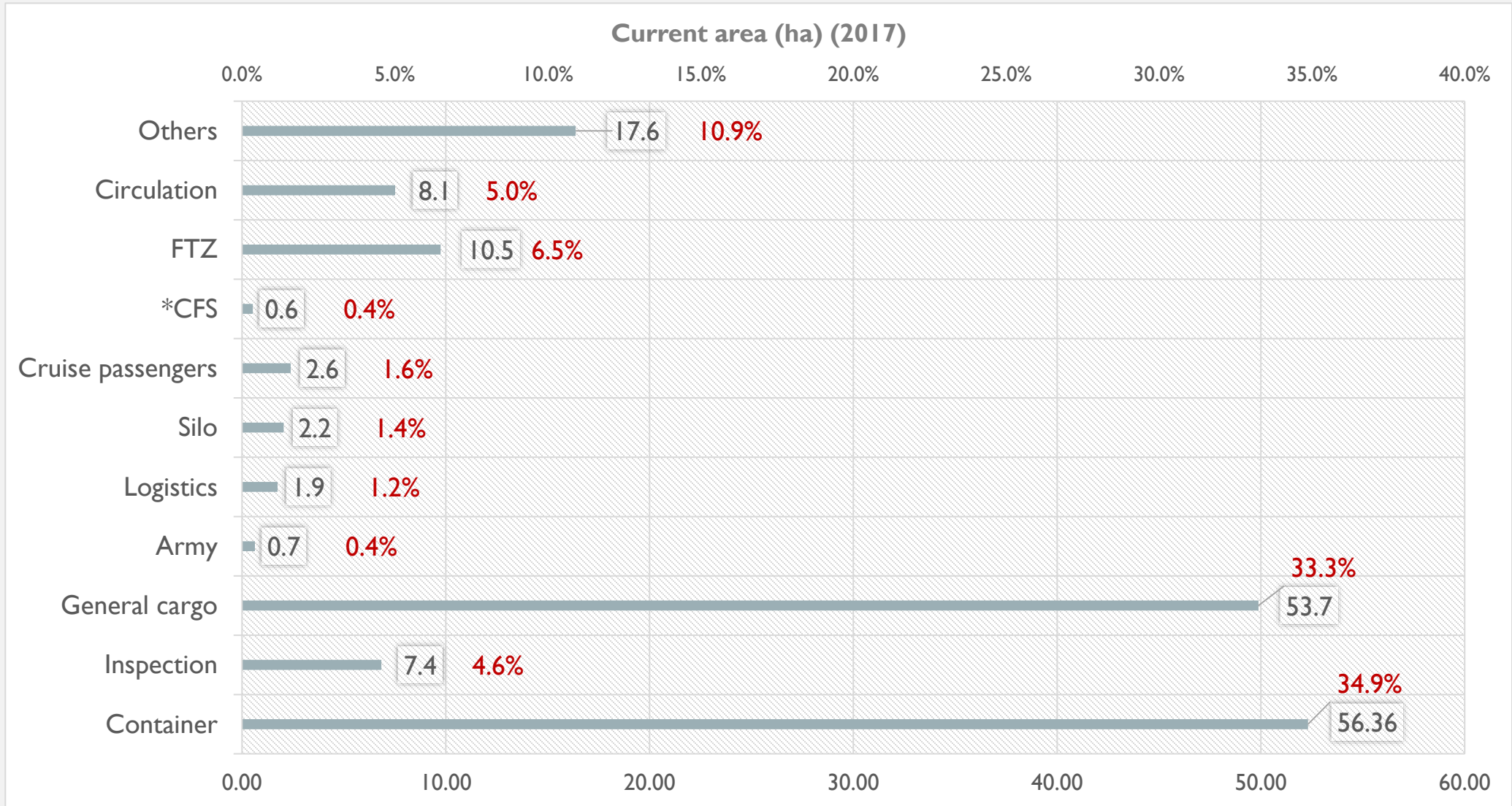


## PORT OF BEIRUT

- The POB handles around 80% of Lebanon's imports and exports.
- It controls over 90% of all containers handled at Lebanese ports.
- Most import cargo handled (65%) at the POB is destined for the City of Beirut and the Mount Lebanon district.



# PORT OF BEIRUT



## PORT OF BEIRUT

Year	2017	2018	2019
Nbr. Ships	2261	2242	2132
Total TEU (In/Out/Full/Empty, Local+ Transshipment)	1,305,038	1,305,755	1,229,081
Goods Imp. & Exp. (G.C. + Containers) (Tons)	8280.9	8216.8	8736.6

# POB'S PHYSICAL CAPACITIES

## LEGEND:

- █ Container Terminal Gate
- █ Port Gate
- █ Warehouse
- █ Parking Area for Trucks
- █ Port Administration Building
- █ Port Administration Parking
- █ Container Terminal
- █ Bank and Insurance
- █ Silo
- █ Public Parking
- █ Free Zone
- █ Logistics
- █ Customs Area
- █ Main Road
- █ Vehicle Stocking
- █ Import Inspection
- █ Port Beirut Limits



## Quay Physical Characteristics

	Length (m)	Depth (m)
Quay 1	252.85	3.00
Quay 2	327.00	6.00
Quay 3	259.27	6.00 to 8.00
Quay 4	187.00	8.00
Quay 5	203.33	8.00
Quay 6	300.00	8.00
Quay 7	341.66	8.50 to 10.50
Quay 8	220.00	13.00
Quay 9	350.00	10.50
Quay 10	450.00	10.50
Quay 11	350.00	10.50
Quay 12	242.00	13.00
Quay 13	300.00	11.00
Quay 14	450.00	11.00
Quay 15	290.00	11.00
Quay 16	600.00	15.50

# PORT OF BEIRUT GOVERNANCE

## **CONCESSION ENDED**

Concession for the Compagnie de Gestion et d'Exploitation du Port de Beyrouth (CGEPB) ended.

1990

NOW

## **TEMPORARY COMMITTEE**

the PoB has been a national public property managed by a temporary administrative committee.



# CONTAINER TERMINAL OPERATIONS

## OPERATIONS

Subcontracted by the authorities to the Beirut Container Terminal Consortium (BCTC).

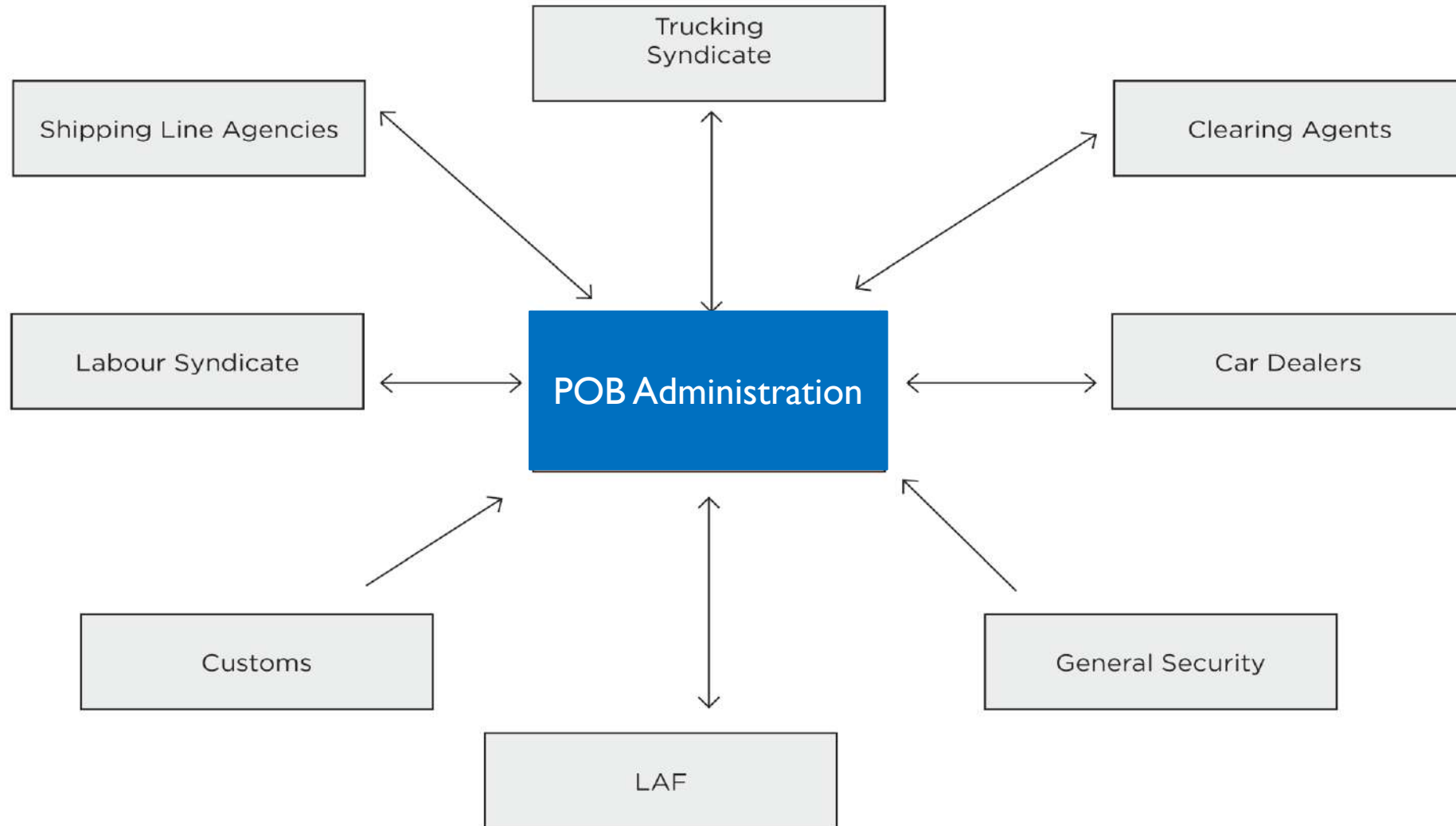
## CONTRACT

BCTC signed a ten-year management contract in 2005

## RENEWAL

Contract extended for five years in 2015  
renewed on a three-month rolling basis

# POB'S MANAGEMENT AND INSTITUTIONS



# POB'S MANAGEMENT AND INSTITUTIONS



## Customs

- Import/export of all cargo
- Payment of tax
- Inspection of requested containers.



## LAF

- Security surveillance throughout the port
- Security checks at all the gates.
- PoB has no direct control over LAF activities



## General Security

- Control and security of all persons and trucks entering and exiting the port
- Control the issuing of Port permits.



# POB'S MANAGEMENT AND INSTITUTIONS



## Shipping line Agencies

PoB engages directly for contractual agreements and logistical coordination.



## Clearing agents syndicate/ Trucking syndicate/ Labor syndicate

All the concerns are voiced to The PoB Administration and lobbied via the representatives of these syndicates

## Car Dealers

PoB directly interfaces with car dealers and ensures that the best interests of its customers are upheld





FAKHOURY MOTORS



## PORT OF BEIRUT GOVERNANCE - CHALLENGES

- Beirut port governance structure does not enforce stakeholders integration
- There are multiple entities with overlapping mandates
- The port needs a regulatory framework

# POSSIBLE FUTURE LEGAL FRAMEWORK



	Model	Model Framework	Applicability
1	SWWA Stay where you are	<ul style="list-style-type: none"><li>• Current situation of the PoB</li><li>• Operates on the principle of continuity (immediate successor to the 1960 concession)</li></ul>	
2	Full Nationalization	<ul style="list-style-type: none"><li>• State owns, carries out the planning, development, activities, operation, and maintenance of the port.</li><li>• No private sector contribution</li></ul>	

# POSSIBLE FUTURE LEGAL FRAMEWORK



	Model	Model Framework	Applicability
3	Full Privatization	<ul style="list-style-type: none"><li>• Ownership of the port and the conduct of all its activities lies in the private sector's hands.</li><li>• Main goal is making profit</li></ul>	
4	Decree 4517 Entity	<ul style="list-style-type: none"><li>• Public sector entity established to manage, operate, and develop a State-owned port</li><li>• Employees not considered civil servants</li></ul>	





# POSSIBLE FUTURE LEGAL FRAMEWORK

	Model	Model Framework	Applicability
5	The Port Autonome	<ul style="list-style-type: none"><li>• Management and development of State-owned ports on a substantially autonomous basis</li></ul>	
6	State Corporate Entity	<ul style="list-style-type: none"><li>• Public corporation established by the Government. The majority of shares are owned by the Government</li><li>• State holds 100% of the shares but may sell some or all (at a timing of its choosing)</li></ul>	

# POSSIBLE FUTURE LEGAL FRAMEWORK

	Model	Model Framework	Applicability
7	Joint Venture	<ul style="list-style-type: none"><li>• Joint venture between a 100% state corporation and a private sector company</li><li>• Effective in the development of container terminals</li></ul>	
8	1887 PoB Concession	<ul style="list-style-type: none"><li>• Single concession holder enjoys exclusive rights of management, operation and development subject to conditions and to royalty fees</li><li>• Operation is within the private sector and the finance for development is raised without reliance on State funds</li></ul>	

## POSSIBLE FUTURE LEGAL FRAMEWORK

	Model	Model Framework	Applicability
7	PoB 1960 Contract Management	<ul style="list-style-type: none"><li>A private company manages and operates the port on behalf of the State with a fee participation in the revenues arising</li></ul>	
8	Solidere	<ul style="list-style-type: none"><li>Property development company established and limited by Law as to its duration and objects</li><li>Largest publicly quoted company in Lebanon</li></ul>	

## I - SWWA – PROS AND CONS

### PROS

Everybody knows it

Has good output levels

Significant degree of autonomy

Raises its own funding

Skills of port operator subcontractors

### CONS

It is temporary, has no long-term strategy

Not commercial in outlook

No property title and no legal basis

Relies on sub-contracting

Political interference lack in management continuity

# I- SWWA – BENCHMARK

Beirut Port  
- Lebanon  
2005 - Present



## 2- FULL NATIONALIZATION

### PROS & CONS

PROS	CONS
Takes control and assumes all risk.	Costs of compensating the private sector for dispossessed activities
Assumes all risks	Insufficient professional & experienced personnel
Enjoys all revenues and profits	More bureaucracy and inefficiency
Owens the family silver	Insufficient financial sources for development
Avoids destructive market competitive forces	Highly regressive step (from SWWA)



## 2- FULL NATIONALIZATION PROS & CONS



Port of  
Colombo  
– Sri Lanka  
1958 - Present



### 3- FULL PRIVATIZATION PROS & CONS

#### PROS

Asset sale provides cash-back

Introduction of market forces

Improves efficiency and productivity

Introduces private capital

A highly progressive step

#### CONS

Loss of control

Irreversible process

Risk of monopolistic abuse

Conflict of interest with national economic planning goals

Needs regulation

### 3- FULL PRIVATIZATION PROS & CONS

Port of Liverpool  
England  
2005 - Present



## 4- DECREE 4517 ENTITY PROS & CONS

PROS	CONS
Public service orientation	Civil service orientation
Assets held and controlled by the State	Rigid management – Lack of flexibility
	Subject to political interference
	Limited freedom to act independently
	Not subject to market forces

## 5- THE PORT AUTONOME PROS & CONS

PROS	CONS
Asset sale provides cash-back	Loss of control
Introduction of market forces	Irreversible process
Improves efficiency and productivity	Risk of monopolistic abuse
Introduces private capital	Conflict of interest with national economic planning goals
A highly progressive step	Needs regulation



## 5- THE PORT AUTONOME PROS & CONS

Port of Dakar - Senegal  
1866 - Present



## 6- STATE CORPORATE ENTITY PROS & CONS

PROS	CONS
Increases degree of freedom	Political interference can remain
Introduces commercial structures and the discipline of the marketplace	Full private sector incentivisation may not be achieved
continued coordination in the context of government policy	Personnel, procedures and attitudes of former state sector public body may continue
Land and physical assets can be redeveloped and sold as an internal source of finance	Improvements in efficiency may be difficult to achieve
Risks are controlled and decisions can readily be reversed if things do not work out	

## 6- STATE CORPORATE ENTITY PROS & CONS



Philadelphia Port  
– USA  
1958 - Present



## 7- JOINT VENTURE PROS & CONS

### PROS

State remains a stakeholder in a corporate system

Allows private sector to participate through competitive international tender

Introduces private sector disciplines in a corporate board and management structure

Allows for competition and regulation

Could pick up the procedures of the previous concession structure

### CONS

State sector control is reduced

Only formed for a specific purpose and may not be sufficiently flexible

A compromise between political ideology and private purpose

Scope for political interference remains

Poor teamwork in the boardroom may lead to dispute

## 7- JOINT VENTURE PROS & CONS

Port of Shanghai  
China  
2003 - 2021



## 8- 1887 POB CONCESSION PROS & CONS

### PROS

International tender could be called to attract high quality port management expertise

private sector would have maximum involvement

State retains ownership of lands & reversionary interest at the end of the concession

No further state funds would be required for development

Alternative source of capital receipts and future revenues for the state

### CONS

The State is not in control

Risk of monopolistic abuse

Substantial redundancy of personnel management

risk of "no bids" if armed forces maintain a security presence & control port entry and exit

## 8- 1887 POB CONCESSION PROS & CONS



Beirut Port  
Lebanon  
1887 - Present

## 9- POB 1960 CONTRACT MANAGEMENT PROS & CONS

### PROS

International tender can be called to attract high quality port management expertise

Private sector has substantial involvement

State would retain ownership of its lands and the primary rights over their use

Rents, royalties, and other revenues would be collected on behalf of the State at low cost

State is in control at an intermediate level

### CONS

State needs to fund any further development

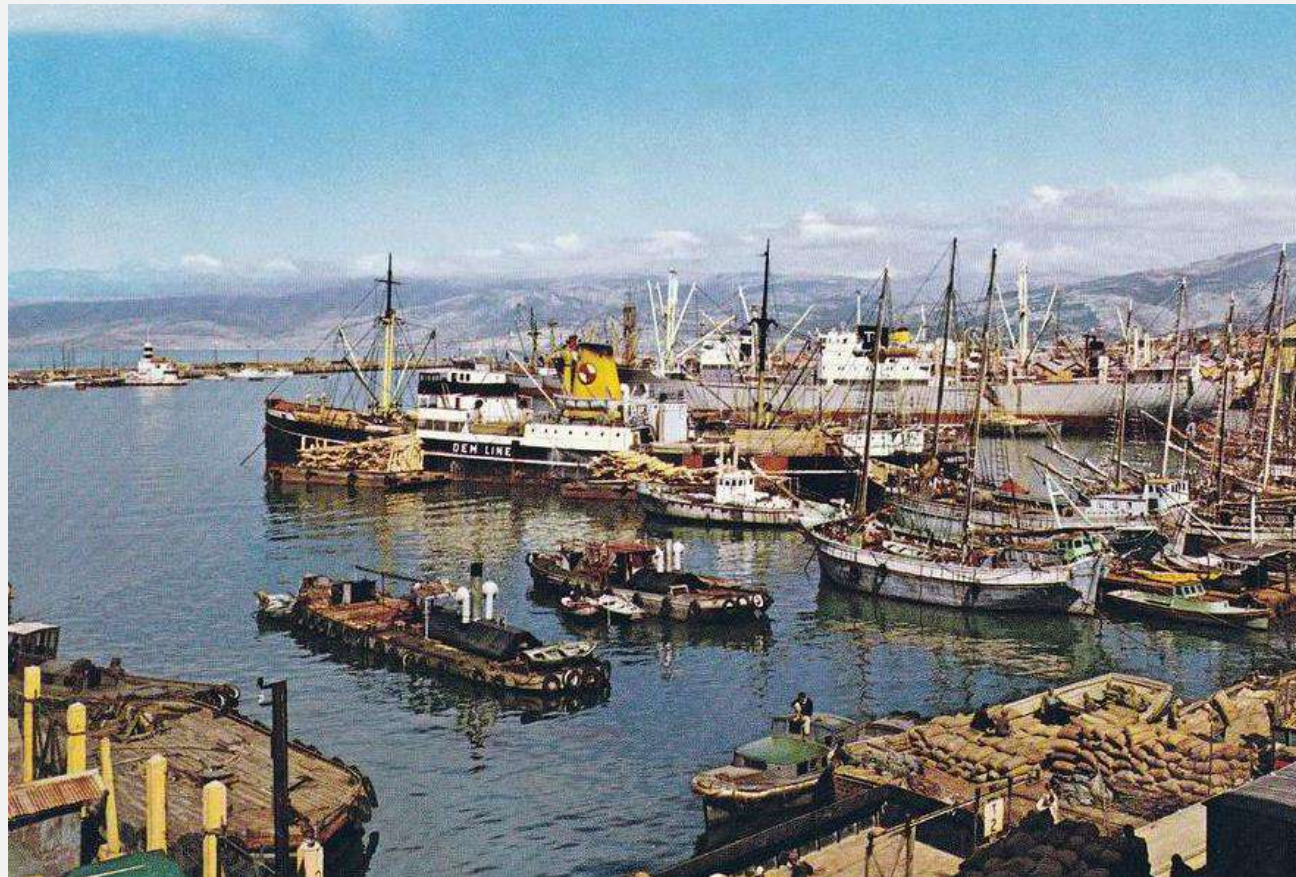
Risk of monopolistic abuse

Substantial redundancy of Gestion managers and personnel is likely



## 9- POB 1960 CONTRACT MANAGEMENT PROS & CONS

Port of Shanghai  
- China  
1960 - 1990



## 10- SOLIDERE PROS & CONS

### PROS

SOLIDERE model has worked well and is recognised by the public

Benefits for the local and national economy will be realised

Performance criteria are set out in the concession agreement

value of port land will be unlocked

Allows for cooperation with SOLIDERE to maximize property value gains

### CONS

Agreement is long term with no prospect of recovery if things go wrong

Balancing interests of port & non-port property development needs responsible judgement



## DRY CONTAINER - 20 FEET

	Specifications for 8'6" / 30,480kg	
<b>Inside Measurement</b>	Length (mm)	5,898
	Width (mm)	2,350
	Height (mm)	2,390
<b>Door Opening</b>	Width (mm)	2,340
	Height (mm)	2,280
<b>Load Capacity</b>	(m <sup>3</sup> )	33.1
<b>Container Weight</b>	(kg)	2,200
<b>Max. Load Weight</b>	(kg)	28,280

## DRY CONTAINER - 40 FEET

	Specifications for 8'6" / 30,480kg	
<b>Inside Measurement</b>	Length (mm)	12,032
	Width (mm)	2,350
	Height (mm)	2,390
<b>Door Opening</b>	Width (mm)	2,340
	Height (mm)	2,280
<b>Load Capacity</b>	(m <sup>3</sup> )	67.6
<b>Container Weight</b>	(kg)	3,740
<b>Max. Load Weight</b>	(kg)	26,740

## DRY CONTAINER - 40 FEET HIGH CUBE

	Specifications for 9'6" / 30,480kg / 32,500kg	
<b>Inside Measurement</b>	Length (mm)	12,032
	Width (mm)	2,350
	Height (mm)	2,695
<b>Door Opening</b>	Width (mm)	2,340
	Height (mm)	2,585
<b>Load Capacity</b>	(m <sup>3</sup> )	76.2
<b>Container Weight</b>	(kg)	3,830
<b>Max. Load Weight</b>	(kg)	26,650 / 28,670

## DRY CONTAINER - 45 FEET

	Specifications for 9'6" / 30,480kg / 32,500kg	
<b>Inside Measurement</b>	Length (mm)	13,556
	Width (mm)	2,352
	Height (mm)	2,697
<b>Door Opening</b>	Width (mm)	2,340
	Height (mm)	2,585
<b>Load Capacity</b>	(m <sup>3</sup> )	86.0
<b>Container Weight</b>	(kg)	4,780
<b>Max. Load Weight</b>	(kg)	25,700 / 27,720

# CUSTOMS TAXES & INSURANCE PROCEDURE

CUSTOMS DUTY IS A **TARIFF OR TAX IMPOSED ON GOODS** WHEN TRANSPORTED ACROSS INTERNATIONAL BORDERS. THE PURPOSE OF CUSTOMS DUTY IS TO PROTECT EACH COUNTRY'S ECONOMY, RESIDENTS, JOBS, ENVIRONMENT, ETC., BY CONTROLLING THE FLOW OF GOODS, ESPECIALLY RESTRICTIVE AND PROHIBITED GOODS, INTO AND OUT OF THE COUNTRY.

## How are duties and taxes determined in customs?

Customs officials use the declared value of an item to determine duties and taxes. Local customs and duty charges are typically based on the Harmonized Schedule Code (or HS Code, a 6-digit code recognized by most countries that describes your product category) you declare.

## Tax and customs for goods sent from abroad

# Customs

**Customs is an authority or agency in a country responsible for collecting tariffs and for controlling the flow of goods, including animals, transports, personal effects, and hazardous items, into and out of a country. Traditionally, customs has been considered as the fiscal subject that charges customs duties and other taxes on import and export. In recent decades, the views on the functions of customs have considerably expanded and now covers three basic issues: taxation, security, and trade facilitation.**




رمز النظام الهنسقي	نوع البضائع	معدل الرسم	VAT	مذكرات تكميلية	تقييدات ومحظورات	إتفاقيات تجارية	نصوص التعديل	نصوص التبييد
61.01	معاطف وأقبة وعباءات وأنوراكات (بما فيها سترات التزلج) وسترات واقية من الريح أو المطر وأصناف مماثلة، للرجال أو الصبية، من مصنرات، باستثناء الأصناف الداخلة في البند 61.03.							
6101.20	- من قطن	5 %	11 %				AC EC	
	حد أدنى : ك.ص	5050 LL						
6101.30	- من ألياف تركيبية أو اصطناعية	5 %	11 %				AC EC	
	حد أدنى : ك.ص	5050 LL						
6101.90	- من مواد نسجية آخر	5 %	11 %				AC EC	
	حد أدنى : ك.ص	5050 LL						
61.02	معاطف وأقبية وعباءات وأنوراكات (بما فيها سترات التزلج) وسترات واقية من الريح أو المطر وأصناف مماثلة، للنساء أو البنات، من مصنرات، باستثناء ما هو داخل في البند 61.04.							
6102.10	- من صوف أو من وبر ناعم	5 %	11 %				AC EC	
	حد أدنى : ك.ص	5050 LL						
6102.20	- من قطن	5 %	11 %				AC EC	
	حد أدنى : ك.ص	5050 LL						



## لبسة وتوابع ألبسة، من مصنرات ملاحظات

- ١ - لا يطبق هذا الفصل إلا على الأصناف الجاهزة من مصنرات .
- ٢ - لا يشمل هذا الفصل:  
(- ) أ) الأصناف الداخلة في البند 12.62 ؛  
ب - ) الألبسة المستعملة وغيرها من الأصناف المستعملة الداخلة في البند 09.63 ؛  
ج) أجهزة تقويم أعضاء الجسم مثل الأحزمة الطبية الجراحية أو أحزمة الفتق ( البند 21.90 . )  
٣ - من أجل تطبيق أحكام البندين 03.61 و 04.61:  
(- ) أ) يقصد بكلمة "بدل"، مجموعة ألبسة مكونة، في ما يختص بسطحها الخارجي، من قطعتين أو ثلاث من ذات القماش، تشتمل على:  
- جاكيت واحدة أو سترة واحدة يتكون جزؤها الخارجي، باستثناء الأكمام، من أربع قطع أو أكثر، مصممة لتغطية الجزء العلوي من الجسم، ويمكن أن يكون معها صدرية واحدة جزؤها الأمامي مصنوع من ذات القماش المصنوع منه السطح الخارجي لباقي مكونات المجموعة، وجزؤها الخلفي مصنوع من ذات القماش المصنوعة منه بطانة الجاكيت أو السترة؛  
- قطعة لباس واحدة مصممة لكسو الجزء السفلي من الجسم، مؤلفة من سروال (بنطلون) عادي أو ضيق الأرجل يصل للركب أو قصير (شورت غير لباس السباحة) أو من تنورة أو تنورة مفصولة، بدون حمالات أو صدرية متصلة بها .  
ينبغي أن تكون جميع مكونات الـ "بدلة" من قماش ذي بنية واحدة من ذات اللون وذات التركيب؛ كما ينبغي أيضا أن تكون من ذات الطراز ومتوافقة أو منسجمة القياسات. غير أنه يمكن أن تتضمن هذه المكونات صفائر أو حواش (شرائط من قماش مضافة مع الخياطة) من قماش مختلف .

وإذا قدمت معا عدة مكونات مختلفة لتغطية الجزء السفلي من الجسم ( بنطلون وبنطلون قصير، ن للبدلة يجب □ أو بنطلونين، أو تنورة أو تنورة مفصولة وبنطلون ، مثلا)، فإن الجزء السفلي المكو ن □ أن يكون البنطلون أو أحدهما. أما في حالة البدل النسائية أو البناتية فإن الجزء السفلي المكو

			(001) (020) (087) (176) (189)				أدوات وأجهزة للطب أو الجراحة أو طب الأسنان أو الطب الباطني، بما فيها أجهزة التشخيص بالومض (سنتيغراف) وغيرها من أجهزة الطب الكهربائية وكذلك أجهزة اختبار النظر.	90.18
- أجهزة كهربائية للتشخيص (بما فيها أجهزة الفحص الوظيفي لعمل أعضاء الجسم أو أجهزة مراقبة المؤشرات الفيزيولوجية):								
		AC EC	(001) (020) (087) (176) (189) (020)		0 %	5 %	-- أجهزة تخطيط القلب	9018.11
		AC EC	(001) (020) (087) (176)		0 %	5 %	-- أجهزة تشخيص بالكس فوق الصوتي (سكانر)	9018.12

فور تحديثها

روز النظام الهنسق	نوع البضائع	معدل الرسم	VAT	مذكرات تكميلية	تقييدات وومحظورات	إتفاقيات تجارية	نصوص التعديل	نصوص التينيد
95.01	ملعى							
95.02	ملعى							
9503.00	دراجات بثلاث عجلات و"سكوتير" وسيارات بدواسات وألعاب مماثلة بعجلات؛ عربات دمي؛ لعب أخرى؛ نماذج مصغرة ونماذج مماثلة للتسلية، سواء كانت متحركة أم لا؛ ألعاب ألغاز "بزل" من جميع الأنواع.	5 %	11 %		(087)	AC EC		
95.04	ألعاب فيديو من نوع (Consoles) وآلات ألعاب فيديو، وألعاب مجتمعات، بما فيها الألعاب المجهزة بمحرك أو بوسيلة حركة أخرى، والبيارد والمناض الخاصة لألعاب الأندية (كازينو) وألعاب الأوتاد الذاتية الحركة (مثل البولينغ).							
9504.20	- بليارد من جميع الأنواع ولوازمها	5 %	11 %			AC EC		
9504.30	- ألعاب أخرى، تدار بقطع نقدية أو بأوراق نقدية أو ببطاقة مصرفية أو بأقراص أو بغيرها من وسائل الدفع، غير ألعاب البولينغ الأوتوماتيكية	5 %	11 %		(087)	AC EC		
9504.40	- ورق اللعب	20 %	11 %			AC EC		
9504.50	- آلات ألعاب الفيديو وألعاب فيديو من نوع (Consoles)، غير تلك المذكورة في البند 9504.30	5 %	11 %		(087)	AC EC		
9504.90	- غيرها	5 %	11 %		(087)	AC		



# INSURANCE IN INTERNATIONAL TRADE:

Often referred to as export **credit insurance**, international trade credit insurance **protects an exporter** from the potential risk of **buyer non-payment** by guaranteeing compensation of **85-100%** of an invoice owed.

## What is the role of insurance in international trade?

Commercial trade insurance is **critical** for businesses in today's competitive global economy.

Insurance for **trade and commerce** enables businesses to create a robust **risk management policy**, while **trade credit insurance** protects them from **customer bankruptcy** and **instability** that can occur in **foreign countries**.

## Marine Insurance:

The type of **insurance** policy that is **compulsory in International trade** so that all goods passing through the sea **must be covered** or considered to be? Marine **Insurance** covers **losses or liabilities** relating to ships and their cargoes or liabilities relating to shipping and against the dangers or perils of the sea.

## What does CIF 10% or 20% mean?

**CIF+10%** or **20%** stands for: **C = Cost**/invoice value (purchase cost if your client is the buyer, or selling price if they are the seller) **I = Insurance premium**. **F = Freight** and associated **charges** (e.g. **customs clearance charges**). The Extra **10%** is, optional and stands for the Opportunity Lost Cost, (e.g. in case of **loss of Market share**).

In order to **find CIF** value, the freight and insurance cost are to be added. Insurance is **calculated** as The total amount of **CIF** value, and If any local agency commission involved, the same also is added on **CIF** value of goods.

# Risks in International Trade

<b>Economic risks</b>	<p>Risk of concession in economic control</p> <p>Risk of insolvency of the buyer</p> <p>Risk of non-acceptance</p>
<b>Financial</b>	<p>Risk of default i.e. the failure of the buyer to pay off the due amount after <i>n-months</i> of the due date</p> <p>Risk of Exchange rate</p>
<b>Commercial risk</b>	<p>A bank's lack of ability to fulfill its responsibilities</p> <p>A buyer's failure pertaining to payment due to financial limitations</p> <p>A seller's inability to provide the required quantity or quality of goods</p>
<b>Political risks</b>	<p>Risk of non- renewal of import and exports licenses</p> <p>Risks due to war</p> <p>Risk of the imposition of an import ban after the delivery of the goods</p> <p>Surrendering of political sovereignty</p>
<b>Buyer Country risks</b>	<p>Exchange control regulations</p> <p>Lack of foreign currency</p> <p>Trade embargoes</p>



Marseille Fos



Port de Barcelona

Consell Valencià de la Joventut

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ENI CBCMED  
Cooperating across borders in the Mediterranean



Project funded by the EUROPEAN UNION



REGIONE AUTÓNOMA DE SARDIGNA  
REGIONE AUTONOMA DELLA SARDEGNA



YEP MED



# A FREIGHT FORWARDER:

IS A PERSON OR COMPANY THAT ORGANIZES SHIPMENTS FOR INDIVIDUALS OR CORPORATIONS TO GET GOODS FROM THE MANUFACTURER OR PRODUCER TO A MARKET, CUSTOMER OR FINAL POINT OF DISTRIBUTION. FORWARDERS CONTRACT WITH A CARRIER OR OFTEN MULTIPLE CARRIERS TO MOVE THE GOODS.

A FORWARDER **DOES NOT** MOVE THE GOODS BUT ACTS AS AN **EXPERT** IN THE LOGISTICS NETWORK. THE CARRIERS CAN USE A VARIETY OF SHIPPING MODES, INCLUDING SHIPS, AIRPLANES, TRUCKS, RAILROADS, AND OFTEN USE MULTIPLE MODES FOR A SINGLE SHIPMENT.

FOR EXAMPLE, THE FREIGHT FORWARDER MAY ARRANGE TO HAVE CARGO MOVED FROM A PLANT TO AN AIRPORT BY TRUCK, FLOWN TO THE DESTINATION CITY VIA AIR-FREIGHT AND THEN MOVED FROM THE AIRPORT TO A CUSTOMER'S BUILDING BY ANOTHER TRUCK.

INTERNATIONAL FREIGHT FORWARDERS TYPICALLY HANDLE INTERNATIONAL SHIPMENTS AND HAVE ADDITIONAL EXPERTISE IN PREPARING AND PROCESSING CUSTOMS DOCUMENTATION AND PERFORMING ACTIVITIES PERTAINING TO INTERNATIONAL SHIPMENTS.





## DOCUMENT TRANSFER FEE/DOCUMENT HANDOVER FEE:

Information typically reviewed by a freight forwarder includes the commercial invoice, shipper's export declaration, bill of lading and other documents required by the carrier or country of export, import, and/or transshipment.

International freight forwarders, NVOCCs, (Non Vessel Owning Common Carrier) and customs brokers often **charge** for transferring documents to another transportation company at the destination. This fee is a part of the ocean freight charges, being paid by the importer at the port of discharge in the International Commercial Term (incoterm):

becoming a freight forwarder requires **in-depth** knowledge of various requirements of the business including **regulatory** requirements, knowledge of trade requirements like the **Incoterms**, **Trade Agreements**, **Risk and Liability**, **Dangerous goods information** and **legal requirements**.





## FREIGHT FORWARDING & SHIPPING **SOFTWARE** SOLUTIONS:

We believe that, in the near future, **every freight forwarder will go digital.**

Given the advances in technology and the initiatives that are being done to integrate the various supply chain members, we see **going digital** as a **clear path** for this industry. One that is becoming **easier** to do with time.

Our mission at Logistics, is to **empower** freight forwarders through technology and to allow them **evolve** into the **digital** forwarders that the near-future **needs**.

Integrated **Freight Forwarding** cloud **software** allows: **control & management** of **Air Freight**, **Sea Freight**, **Land Freight**, **Warehouse**, **Transport**, **Customs**, & **integrate** it seamlessly with **CRM**, **Billing**, & **Financial Accounting** online from anywhere, anytime with any device.





# IMPORTANCE OF FREIGHT FORWARDERS IN INTERNATIONAL TRADE:

International trade is the most **complicated** and exciting **game** on the globe, Freight Forwarders, are the most **Intelligent Players** of this game and the whole international trade.

Freight forwarders, are interrelated to **logistics**, they perform manually and strategically with expertise in **customs** and **administration**. Their work is mainly related to **partnerships in shipping**. Freight forwarders, **do not** carry goods from one place to the other.

They act as **middlemen**, or as **intermediaries** between carriers and shippers.

Forwarders, have extensive knowledge, as well, of **regulations, rules, transportation costs, documentation requirements, banking practices....**

So, exporters **hire** them to have **better** and most **economical deals** and manage all related matters.

Besides, **many other** essential tasks freight forwarders do, to keep the **wheels** of international trade **running smoothly** and without any **fault**.





## FREIGHT FORWARDER PRICING: WHAT ARE THESE EXTRA FEES ON MY INVOICE?

**1. Air Freight or Ocean Freight Forwarder Pricing:** depends on several factors, including the physical size of your export (the dimensions), the origin of the shipment, and the destination.

1. Airline security charge    2. Fuel surcharge.    3. Cargo screening/X-ray fee.

**2. Pickup Charge:** This is the cost associated with collecting a shipment from a shipper's warehouse.

**3. Freight Forwarder Handling Fee:** Price list is associated with processing paperwork, copying documents, and preparing the **air waybill/ocean bill of lading** (or other bill of lading). It helps freight forwarders cover the cost of processing & handling shipments. Usually ranges anywhere from \$35 to \$75.

**4. AES Fee:** As an importer you are required by law to use reasonable care when **classifying and declaring** your imports coming into your final destination. As an exporter, you are required by law to perform your due diligence when exporting your products, which includes ensuring that the **Electronic Export Information (EEI)** is correctly filed through the **Automated Export System (AES)**. generally \$30 to \$35.

**5. TSA Security Charge:** Transportation Security Administration (TSA). The airline must **X-ray** or **physically screen** all cargo that goes on the aircraft, and they **apply a fee associated with the physical screening**.









# WHAT IS A LOGISTICS OPERATOR?

A LOGISTICS OPERATOR, ALSO CALLED **A LOGISTICIAN**, RESPONSIBLE FOR THE **MOVEMENT** OF FREIGHT BY **SEA, LAND/RAIL, AND/OR AIR**.

THEIR LOGISTICS DUTIES AND RESPONSIBILITIES INCLUDE **OVERSEEING THE SUPPLY CHAIN FROM POINT-OF-SALE TO DELIVERY OF A PROPERLY WRAPPED PACKAGES ON A CUSTOMER'S DOORSTEP**. VIRTUALLY ALL INDUSTRIES RELY ON LOGISTICIANS TO MOVE EVERYTHING FROM **RAW PRODUCTS** LIKE CRUDE OIL TO **MANUFACTURED GOODS**.

THE LOGISTICS OPERATOR WORKS BEHIND THE SCENES TO MAKE SURE THE **RIGHT MATERIALS** GET TO THE **RIGHT PLACE** AT THE **RIGHT TIME** TO THE **RIGHT PEOPLE** **(4RS)**.

THE JOB REQUIRES **ATTENTION-TO-DETAIL**, COMMUNICATION SKILLS AND FAMILIARITY WITH TECHNOLOGY, SUCH AS PROCUREMENT AND PROJECT MANAGEMENT SOFTWARE AND/OR **ENTERPRISE-RESOURCE-PLANNING (ERP) SYSTEM**.



## Logistics Operator Job Description:

A logistician serves in the role of logistics **coordinator**, negotiating and brokering deals between suppliers and customers. They are tasked with finding **fast, efficient and cost-effective solutions to moving cargo**. Their days are spent troubleshooting unanticipated problems that can occur in: **Ordering, Inventory Control, Warehousing, Packaging, Shipping & Delivery, Customs (Doc.), Insurance.**

- **Order management:** is simply the process of **efficiently tracking and fulfilling sales orders**. It includes the cycle of people, processes, and suppliers to create a positive customer experience. Sales departments give notification to the warehouse to fulfill the **order**, and the **order** is then **shipped to the customer**.
- **Inventory control:** As part of the **supply chain**, **inventory management** includes several different aspects such as **controlling** and **overseeing purchases** from suppliers and customers, **maintaining** the storage of stock, controlling the amount of product for sale and order **fulfillment**. Products are shipped to customers.
- **Warehousing:** Is an integral part of **Logistics & Supply Chain Management System**. For most of the common people, **warehousing** involves just storing of the products while it involves **inbound** functions for storing and **outbound** functions of packing and shipping.





- **Packaging:** is a coordinated system of preparing goods for **safe, secure, efficient and effective handling, transport, distribution, storage, retailing, assembling, consumption and recovery, reuse or disposal combined with maximizing consumer value, sales and hence profit.**
- **Shipping vs. Delivery:** To put it as simply as possible: **shipping** is the date the product will **leave** the supplier's warehouse, while **delivery** is the date the package will **make it** to the customer's doorstep. The terms are often confusing for customers; however, WE can avoid this by providing two dates: the **shipping** date and **delivery** date.
- **Customs Clearing:** work involves **preparation** and **submission** of documentations required to facilitate export or imports from or to the country, representing client during **customs** examination, assessment, payment of duty and **taking delivery of cargo** from **customs** after **clearance** along with documents.
- **Documents:** Air Waybill/Bill of Lading, Certificate of Conformity, Certificate of Origin, Commercial Invoice, Dock/Warehouse Receipt, Export License, Export Packing List, MSDS for Chemicals, Inspection Report, and Euro1, (For EU Origin Goods)...
- **Insurance:** can facilitate **global supply chains**, by choosing the right policies with the coverage required. **Risk** will always be a factor to **Global supply chain**, and not all risks **can** be mitigated but they **can** be **insured or Covered**.



# HOW CAN YOU CONTROL YOUR TRANSPORT COSTS?

- **The keystone of transport cost control:** The supply chain is made up of a multitude of transport purchasing services provided every day throughout the world. Whether by sea, air, rail or road, these flows give rise to transactions that need to be managed and controlled on a daily basis.
- **Transport software to reduce the costs of your operations:** Because each player in the transport sector plays a very specific role throughout the value chain, Logistics sector has developed specific tools for each of them, enabling them to monitor operations but also to control costs.
- **Controlling the financial risks of freight forwarders:** For freight forwarders, tool such as TMS DDS ERP allows them to control financial risks and calculate their direct and distributed margin.
- **Enable the shipper to define the optimal transport plan at the best price:** Simulation and rate comparison functions guarantee the shipper the optimal choice in the selection of your partners. Higher productivity means savings for carriers.
- **Controlled costs for a global optimization of transport operations:** Whatever the role within the supply chain, the digitalization of transport operations not only allows to control but also, to significantly reduce transport costs.
- **A virtuous supply chain transport at all levels:** It goes hand in hand with increased productivity gains in daily operations.





غرفة التجارة والصناعة والزراعة  
Chamber of Commerce Industry  
and Agriculture  
في بيروت وجبل لبنان of Beirut and Mount-Lebanon

# A freight forwarder:

Is a person or company that organizes shipments for individuals or [corporations](#) to get goods from the [manufacturer](#) or producer to a market, customer or final point of distribution. Forwarders contract with a [carrier](#) or often multiple carriers to move the goods.

A forwarder does not move the goods but acts as an expert in the [logistics](#) network. The carriers can use a variety of shipping modes, including [ships](#), [airplanes](#), [trucks](#), and [railroads](#), and often use multiple modes for a single shipment. For example, the freight forwarder may arrange to have cargo moved from a plant to an airport by truck, flown to the destination city and then moved from the airport to a customer's building by another truck.

International freight forwarders typically handle international shipments and have additional expertise in preparing and processing customs documentation and performing activities pertaining to international shipments.

Information typically reviewed by a freight forwarder includes the [commercial invoice](#), [shipper's export declaration](#), [bill of lading](#) and other documents required by the carrier or country of [export](#), [import](#), and/or [transshipment](#).

# Document transfer fee/document handover fee

International freight forwarders, NVOCCs, (Non Vessel Owning Common Carrier) and customs brokers often charge for transferring documents to another transportation company at the destination. This fee is a part of the ocean freight charges, being paid by the importer at the port of discharge in the [International Commercial Term \(incoterm\)](#):

**FOB** (free on board), and by the exporter at the origin in the incoterms

**CFR** (cost and freight), **CIF** (cost, insurance and freight) and **DDP** (Delivery Duties Paid). (Transportation cost from factory to delivery port, custom clearance at delivery port, freight, custom clearance at discharge port, transportation from discharge port to importer factory). This fee is separate from documentation fees charged by carriers and NVOCCs as part of the freight charges on a bill of lading and is separate from other fees for document preparation or for the release of cargo.

# Third-Party Logistics (3PL)

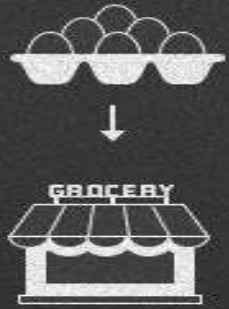
## What is Third-Party Logistics?

- Third-party logistics, also known as 3PL, is a system where an organization (a third party) provides [logistics](#) services to companies in need of inventory management and [distribution](#). The company (client) with no logistics department usually employs the help of the 3PL company. In turn, the 3PL performs parts or all logistics related activities for the client.
- Some of the activities carried out by the third-party logistics are:
  - Inventory storage
  - Inventory management
  - Freight forwarding
  - Shipping and distribution
  - Customs clearance/declaration
  - Packaging and warehousing
  - And more (depending on arrangement)
- To enhance the activities 3PL companies, [Fourth Party Logistics \(4PL\)](#) was introduced. The 4PL company controls and manages all supply chain processes of the client.



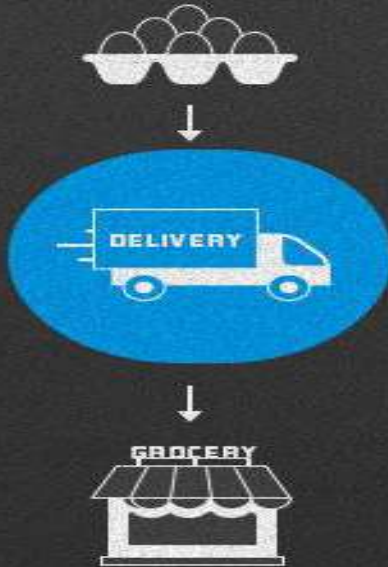
# 1PL

A farmer who delivers eggs to a grocery store for sale.



# 2PL

A courier delivers eggs from farm to grocery store.



# 3PL

A fulfillment company with a fleet of trucks cartons eggs & transports them from farm to grocery store.



# 4PL

A logistics company strategically manages a 3PL on behalf of the farmer to package & deliver eggs to grocery store.

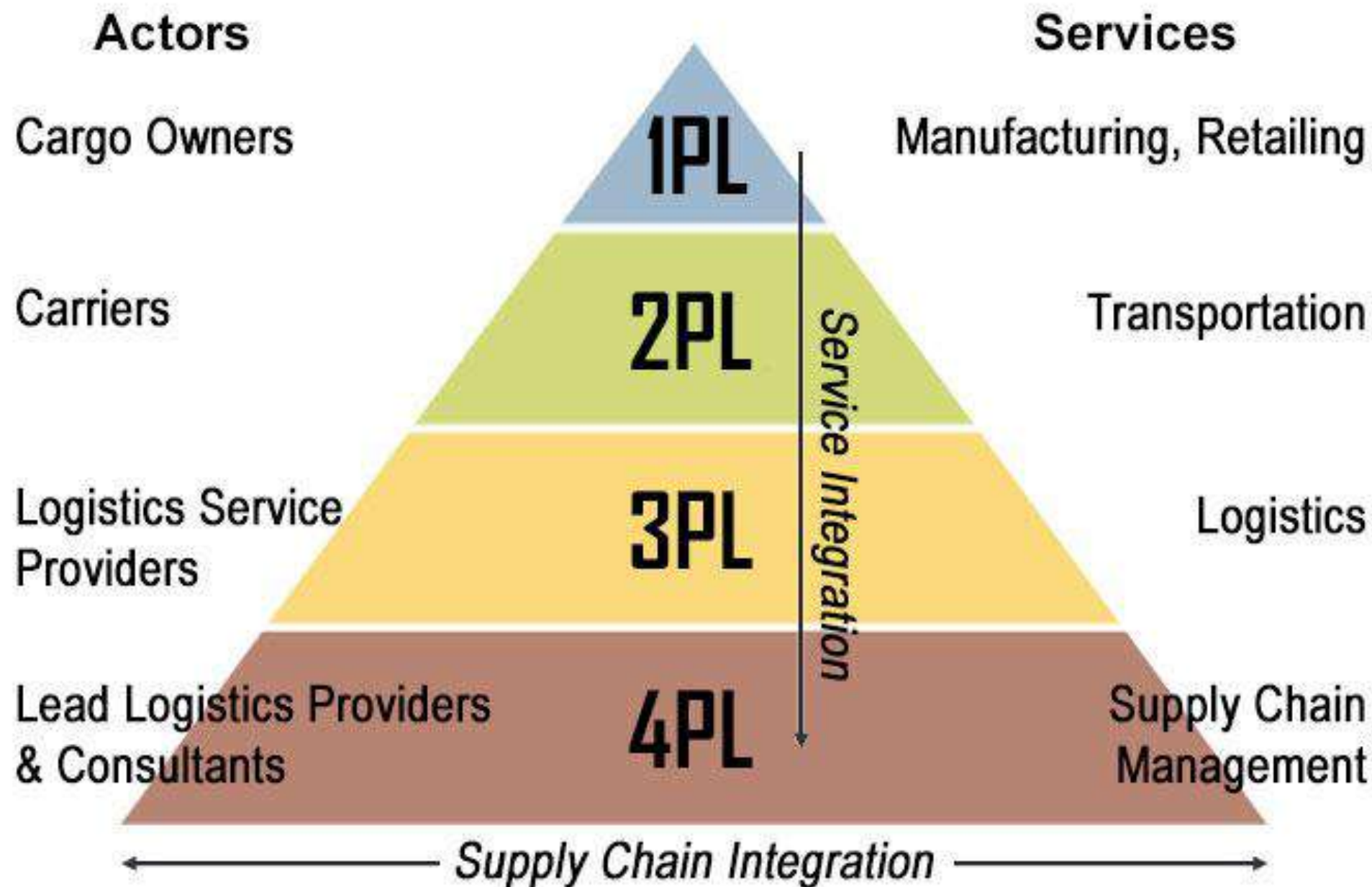


# 5PL

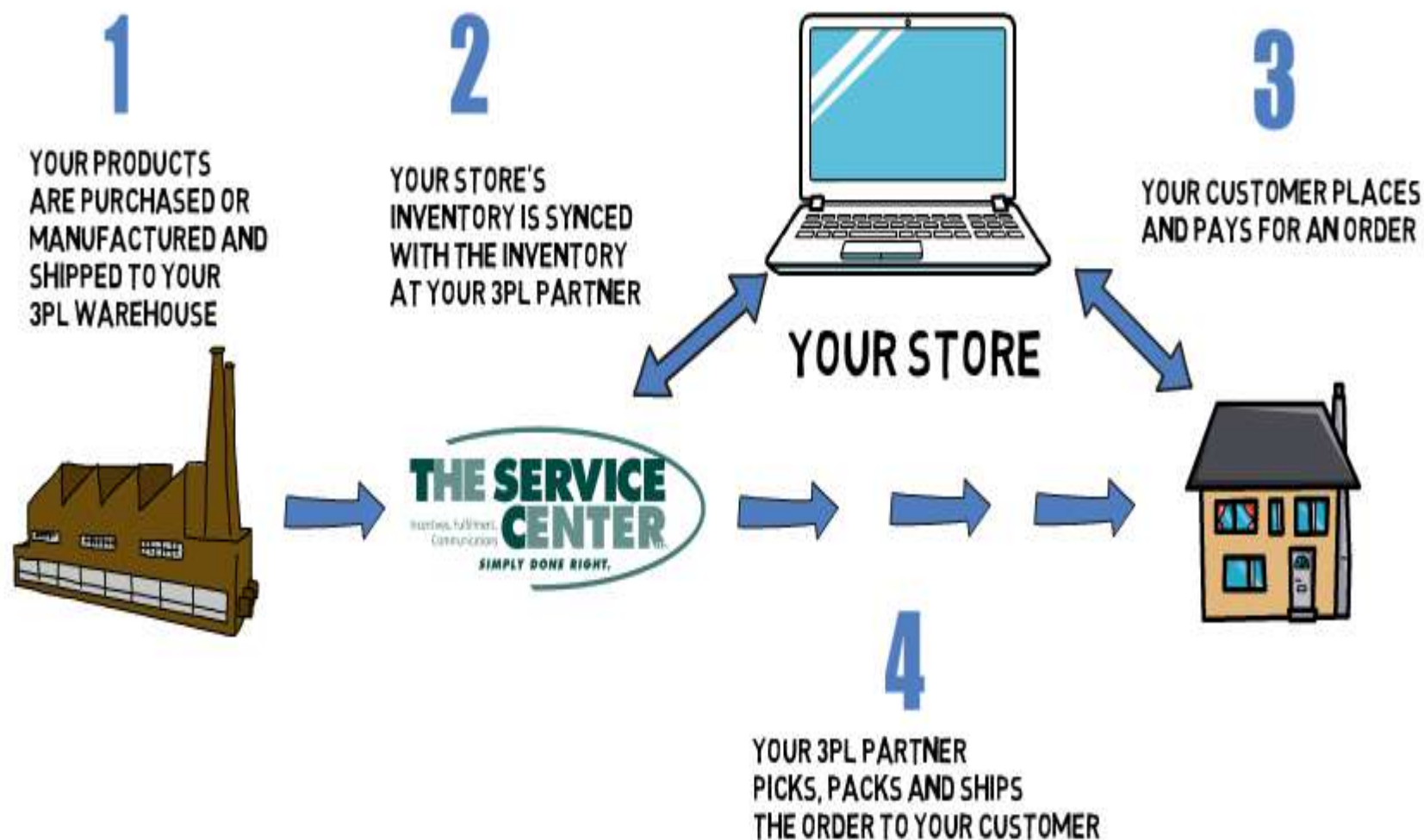
A logistics company manages a farmer's complete supply chain network from production to delivery.







# Your 3rd Party Fulfillment Model





# Advantages and Disadvantages of 3PL

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Advantages	Disadvantages
Cost reduction	Loss of control over the logistics function
Improved efficiency, service and flexibility	Impact on in-house workforce
Focus on core competency	More distance from clients- loss of personal touch
Freeing up resources	Discontinuity of services of a 3PL provider
Elimination of infrastructure resources	Differences of opinion or perception of the service level of the 3PL provider
Risk- sharing	
Better cash flow	
Access to resources not available at one's own organization	

**CAN YOU THINK OF ANY OTHER ADVANTAGE OR DISADVANTAGE ?**

# Services Offered by Third Party Logistics Providers

- Standard
- Advanced
- Complete
- Warehouse management
- Transportation
- Dispatching
- Delivery documentation
- Customs documentation
- Assembly
- Packaging
- Returns
- Labeling
- Stock accounting
- Order planning and processing
- IT management
- Invoicing
- Payment collection

## Shifts of Logistical Operations in the Internet Economy

- |                         |   |
|-------------------------|---|
| • Traditional logistics | • Stable, consistent                              |
| • E-logistics           | • More cyclical                                   |
| • Orders                | • Shipment type                                   |
| • Predictable           | • Bulk  |
| • Variable              | • Smaller lots                                    |
| • Order cycle time      | • Destinations                                    |
| • Weekly                | • Concentrated                                    |
| • Daily or hourly       | • More dispersion                                 |
| • Customer              | • Warehouse reconfiguration                       |
| • Strategic             | • Weekly or monthly                               |
| • Broader base          | • Continual, rules-based                          |
| • Customer service      | • International trade compliance                  |
| • Reactive, rigid       | • Manual  |
| • Responsive, flexible  | • Automated                                       |
| • Replenishment         | • TECHNOLOGY HAS ALLOWED 3PL TO OFFER COMPELX AND |
| • Scheduled             | • WIDE RANGING SERVICES TO THEIR CLIENTS          |
| • Real-time             |   |
| • Distribution model    |   |
| • Supply-driven (push)  |   |
| • Demand-driven (pull)  |   |
| • Demand                |   |

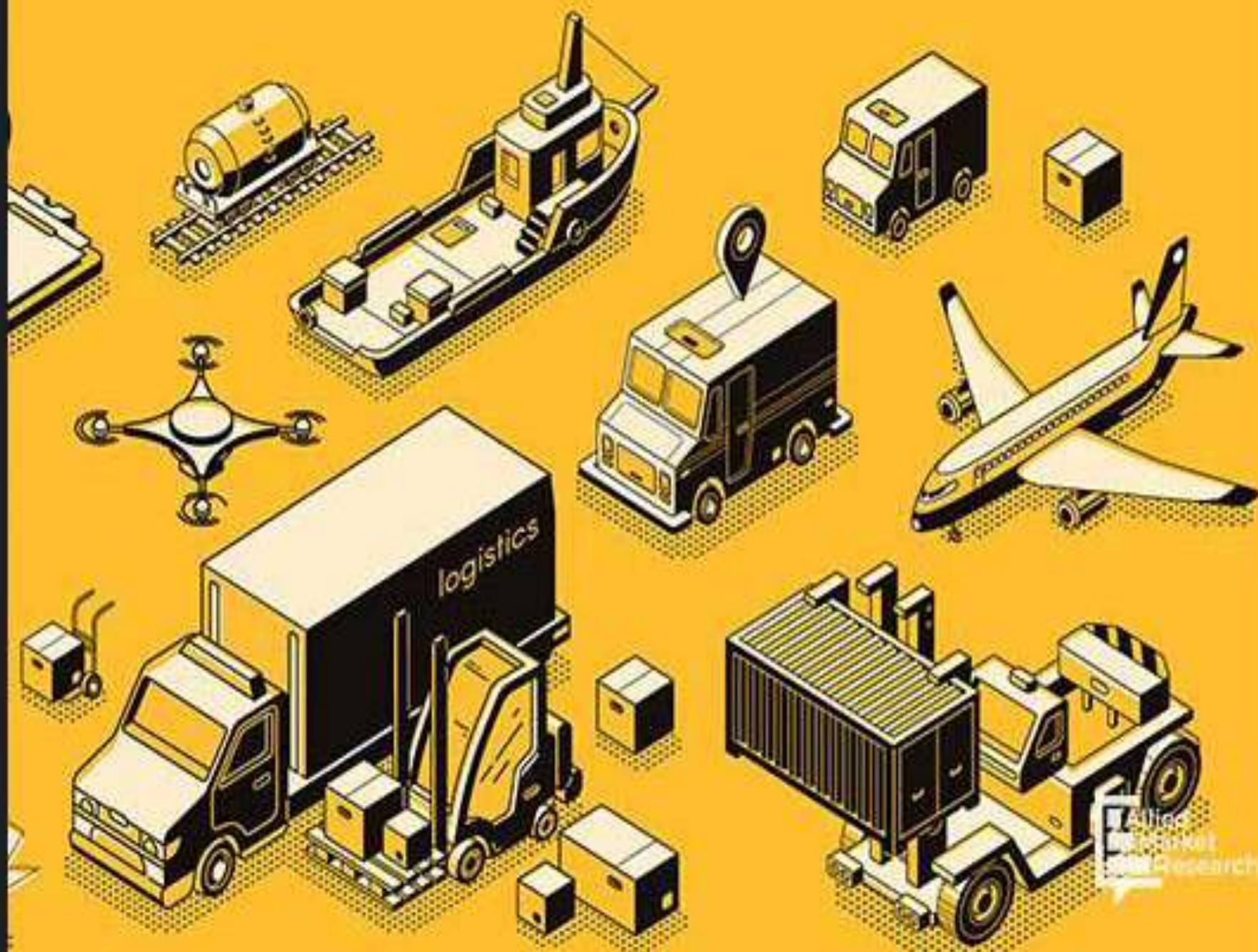


# Third-party Logistics (3PL) Market

OPPORTUNITIES AND FORECAST,  
2020-2027

Third-party Logistics (3PL)  
Market is expected to reach  
**\$1,789.94 billion** by 2027.

Growing at a **CAGR of 7.1%**  
(2020-2027)



## STATISTICS:

\*The market size in the **US**, measured by revenue, of the Third-Party Logistics industry is **\$233.9bn** in 2021.

\*3.9% Third-Party Logistics in the **US** Market Size Growth in 2021

\*5.8% Third-Party Logistics in the **US** Annualized Market Size Growth 2016–2021

\*The **global** third-party logistics (3PL) market was valued at **\$1,027.71** billion in 2019, and is projected to reach **\$1,789.94 billion** by 2027, registering a (Compound Annual Growth Rate) CAGR of 7.1% from 2020 to 2027







غرفة التجارة والصناعة والزراعة  
Chamber of Commerce Industry  
and Agriculture  
of Beirut and Mount-Lebanon في بيروت وجبل لبنان

**Thank You For Your Attention!!!**

Dr. IMAD EL-KHOURY.  
(Ph.D. ABD.MBA.)

# INCOTERMS

# What are INCOTERMS?

- The word “Incoterm” is an abbreviation of International COmmercial TERMS.
- The chosen Incoterm is a term of the contract of sale (not of contract of carriage)
- Incoterms tell the parties what to do w.r.t.
  - Carriage of goods from seller to buyer,
  - Export and import clearance
  - Division of costs
  - Transfer of risks

# Why Incoterms?

- The terms like “FOB” and “CIF” are often used without proper and common understanding of the terms between parties.
- This can often lead to disputes which will delay the completion of transactions and lead to inefficiencies.
- ICC, a private orgn, first developed Incoterms in 1936 and has been revising regularly since then.
- Latest Incoterms were published in 2000.

# What Incoterms can not do?

- Incoterms do not deal with
  - Transfer of property rights
  - Relief from obligations and exemptions from liability in case of unexpected or unforeseeable events;
  - Consequences of various breaches in contracts, except those relating to the passing of risks and costs when the buyer is in breach of his obligation to accept the goods or to nominate the carrier under an F-term.



# Then, what can they do?

- Incoterms are only rules for the interpretation of the terms of delivery and *not of other terms of the contract of sale*.
- This explains why—apart from the seller's fundamental obligation to make goods available for the buyer or to hand them over for carriage or deliver them at destination, and apart from the buyer's obligation to take delivery – Incoterms deal only with obligations in connection therewith, such as the obligations to give notice, provide documents, procure insurance, and pack the goods properly and clear them for export and import.

# Incoterms & contracting practice

- Incoterms standardize contract practice by enabling the parties to
  - Use generally recognized key words
  - Agree on the most common understanding of such key words; and
  - Avoid misunderstandings in the use of them.
- Problems remain because
  - Commercial practice is inconsistent
  - Variations in the basic key words may not be appropriate or sufficiently clear
  - The Incoterms is not sufficiently precise
  - The parties inadvertently chose the wrong term

# The structure of Incoterms

- 4 groups of terms

## Group E **departure**

**EXW** Ex Works (... named place)

## Group F **Main carriage unpaid**

**FCA** Free Carrier (...named place)

**FAS** Free Alongside Ship (...named place)

**FOB** Free On Board (...named port of shipment)

## Group C **Main Carriage Paid**

**CFR** Cost and Freight (...named port of destination)

**CIF** Cost Insurance and Freight (...named port of destination)

**CPT** Carriage Paid To (...named place of destination)

**CIP** Carriage Insurance Paid To (...named place of destination)

## Group D **Arrival**

**DAF** Delivered at Frontier (...named place)

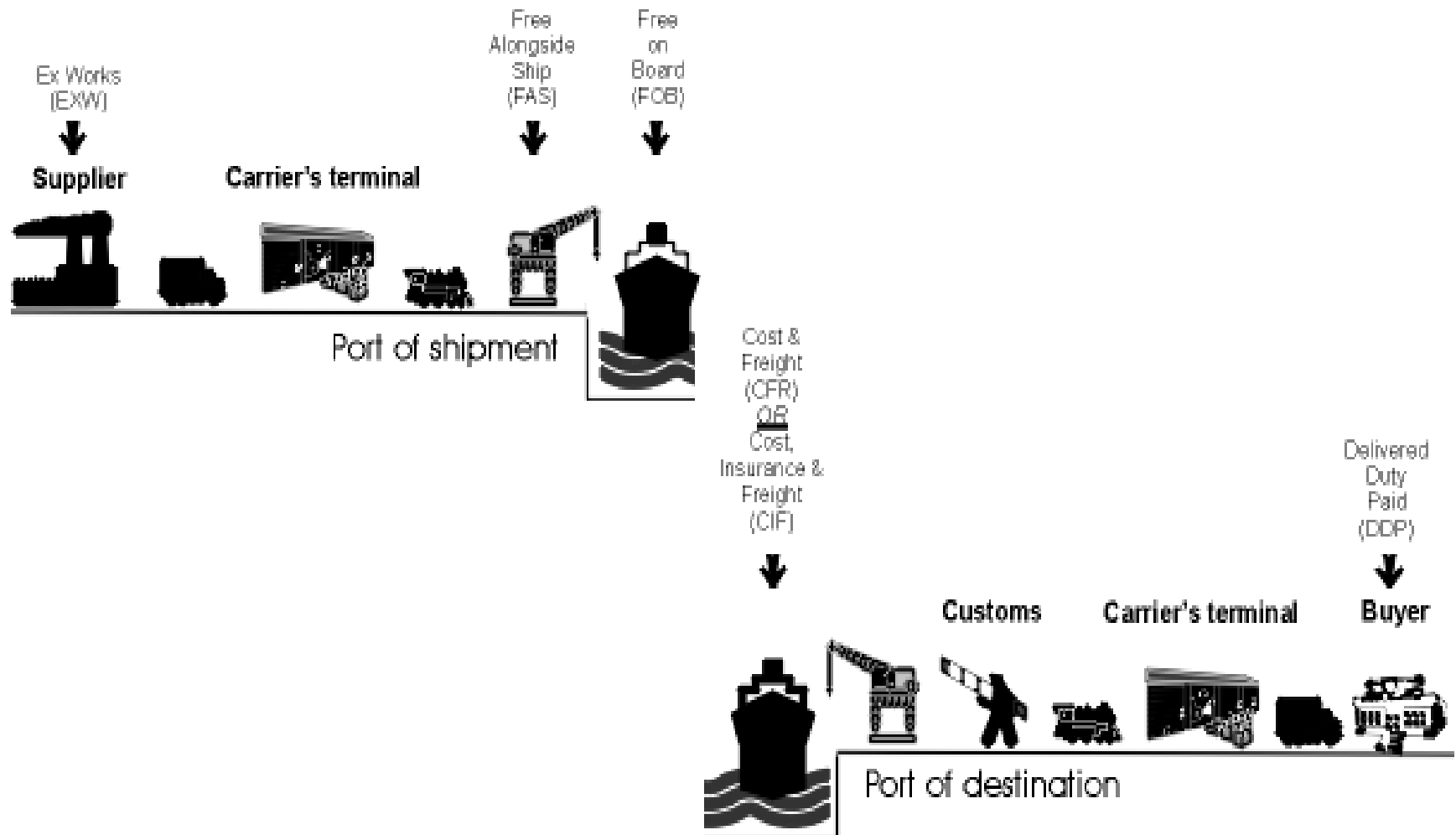
**DES** Delivered Ex Ship (...named port of destination)

**DEQ** Delivered Ex Quay (...named port of destination)

**DDU** Delivered Duty Unpaid (...named place of destination)

**DDP** Delivered Duty Paid (...named place of destination)

# All Incoterms: An Overview



# Incoterms: An Overview

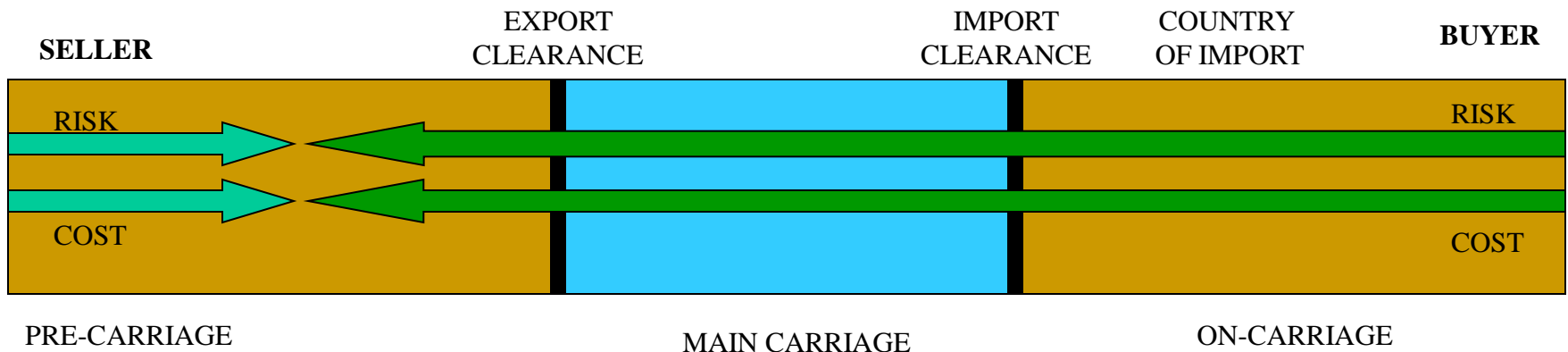
- Each term indicates who is responsible for
  - freight,
  - delivery,
  - insurance
  - Customs

Articles	Refer to Seller (A) and Buyer (B) responsibilities regarding
A1, B1	Supplying Goods/Payment
A2, B2	Licenses, Authorizations and Formalities
A3, B3	Transport and Insurance Contract
A4, B4	Delivery/Delivery Price
A5, B5	Transfer of Risks
A6, B6	Division of Costs
A7, 7	Notification
A8, B8	Proof of Delivery
A9, B9	Verification of Packaging/ Goods Inspection
A10, B10	Other Obligations



# EXW “EXWORKS”

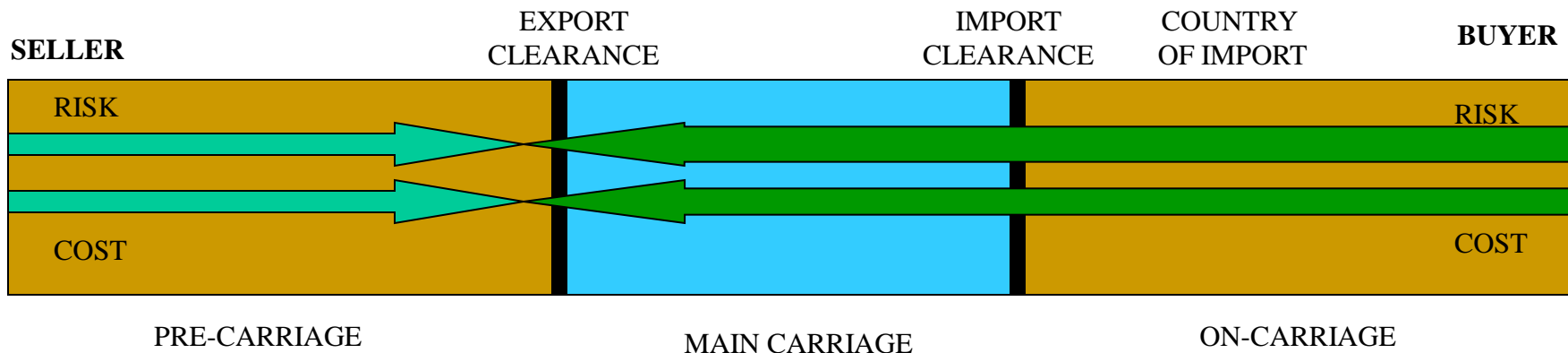
- The seller's responsibility is to make the goods available at the seller's premises, i.e., The works or factory. The seller is not responsible for loading the goods on the vehicle provided by the buyer *unless other wise agreed*.
- The buyer bears the full cost and risk involved in bringing the goods from there to the desired destination.
- EX works represents the minimum obligation of the seller.
- Export clearance is done by the Buyer.



Articles\EXW	The Seller must	The Buyer must
Supplying Goods/ Payment	Supply goods, invoice and certificates in accordance with sales contract	Pay the price agreed upon in the sales contract
Licenses, Authorizations and Formalities	Assist the buyer in obtaining licenses and authorizations for export.	Obtain licenses for export and import at his own risk and cost
Transport and Insurance Contract	No obligation	No obligation
Delivery/Delivery Price	Place goods at the disposal of buyer at the named place of delivery	Receive the goods at the named place of delivery
Transfer of Risks	Carry all Risks up to named place of delivery.	Carry all risks and damage to goods from named place of delivery.
Division of Costs	Carry all costs to named place of delivery.	Pay all expenses from named place of delivery plus duties/charges/taxes for import and export.
Notification	Quickly provide the buyer with the availability and place of goods.	Provide the seller with date and transfer, if stipulated in the contract.
Proof of Delivery	No Obligation	Supply the seller the proof of transfer of the goods.
Verification , Packaging/ Goods Inspection	Expenses for verifying, packaging, marking of goods.	Expenses for inspection of goods before departure
Other Obligations	Help the buyer obtain all	Pay all expenses anticipated in

# FCA “FREE CARRIER” (...named place)

The Seller has met his obligations when the goods are delivered into the custody of the carrier at the named point. If the named point is seller's premises, then delivery is complete when the goods are loaded on the carrier's transport. If the named place is another place, then the delivery is complete when goods are placed at the disposal of the carrier. The risk of loss or damage to the goods is transferred from seller to buyer at that time. The term “carrier” means any person by whom or in whose name a contract of carriage by road, rail, air, sea or a combination of modes has been made by the buyer. This term is particularly useful for manufactured items when containerized cargo is to be delivered.

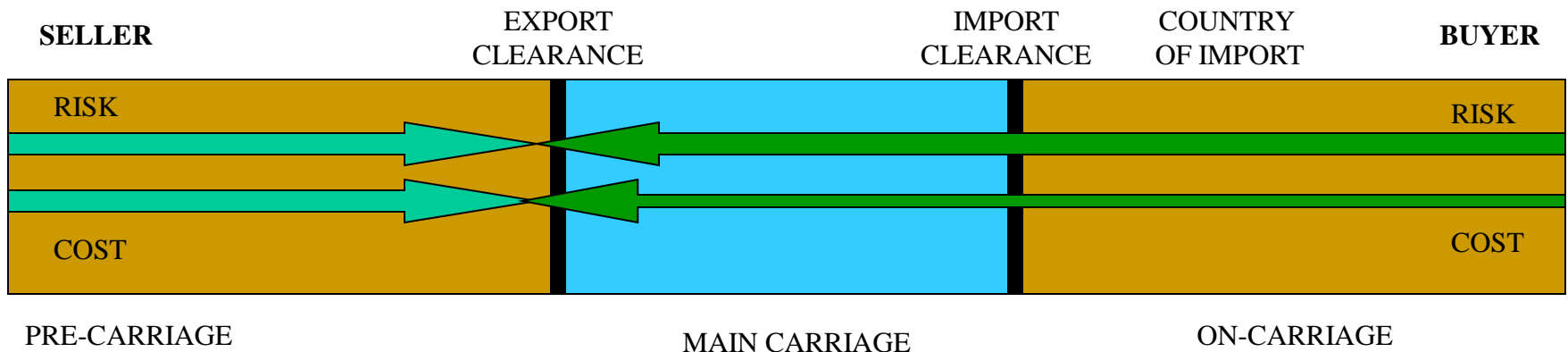


Articles/FCA	The Seller must	The Buyer must
Supplying Goods/ Payment	Supply goods, invoice and certificates in accordance with sales contract	Pay the price agreed upon in the sales contract
Licenses, Authorizations and Formalities	Obtain licenses and authorizations for exporting the goods, at own risk and cost.	Obtain licenses and authorizations for importing the goods, at own risk and cost.
Transport and Insurance Contract	Transport:No obligation unless there is an agreement with the buyer. Insurance -No obligation.	Transport contract at his own cost, unless there is an agreement with seller. Insurance- No obligation
Delivery/Delivery Price	Deliver the goods to the carrier (the agreed date/the named point)	Receive the goods at the named point.
Transfer of Risks	Carry all Risks up to named point.	Carry all risks of loss and damage to goods from the named point, with exceptions.
Division of Costs	Carry all costs to named point. Pay various customs formalities/duties/taxes for export.	Pay all costs from named point.
Notification	Quickly provide the buyer with the potential date of transfer of goods to the carrier.	Provide the seller with carriers name and possibly with mode of transport//date/delivery time.
Proof of Delivery	Supply certificate of delivery at own cost. Assist the buyer in obtaining all transport documents.	Accept proof of delivery..
Verification , Packaging/ Goods Inspection	Pay expenses for verifying, packaging, marking of goods.	Pay expenses for inspection of goods before departure.
Other Obligations	Help the buyer obtain all documents for	Pay all costs anticipated in obtaining information for insurance importation and transit documents. Supply the seller with information for the exportation detailed

# FAS

## “free alongside ship”

Requires the seller to deliver the goods alongside the ship on the quay. From that point on, the buyer bears all cost and risk of loss and damage to the goods.



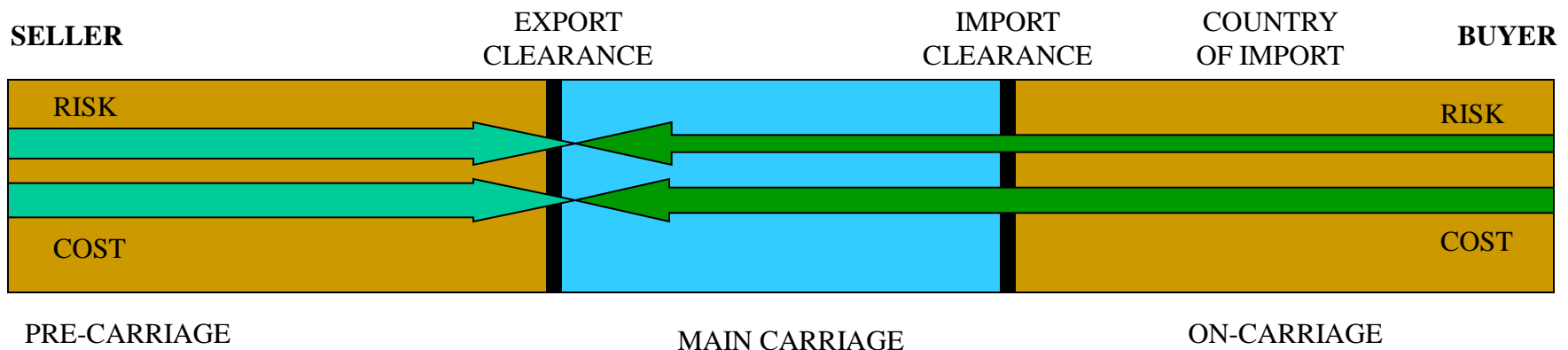
Articles/FAS	The Seller must	The Buyer must
Supplying Goods/ Payment	Supply goods, invoice and certificates in accordance with sales contract	Pay the price agreed upon in the sales contract
Licenses, Authorizations and Formalities	Obtain at own risk and expense any export license and complete all customs formalities for export.	Obtain at own risk and expense any import license and complete all customs formalities for import and for the transit of goods through a third country.
Transport and Insurance Contract	Transport -No obligation, Insurance-No obligation	Transport contract, at own cost from port of departure. Insurance -No obligation.
Delivery/Delivery Price	Deliver the goods alongside the vessel (the named port/the named date)	Receive the goods alongside the vessel (named port/named date)
Transfer of Risks	Carry all Risks up to alongside vessel.	Carry all Risks up to alongside vessel.
Division of Costs	Carry all costs to alongside vessel plus customs duties, taxes payable on export.	Carry all costs from alongside vessel plus duties/charges/taxes payable on import.
Notification	Quickly provide the buyer with the place and time of delivery alongside the vessel.	Provide the seller with the vessel name, named port of shipment, date of delivery within a reasonable amount of time.
Proof of Delivery	Supply certificate of delivery at own cost (alongside vessel) and help the buyer in obtaining all documents for transport.	Accept the proof of delivery (alongside vessel).
Verification , Packaging/ Goods Inspection	Pay expenses for verifying, packaging, marking of goods.	Pay expenses for inspection of goods before departure.
Other Obligations	Assist the buyer in obtaining all documents for importation and	Pay all expenses anticipated in obtaining information for insurance and documents



# FOB

## “free on board”

Means the goods are placed on board of the ship by the seller at a port of shipment named in the sales agreement. The risk of loss of or damage to the goods is transferred to the buyer when the goods pass the ship's rail (i.e. off the dock and placed on the ship). The seller pays the cost of loading the goods.



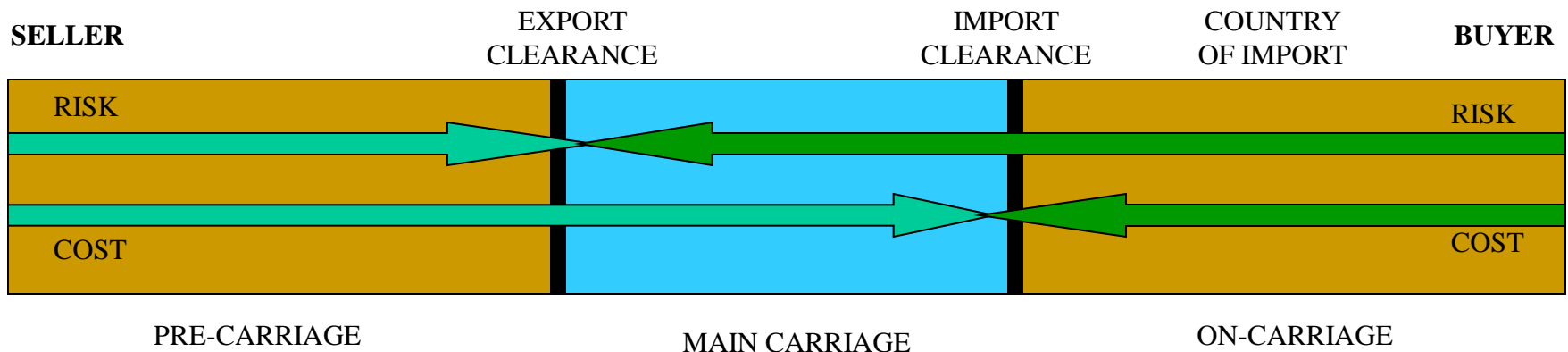
Articles/FOB	The Seller must	The Buyer must
Supplying Goods/ Payment	Supply goods, invoice and certificates in accordance with sales contract	Pay the price agreed upon in the sales contract
Licenses, Authorizations and Formalities	Obtain licenses and authorizations for exporting the goods, at own risk and cost.	Obtain licenses and authorizations for importing the goods, at own risk and cost.
Transport and Insurance Contract	Transport and Insurance No obligation	Transport contract at his own cost from the port of loading. Insurance –No obligation.
Delivery/Delivery Price	Deliver the goods onboard the vessel designated by the buyer. (the agreed date/the agreed port)	Receive the goods at the agreed port..
Transfer of Risks	Carry all Risks until the goods pass the ship's rail. (The agreed port)..	Carry all risks of loss and damage once the goods passed the ships rail.
Division of Costs	Carry all costs to named port. Pay the costs of customs formalities/ duties/ taxes for export.	Pay all costs once goods have passed the ships rail.
Notification	Advise the buyer that goods were loaded onboard the vessel..	Provide the seller with vessels name point of shipment and delivery within a reasonable time.
Proof of Delivery	Supply certificate of delivery at own cost.	Accept proof of delivery..
Verification , Packaging/ Goods Inspection	Pay expenses for verifying, packaging, marking of goods.	Pay expenses for inspection of goods before departure.
Other Obligations	Help the buyer obtain all documents for importation, insurance, and transit through a third country.	Pay all costs anticipated in obtaining information for insurance importation and transit documents and refund seller those costs whilst lending his assistance.

# CFR

## “cost and freight”

Requires the seller to pay the cost and freight necessary to bring the goods to the named destination, but the risk of loss or damage to the goods, as well as any cost increases, are transferred from the seller to the buyer when the goods pass the ship's rail in the port of shipment.

Insurance is the buyers responsibility.

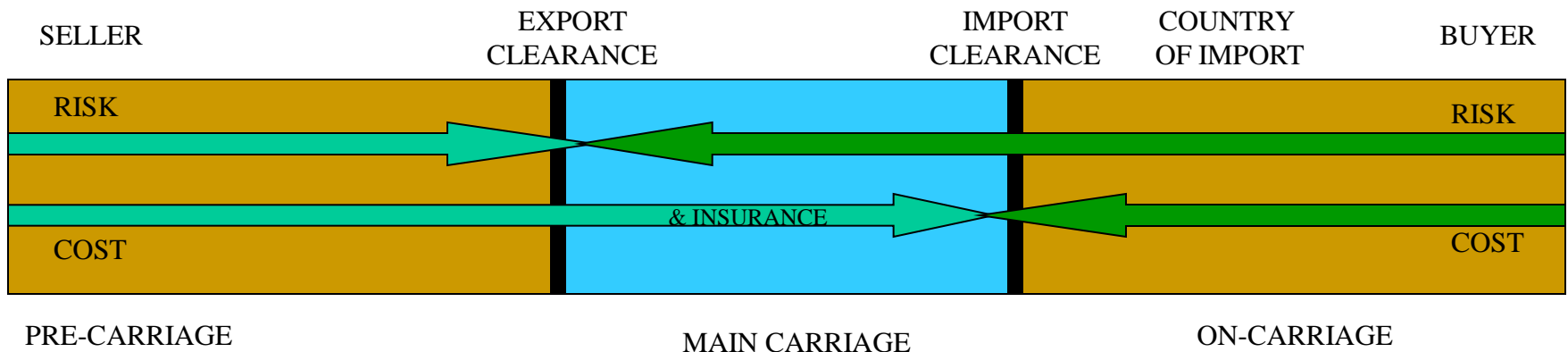


Articles/CFR	The Seller must	The Buyer must
Supplying Goods/ Payment	Supply goods, invoice and certificates in accordance with sales contract	Pay the price agreed upon in the sales contract
Licenses, Authorizations & Formalities	Obtain at own risk and expense any export license and complete all customs formalities for export.	Obtain at his own risk and expense any import license and complete all customs formalities for import and for transit of the goods through any country.
Transport and Insurance Contract	Transport contract until the named port, at his own cost. Insurance – No obligation.	Transport contract: No obligation. Insurance-No obligation.
Delivery/Delivery Price	Deliver the goods on board the vessel (named port/date/time period)	Accept delivery of goods on board the vessel and receive the goods at named port of destination.
Transfer of Risks	Carry all risks until the goods pass the ship's rail (Loading port)	Carry all risks of loss or damage after the goods pass the ships rail.
Division of Costs	Carry all costs to named port and freight, costs of loading / unloading / duties / charges / taxes for export under contract of carriage.	Pay all costs from named port and costs and charges of transport / unloading / lighter / transfer on the quay.
Notification	Advise the buyer that goods were delivered on board the vessel.	Provide the seller with the shipment date and/or the destination port within a reasonable amount of time.
Proof of Delivery	Supply the transport document for the agreed port of destination, at own cost and without delay..	Accept the document of transportation at agreed port, if stipulated in the contract.
Verification , Packaging/ Goods Inspection	Pay expenses for verifying, packaging, marking of goods.	Accept the document of transportation at agreed port, if stipulated in the contract.
Other Obligations	Help the buyer obtain all documents for importation, insurance or transit	Pay all costs anticipated in obtaining information for insurance importation and

# CIF

“cost, insurance, and freight”

CFR with the additional requirement that the seller procure transportation insurance against the risk of loss or damage to goods.



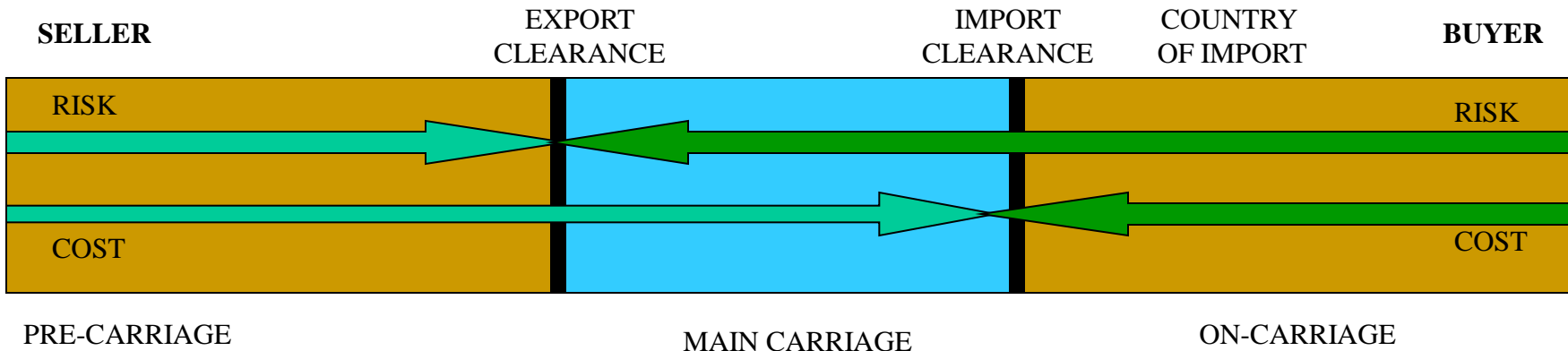
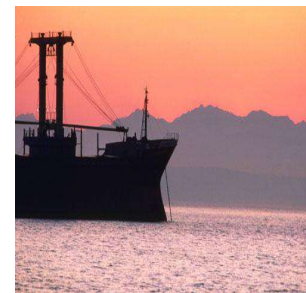
Articles/CIF	The Seller must	The Buyer must
Supplying Goods/ Payment	Supply goods, invoice and certificates in accordance with sales contract	Pay the price agreed upon in the sales contract
Licenses, Authorizations and Formalities	Obtain at own risk and expense any export license and complete all customs formalities for export.	Obtain at his own risk and expense any import license and complete all customs formalities for import and for transit of the goods through any country.
Transport and Insurance Contract	Transport and insurance contract at his own cost.	Transport contract: No obligation. Insurance- No obligation.
Delivery/Delivery Price	Deliver the goods on board the vessel (named port/date/time period)	Load delivery of goods on board the vessel.
Transfer of Risks	Carry all risks until the goods pass the ship's rail (Loading port)	Carry all risks of loss or damage after the goods pass the ship's rail.
Division of Costs	Carry all costs to named port and freight, costs of shipment/ unloading/ duties/ charges/taxes for export. Pay Insurance costs.	Pay all costs from named port and costs and charges of transport/ unloading/ lighter/ transfer on the quay.
Notification	Advise the buyer that goods were delivered on board the vessel.	Provide the seller with the shipment date and/or the destination port within a reasonable amount of time.
Proof of Delivery	Supply the transport document for the agreed port of destination, at own cost and without delay..	Accept the document of transportation at agreed port, if stipulated in the contract.
Verification , Packaging/ Goods Inspection	Pay expenses for verifying, packaging, marking of goods.	Pay expenses for inspection of goods before departure.
Other Obligations	Help the buyer obtain all documents for importation, insurance or transit through a third country and all information for obtaining an Insurance	Pay all costs anticipated in obtaining information for insurance importation and transit documents and refund those incurred by the seller while lending his assistance.



# CPT

## “freight and carriage paid to”

This term means the seller pays the freight for the carriage of the goods to the named destination. The risk of loss or damage to the goods and any cost increases transfers from the seller to the buyer when the goods have been delivered to the custody of the first carrier, and not at the ship's rail. Accordingly, “freight/carriage paid to” can be used for all modes of transportation, including container or roll-on roll-off traffic by trailers and ferries.



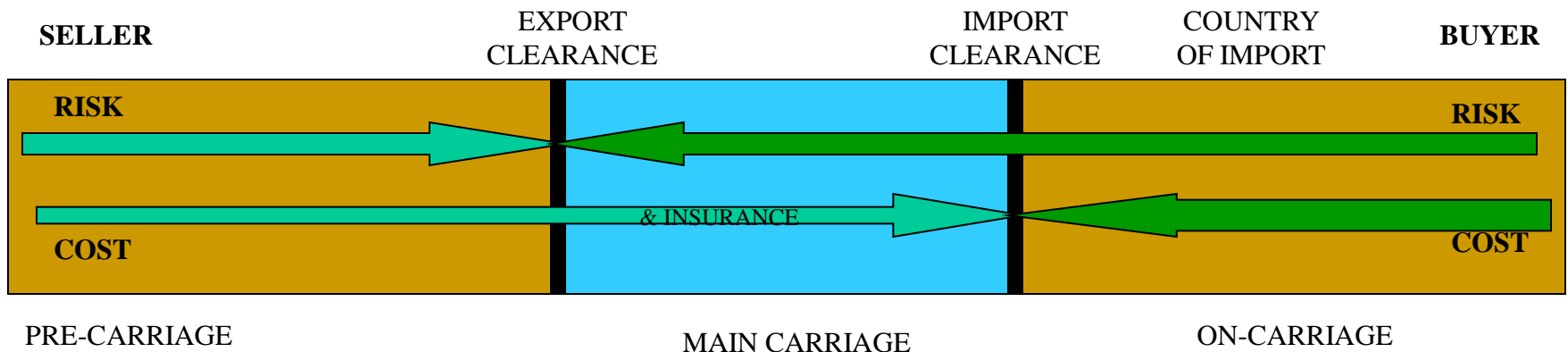
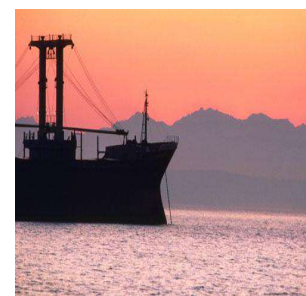
Articles/CPT	The Seller must	The Buyer must
Supplying Goods/ Payment	Supply goods, invoice and certificates in accordance with sales contract	Pay the price agreed upon in the sales contract
Licenses, Authorizations and Formalities	Obtain licenses and authorizations for exporting the goods, at his own risk and cost, including transit through any country.	Obtain licenses and authorizations for importing the goods, at his own risk and cost..
Transport and Insurance Contract	Transport contract: at his own cost. Insurance contract: no obligation.	Transport contract: No obligation. Insurance -No obligation.
Delivery/Delivery Price	Deliver the goods to the first carrier. (The named date/point)	Accept the delivery of the goods at named point..
Transfer of Risks	Carry all risks up to named point.	Carry all risks of loss or damage from named point.
Division of Costs	Carry all costs to named point and freight, costs of shipment / unloading / duties / charges / taxes, payable under contract of carriage.	Carry all the costs from named point.
Notification	Advise the buyer of the place and estimated time of delivery.	Provide the seller with the shipment date and/or delivery within a reasonable amount of time..
Proof of Delivery	Supply the transport document for the named port of destination, at own cost and without delay..	Accept the document of transportation at named port, if stipulated in the contract.
Verification , Packaging/ Goods Inspection	Pay expenses for verifying, packaging, marking of goods.	Pay expenses for inspection of goods before departure.
Other Obligations	Help the buyer obtain all documents for importation or transit through a third country and all information for	Pay all costs anticipated by seller and refund those incurred by seller while lending assistance.

# CIP

“Freight/Carriage and insurance Paid To”

This term is the same as “CPT” but with the additional requirement that the seller has to procure transport insurance against the risk of loss or damage to the goods during the carriage. The seller contracts with the insurer and pays the insurance premium.

This term is used for all modes of transportation!

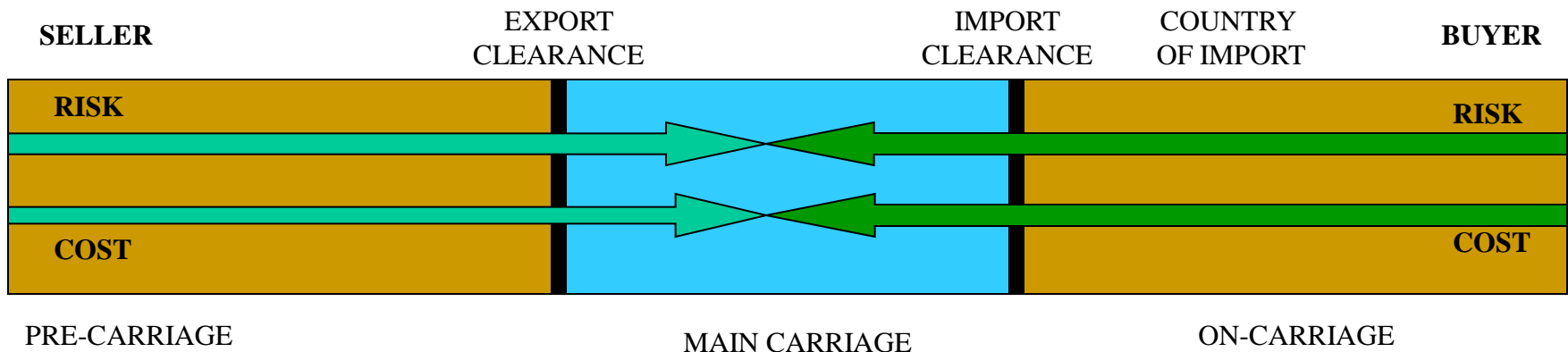


Articles/CIP	The Seller must	The Buyer must
Supplying Goods/ Payment	Supply goods, invoice and certificates in accordance with sales contract	Pay the price agreed upon in the sales contract
Licenses, Authorizations and Formalities	Obtain licenses and authorizations for exporting the goods, at his own risk and cost..	Obtain licenses and authorizations for importing the goods, at his own risk and cost..
Transport and Insurance Contract	Transport and insurance at his own cost.	Transport contract: No obligation.
Delivery/Delivery Price	Deliver the goods to the carrier. (The named date/point)	Accept the delivery of the goods at named point..
Transfer of Risks	Carry all risks up to named point.	Carry all risks of loss or damage from named point.
Division of Costs	Carry all costs to named point and freight, costs of shipment/ unloading/ duties/ charges/taxes, cost of Insurance.	Carry all the costs from named point.
Notification	Quickly notify the buyer with place and estimated time of delivery.	Provide the seller with the shipment date and/or delivery within a reasonable amount of time..
Proof of Delivery	Supply the transport document for the named port of destination, at own cost and without delay..	Accept the document of transportation at named port, if stipulated in the contract.
Verification , Packaging/ Goods Inspection	Pay expenses for verifying, packaging, marking of goods.	Pay expenses for inspection of goods before departure.
Other Obligations	Help the buyer obtain all documents for importation or transit through a third country.	Pay all costs anticipated by and refund those incurred by seller while lending

# DAF

## “Delivered at frontier”

Means that the seller's obligations are fulfilled when the goods have arrived at the frontier but before the customs border of the country named in the sales contract. The term is primarily used when rail or truck carries goods. The seller bears the full cost and risk in delivering the goods up to this point, but the buyer must arrange and pay for the goods to clear customs.



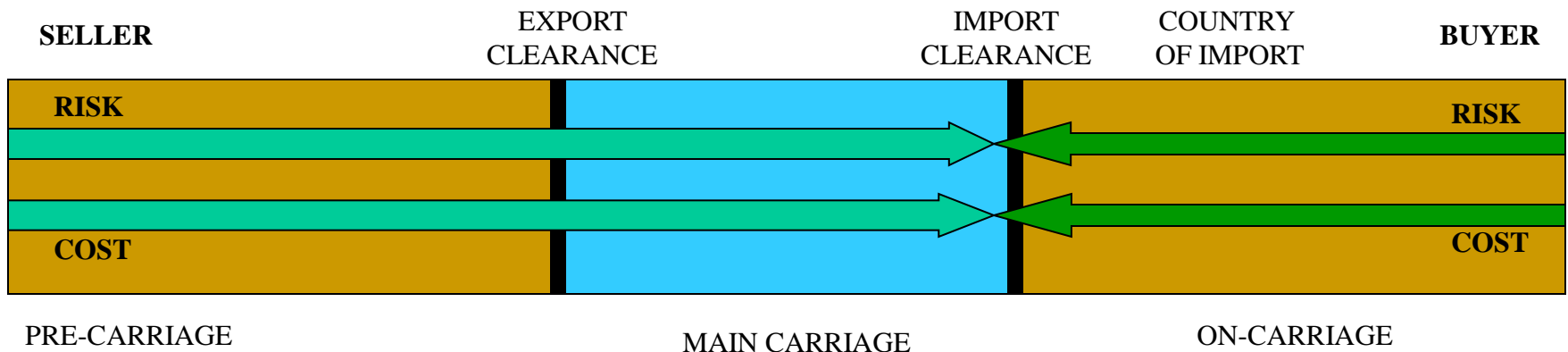
Articles/DAF	The Seller must	The Buyer must
Supplying Goods/ Payment	Supply goods, invoice and certificates in accordance with sales contract	Pay the price agreed upon in the sales contract
Licenses, Authorizations and Formalities	Obtain licenses and authorizations for exporting the goods, at his own risk and cost including transport through any country.	Obtain licenses and authorizations for importing the goods, at his own risk and cost..
Transport and Insurance Contract	Transport contract: at his own cost to the named point of delivery at the frontier. Insurances – No obligation.	Transport contract: No obligation. Insurance– No obligation.
Delivery/Delivery Price	Deliver the goods to the named point at the frontier.	Accept the delivery of the goods at named point..
Transfer of Risks	Carry all risks up to named point.	Carry all risks of loss or damage from named point.
Division of Costs	Carry all costs to named point and costs of unloading/duties/charges/taxes for export.	Carry all the costs from named point plus duties/taxes/charges because of goods importation and subsequent transport.
Notification	Advise the buyer of the shipment of the goods to the frontier.	Provide the seller with the shipment date and point of delivery within a reasonable amount of time..
Proof of Delivery	Provide the document of transport or any other proof of delivery to the named point on the border, at his own cost and without delay.	Accept the document of transportation at named point on border.
Verification , Packaging/ Goods Inspection	Pay expenses for verifying, packaging, marking of goods.	Pay expenses for inspection of goods before departure.
Other Obligations	Help the buyer obtain all documents for	Pay all costs anticipated by seller in



# DES

## “Ex Ship”

Means the seller shall make the goods available to the buyer on board the ship at the destination named in the sales contract. The seller bears the full cost and risk involved in bringing the goods there. The buyer must pay the cost of unloading the goods and any customs duties.

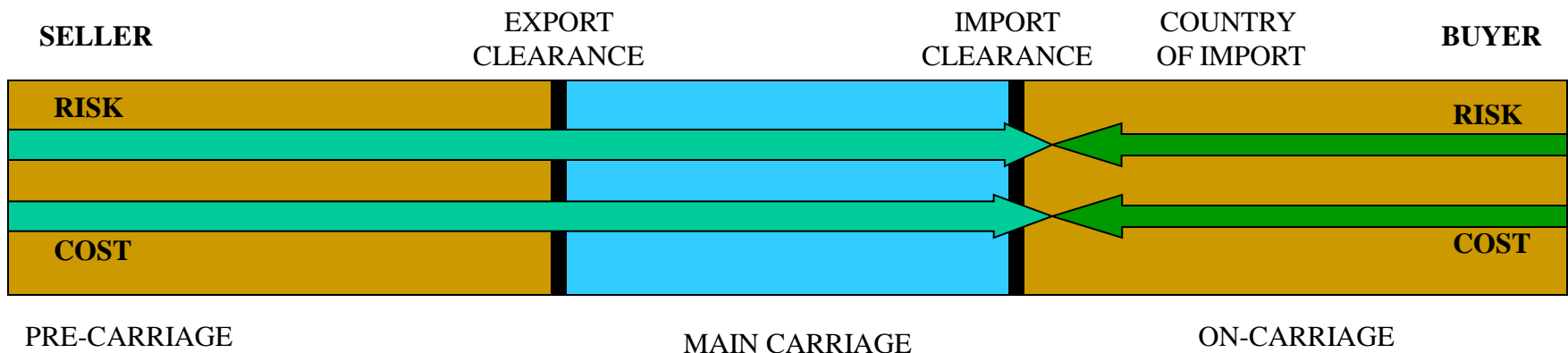


Articles/DES	The Seller must	The Buyer must
Supplying Goods/ Payment	Supply goods, invoice and certificates in accordance with sales contract	Pay the price agreed upon in the sales contract
Licenses, Authorizations and Formalities	Obtain licenses and authorizations for exporting the goods, at his own risk and cost..	Obtain licenses and authorizations for importing the goods, at his own risk and cost..
Transport and Insurance Contract	Transport contract: at his own cost to the named point of delivery. Insurance-No obligation	Transport contract: No obligation. Insurance-No obligation
Delivery/Delivery Price	Onboard the ship, uncleared for import at the named destination port.	Accept the delivery of the goods at named point..
Transfer of Risks	Carry all risks up to named point	Carry all risks of loss or damage from named point.
Division of Costs	Carry all costs to named point and duties/ charges/taxes/customs formalities for export.	Carry all the costs from named point including unloading.
Notification	Quickly advise the buyer of the designated vessels estimated time of arrival at named port..	Provide the seller with the date and port of delivery within a reasonable amount of time..
Proof of Delivery	Supply the document of transport/delivery note at his own cost and without delay.	Accept the document of transportation at named port.
Verification , Packaging/ Goods Inspection	Pay expenses for verifying, packaging, marking of goods.	Pay expenses for inspection of goods before departure.
Other Obligations	Help the buyer obtain all documents for importation and all information for	Pay all costs anticipated by seller and refund those incurred by seller while

# DEQ

## “Ex Quay”

Means the seller delivers when the goods are placed at the disposal of the buyer not cleared for import on the quay at the named port of destination. The seller bears the full cost and risks in delivering the goods to that point including unloading.

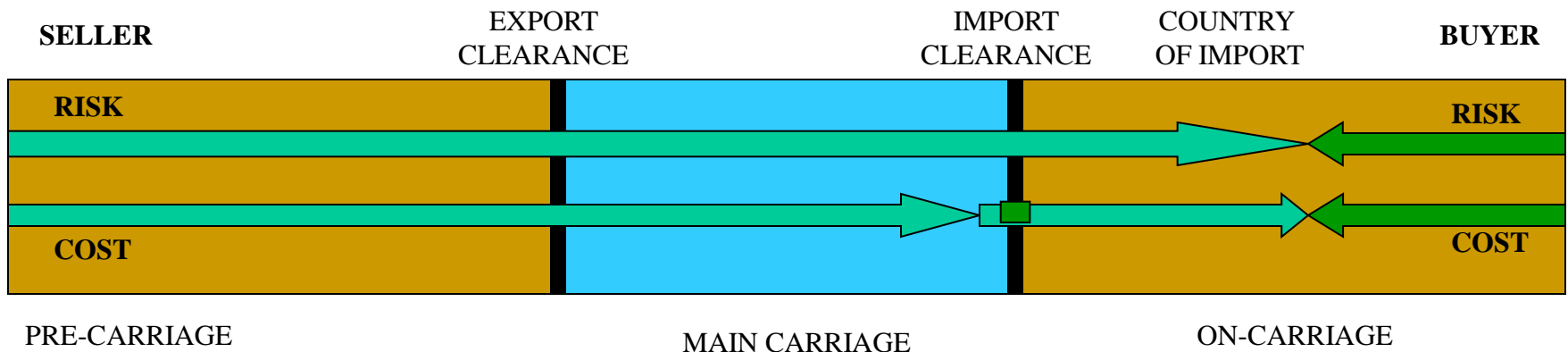
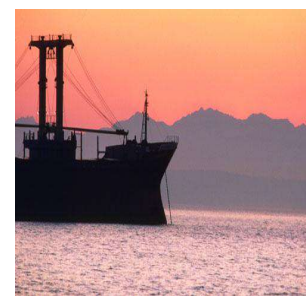


Articles/FAS	The Seller must	The Buyer must
Supplying Goods/ Payment	Supply goods, invoice and certificates in accordance with sales contract	Pay the price agreed upon in the sales contract
Licenses, Authorizations and Formalities	Obtain at his own risk and expense any export license and complete all customs formalities for export of the goods and their transit through any country.	Obtain at his own risk and expense any import license and complete all customs formalities for the import of the goods.
Transport and Insurance Contract	Transport contract: at his own cost to the quay at the named port of destination. Insurance-No obligation.	Transport contract: No obligation. Insurance No obligation.
Delivery/Delivery Price	Deliver the goods to the buyer, on the quay at the destination port.	Accept the delivery of the goods at named port.
Transfer of Risks	Carry all risks up to named point.	Carry all risks of loss or damage from named point.
Division of Costs	Carry all costs to named point and pay costs of duties/charges/taxes/customs formalities for export and import.	Carry all the costs from named point. All duties, taxes and other charges payable upon import of the goods.
Notification	Quickly provide the buyer with the designated vessels estimated time of arrival at Destination Port..	Provide the seller with the date and port of delivery within a reasonable amount of time.
Proof of Delivery	Supply the document of transport/delivery note at own cost and without delay..	Accept the document of transportation at named port
Verification , Packaging/ Goods	Pay expenses for verifying, packaging, marking of goods.	Pay expenses for inspection of goods before

# DDU

## “Delivered Duty Unpaid”

Under these terms, the seller delivers the goods to the buyer, not cleared for import, & not unloaded from any arriving means of transport at the named place of destination. Import duties & other charges have to be paid by the buyer as well as any other charges arising out failure to clear the goods for import in time.



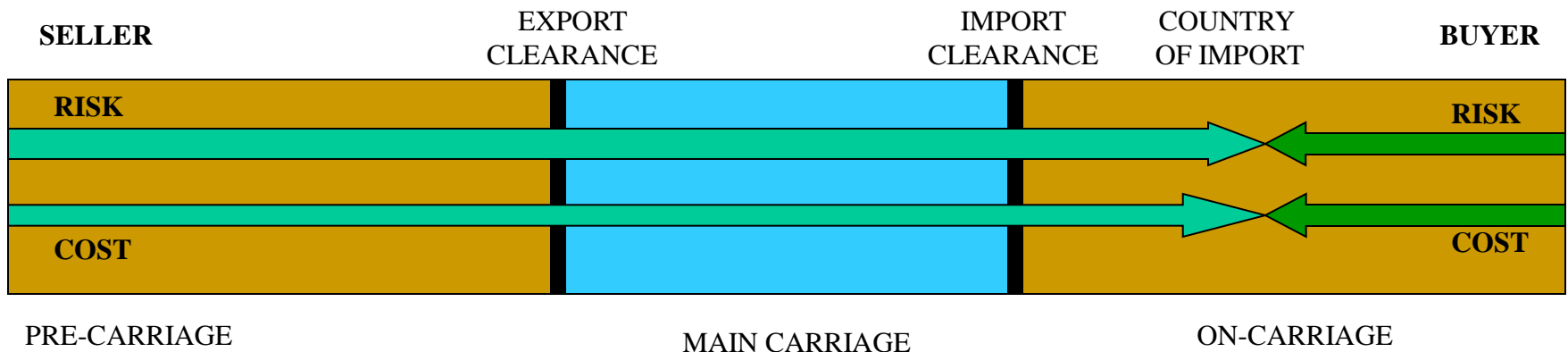
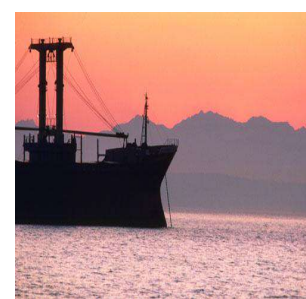
Articles/FAS	The Seller must	The Buyer must
Supplying Goods/ Payment	Supply goods, invoice and certificates in accordance with sales contract	Pay the price agreed upon in the sales contract
Licenses, Authorizations and Formalities	Obtain licenses and authorizations for exporting the goods, at his own risk and cost..	Obtain licenses and authorizations for importing the goods, at his own risk and cost..
Transport and Insurance Contract	Transport contract: at his own cost to the named point of destination. Insurance No obligation.	Transport contract: No obligation. Insurance No obligation.
Delivery/Delivery Price	Deliver the goods at the named point.	Accept the delivery of the goods at named point..
Transfer of Risks	Carry all risks up to named point.	Carry all risks of loss or damage to the goods from named point.
Division of Costs	Carry all costs to named point and pay costs of duties/charges/taxes/customs formalities for export.	Pay all costs from named point and costs of customs formalities, duties and taxes and other charges for import.
Notification	Advise the buyer that the goods were shipped and inform him of the possibilities for receipt.	Provide the seller with the date and place of delivery within a reasonable amount of time..
Proof of Delivery	Supply the document of transport/delivery note at own cost and without delay..	Accept the document of transportation at named port.
Verification , Packaging/ Goods Inspection	Pay expenses for verifying, packaging, marking of goods.	Pay expenses for inspection of goods before departure.



# DDP

## “Delivery/Duty Paid”

Represents the seller's maximum obligation. The term “DDP” is generally followed by words indicating the buyer's premises. It notes that the seller bears all risk and all cost until the goods are delivered. If the parties wish to make clear that the seller is not responsible for certain costs, additional wording should be added (for example, “delivered duty paid exclusive of VAT and/or taxes”).



Articles/DDP	The Seller must	The Buyer must
Supplying Goods/ Payment	Supply goods, invoice and certificates in accordance with sales contract	Pay the price agreed upon in the sales contract
Licenses, Authorizations and Formalities	Obtain licenses and authorizations for both exporting and importing the goods, at his own risk and cost..	Assist the seller in obtaining licenses and authorizations for importing the goods and transit.
Transport and Insurance Contract	Transport contract: at his own cost to the named point of destination. Insurance -No obligation.	Transport contract: No obligation. Insurance-No obligation.
Delivery/Delivery Price	Deliver the goods (named place/date/time period)	Accept the delivery of the goods at named point..
Transfer of Risks	Carry all risks up to named point.	Carry all risks of loss or damage to goods from named point.
Division of Costs	Carry all costs to named point and pay costs of duties/charges/taxes/customs formalities for export and import.	Carry all the costs from named point.
Notification	Advise the buyer that goods were shipped and inform him of the possibilities of receipt.	Provide the seller with the date and place of delivery within a reasonable amount of time..
Proof of Delivery	Supply the document of transport/delivery note at own cost and without delay..	Accept the document of transportation at named point.
Verification , Packaging/ Goods Inspection	Pay expenses for verifying, packaging, marking of goods.	Pay expenses for inspection of goods before departure.
Seller's Obligations	Under the above conditions, the seller must:	Under the above conditions, the buyer must:

# A Caselet

Shared imaging of Calicut city India (SI), USA contracted to purchase a mobile magnetic resonance imaging (MRI) system from Neuromed medical systems (Neuromed), a German corporation at a price of \$930,000. SI made a down payment on this contract. The contract stated that the MRI system would remain the property of Neuromed until complete payment was received. The delivery term under the contract was “CIF new York seaport”. The MRI system was loaded aboard a ship in the perfect condition. When it reached its destination in Calicut city, it had been damaged and was in need of repair. Neuromed argued that the risk of loss or damage passed to SI when Neuromed delivered it to the vessel at the port of shipment. SI countered that the contract specified that Neuromed retained “title” (“the property”) to the MRI system until payment was completed and therefore, the risk of loss should have remained on Neuromed.

Q: How would you respond?

# Answer

- The court accepted the Incoterms definition of CIF.
- Court ruled that as per CIF, risk of loss passed when goods were handed over to the vessel and hence SI has to bear the cost.
- Title may not pass the buyer until the payment has been completed, well after the risk of loss has already passed.

# What Incoterms to Use When?

- Proper use of Incoterms depend upon the
  - Whether it is bulk cargo or manufactured goods
  - Kind of transportation used (whether ship, road etc. or Multimodal)
  - Business strategies of buyer/seller
  - Capabilities and strengths of buyer and sellers to do arrange transport, documentation etc.

# Which Incoterms?

- Incoterms have been grouped into 4 groups:
  - Departure (EXW)
  - Main Carriage Unpaid (F-group)
  - Main Carriage Paid (C-group)
  - Arrival (D-group)
- F terms are generally considered to be favorable to the buyer.
- C terms are generally considered to be favorable to the seller
- D terms also tend to favor buyer since all obligations fall on the sellers.
- E term does not favor anybody. It puts two obligations on buyer which are
  - Identifying the transport in the seller's country
  - Clearing export



# Two Basic Points

- At the end of the day, buyers pay for everything. Any seller-paid transportation costs will increase the price. Conversely, buyers directly pay carriers for freight-collect shipments. The same goes for insurance and other non-product services. For this reason, there is a sort of “competition” between sellers and buyers to obtain the lowest freight costs.
- Incoterms do not address ownership transfer.

# Main Carriage Unpaid

- Buyers having large import volumes and correspondingly low freight costs often prefer to contract for main carriage.

# Choosing FCA by the Buyer

- Free carrier (FCA) may be used for all modes of transport (omnimodal), which makes it convenient **for importers** using air or vessel (or ground transport from Canada and Mexico). The agreed-on place may be anywhere on the seller's side. Buyers contracting for door-to-door, door-to-port, or door-to-carriage can specify the place where the shipment originates. Conversely, they can specify their forwarder's warehouse or carrier's terminal on the seller's side. One disadvantage is that the seller's obligation ends when the shipment has been handed over at the agreed-on place, which may come before any cargo-security preloading reporting obligations are fulfilled. This risk is minimal, however, because the main carrier is working for the buyer.

# Choosing FAS by the Buyer

- Free alongside ship (FAS) is marine restricted and works well only when the carrier doesn't handle vessel loading. This limits it to bulk cargo and project cargo shipments on vessels chartered under nonliner terms.
- Seldom would a seller actually place cargo alongside a vessel at a modern secure port.
- FAS also holds the seller responsible for terminal handling charges, which are normally billed to the party paying for main carriage—in this case, the buyer.
- Since ship lines do not issue documents evidencing placement of cargo next to vessels, the only document that corresponds to seller's actual obligations are mates' receipts. These are used almost exclusively in vessel chartering. Savvy (or poorly informed) buyers paying by letter of credit usually require on-board bills of lading, forcing FAS sellers to exceed their Incoterms obligation.
- FAS has another limited use with lighters (smaller boats that transport cargoes to and from vessels at ports too shallow to

# Choosing FOB by the buyer

- Free on board (FOB) is also marine restricted. Like FAS, it reflects the way charter vessels operate by holding the seller responsible for vessel loading.
- Containerized cargo is handed over to carriers at the land gateways of modern ports. This usually happens days before the vessel is loaded. Holding sellers responsible for the condition of the contract goods while they are in the custody of buyer-appointed carriers works well for buyers but may give pause to informed sellers. Buyers should counter any objection by pointing out that vessel loading has become more important lately because of security-related pre-shipment reporting.
- As with FAS, the wrong party (buyer) usually gets billed for terminal charges.

# Main Carriage Paid

- The four “C-group” Incoterms favor sellers rather than buyers by giving sellers control of main carriage while ending their responsibility for the condition of the contract goods somewhere on their side. This places buyers at risk for the performance of seller-appointed carriers.
- To be palatable, these terms should be accompanied by far lower transport costs than buyers can achieve.



# CPT and CIP

- Carriage paid to (CPT) and carriage and insurance paid (CIP) buyers should be particularly concerned with carriage contracts that are not door-to-door, door-to-port, or door-to-airport. The reason is that the seller's responsibility for the condition of the contract goods ends at the *first* carrier (i. e., when pre-carriage begins).

# CIP and CIF

- CIP and cost, insurance and freight (CIF) buyers should specify the level of insurance coverage they want. Unless otherwise agreed, sellers may discharge their Incoterm responsibility by providing "minimum cover" (called "free of particular average" in the United States and "London Underwriter Institute Clauses 'C' " everywhere else). Preferred coverage is usually "all risk" ("London Underwriter Institute Clauses 'A' ") plus war, strike, riot, and civil commotion. Naturally, the reputation of any seller-appointed insurer is also a consideration.

# CFR and CIF

- Strict preloading cargo-security rules are forcing savvy buyers to revert to the old marine-restricted cost and freight (CFR) and CIF Incoterms for imports by sea. By holding sellers responsible for vessel loading, these ensure that preloading reporting requirements are satisfied.
- CFR and CIF are also preferred by the buyer when they intend to trade the goods while on sea.

# DAF

- Delivered at frontier (DAF) holds sellers responsible for the condition of the goods and all costs until they arrive at an agreed upon place on an agreed-upon border. This implies ground transportation. Sellers then arrange export clearance, and buyers arrange import clearance and all transportation thereafter.
- However, whenever the agreed-on place is on the border of the seller's or buyer's country, the cost and risk distribution found in DAF is exactly the same as FCA accompanied by that border place. Since FCA has many more additional uses while DAF is so limited, savvy traders use the former.
- There's another possibility for DAF: withdrawals from bonded warehouses or foreign trade zones where the "economic border" is the warehouse or zone exit.

# DES

- Delivered ex ship (DES) is marine-restricted.
- It tasks sellers with all costs and responsibility for the condition of the contract goods up to vessel arrival at the agreed on port on the buyer's side.
- Since DES tasks buyers with unloading, it is used almost exclusively for charter shipments.

# DEQ

- Delivered ex quay (DEQ) is also marine restricted, and holds the seller responsible for all costs and the condition of the contract goods until they are placed on the quay at the agreed-on port on the buyers' side.
- It is a "mirror image" of the FAS Incoterm.
- At first, it seems useful for freight prepaid liner shipments because it tasks sellers with both loading and unloading. However, ship lines seldom leave arriving cargoes on the quay, but rather bring them into their terminal facilities. In any event, buyers cannot normally retrieve cargoes from quays at secure modern ports.



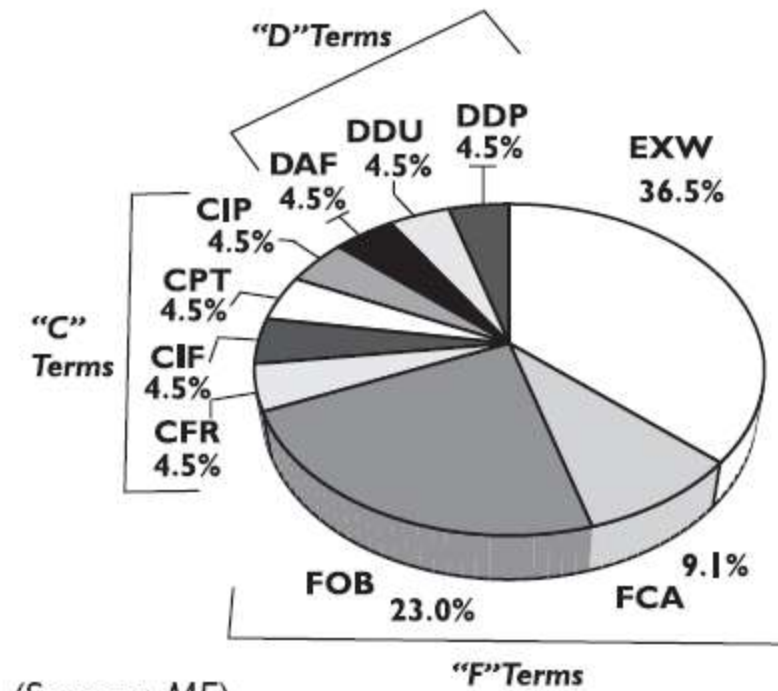
# DDU

- Delivered duty unpaid (DDU) makes perfect sense whenever sellers have lower freight costs than buyers can obtain.
- By making sellers responsible for all transport costs and the condition of the contract goods until they arrive at the agreed-on place on the buyer's side, DDU attaches responsibility to carrier selection.
- As this term is omnimodal, the place may be anywhere buyers and sellers agree, provided it is on the buyer's side. A port, airport, inland destination, or even the buyer's premises are possible alternatives.
- Buyers requiring inland delivery should be sure to promptly handle import clearance. Failure to do so frustrates the sellers' on-carriage obligations and may lead to premature transfer of cost and risk to the buyer.

# DDP

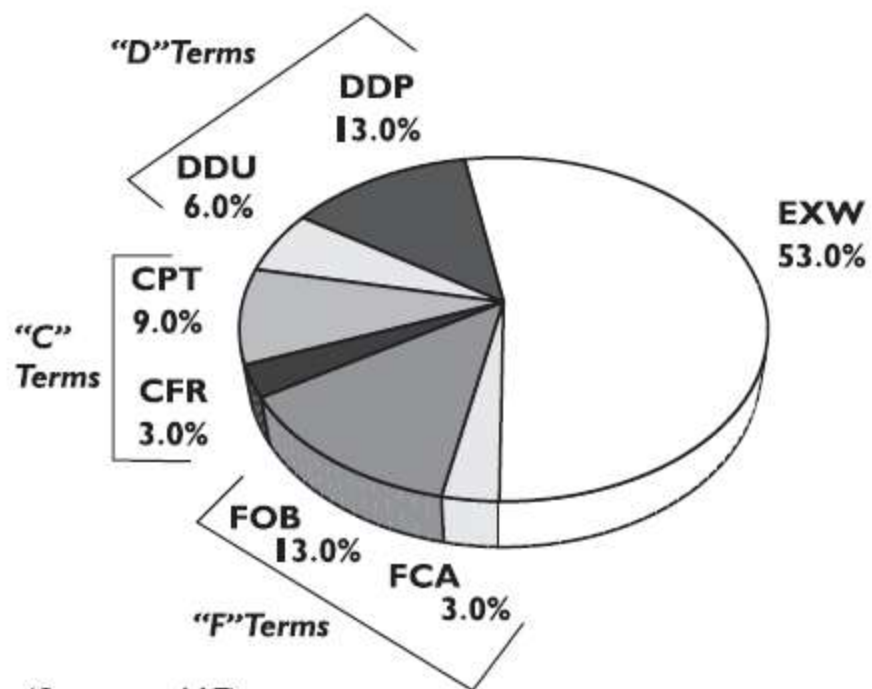
- Delivered duty paid (DDP) works best within customs unions.
- Despite the claims of some integrated carriers and 3PLS, it is difficult to be convinced of the advantages of having the *seller* deal with the *buyer's* government. It's Ex Works in reverse!
- Who is better positioned to select competent customs brokers, sellers, or buyers?
- How do DDP buyers handle drawback?

**Figure 1. Incoterms Used by 22 U.S. Exporters to Mexico**



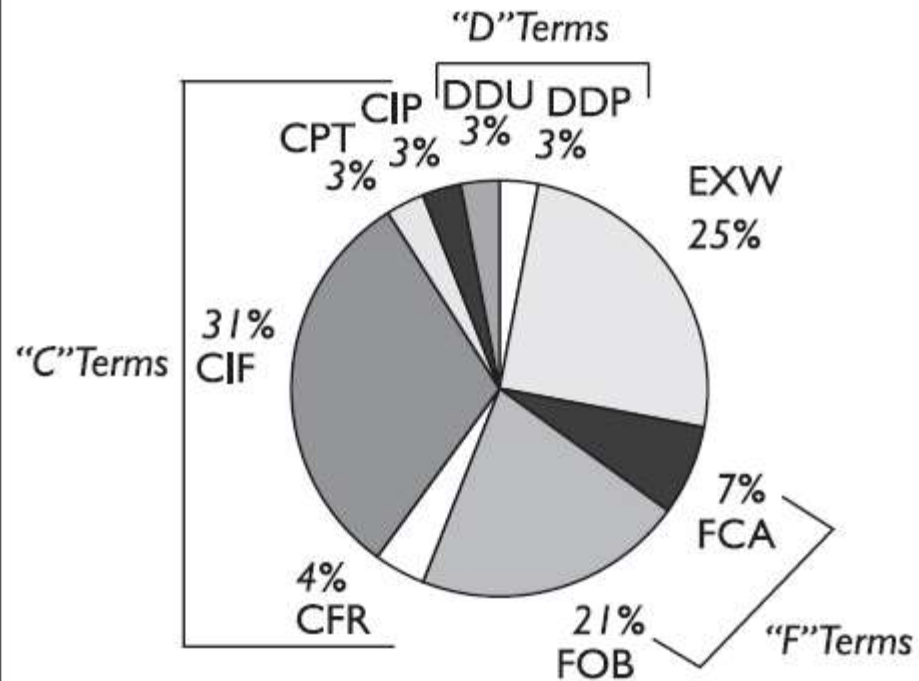
(Source: ME)

**Figure 2. Incoterms Used by 32 U.S. Exporters to Canada**



(Source: ME)

## Incoterms in Five Asian Markets



(Source: ME Survey)

# VARIANT TERMS

AVOID USING TERMS SUCH AS “FOB ON DECK,” “FOB WAREHOUSE,” OR “CNF,” “C&F” AND THE LIKE. THESE TERMS HAVE NO UNIVERSAL MEANING UNDER THE INCOTERMS.





# The Letter of Credit

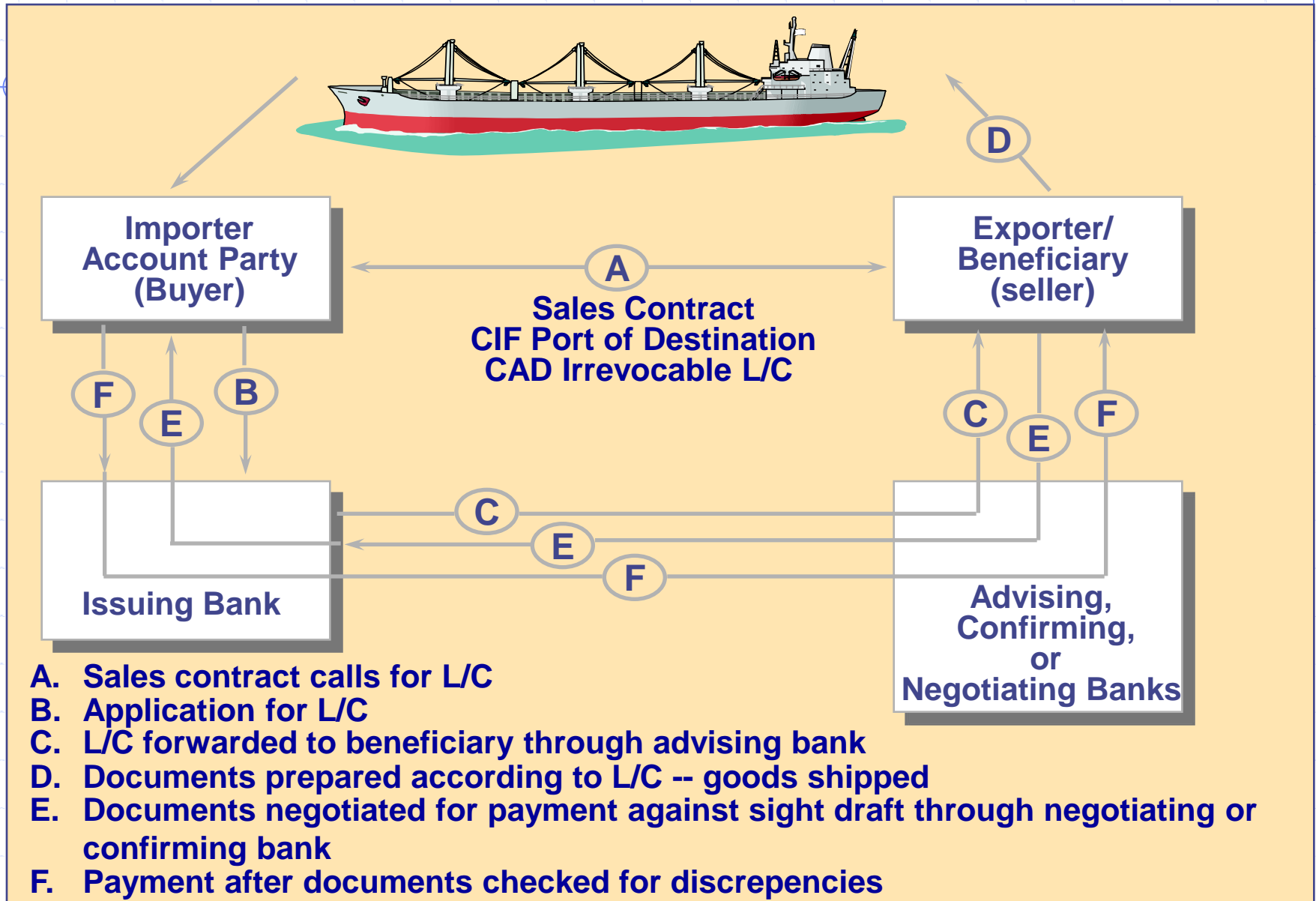
# The Documentary Letter of Credit

- ◆ Documentary draft may not be honored by the buyer for various reasons
  - Inability to arrange financing
  - Availability of merchandise at cheaper price
  - Buyer's country may create difficulties (not making FE available)
- ◆ Seller may get stuck with the goods in the foreign ports

# Definitions

- ◆ Account party is the buyer.
- ◆ Beneficiary is the seller.
- ◆ Issuing bank is the buyer's bank.
- ◆ Advising bank is the seller's bank.
- ◆ The L/C is defined as a conditional undertaking by a bank (the Issuing Bank), issued in accordance with the instructions of the account party, addressed to or in favor of the beneficiary.
- ◆ The Issuing bank promises to pay, accept, or negotiate the beneficiary's draft up to a certain sum of money, in the stated currency, within the prescribed time limit, upon the presentation of the stipulated documents.

# The Documentary Sale with a Letter of Credit



# An L/C Transaction

1. Once Sales Contract calls for payment under L/C (irrevocable?), buyer **becomes responsible** for applying to its bank on bank's form.
2. Buyer requests that issuing bank honor seller's draft by paying or accepting them up to a specified amount (usually the contract price) but only **if the drafts are accompanied by specified documents mentioned in the application.**
3. Issuing Bank issues L/C and sends it to the seller via advising bank.
4. Seller should first read L/C and its instructions before packaging the goods, arrange transportation etc. as the payment is contingent upon those instructions. Seller should compare terms of L/C with the terms of the underlying Sales Contract. If major discrepancies, seller should ask for amended L/C before proceeded. Also, other terms should be examined.
5. Once L/C terms are acceptable, seller should prepare the draft and other docs and present them to the negotiating bank.
6. Negotiating Bank transmits them to the issuing bank which will normally pay if docs are in order and forward them to the buyer.
7. Buyer collects goods.

# Confirmed L/C

- ◆ When credit of issuing bank is insufficient to guarantee payments, the seller may want that L/C furnished by the buyer be confirmed by a reputed bank preferred by the seller (usually, in seller's country).



# A Case let

Your firm regularly sells to customers in US, India, China, Japan, Poland and Venezuela. How would you evaluate the creditworthiness of firms in each of these countries? How would the credit risk differ in each of these countries? What sources of information would you use? Under what circumstances would you consider selling to firms in these countries without L/C? In which of these countries would you want the buyer's L/C to be confirmed by another bank of repute? Why?

# Another Case let

Your firm has contracted to purchase silk from overseas suppliers on L/C terms. After contracting, but before presentment of seller's documents, China expands its production and floods the market with raw silk whose price then plummets. Comment on whether you should try to find a minor discrepancy in the documents to justify rejecting documents. Is it ethical for a buyer to reject documents presented under L/C for minor discrepancy?

# PROGRAMME



## Tuesday, November 15, 2022 ERP - Platform

14:30

Rami Semaan

Registration &  
Presentation of  
the training

14:45 – 16:30

Imad Khoury

**Freight Forwarding:** Techniques &  
Services and third-party Logistics

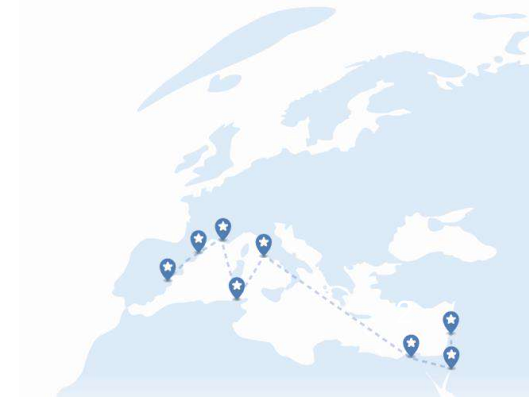
16:30

Break

16:45 – 18:30

Fawzi Allam

Integrated IT Solutions  
&  
E-Procedures for Logistic sector





## Wednesday, November 16, 2022 ERP Case Studies

14:30 – 16:30

16:30

Dory Abou Saab / Imad El-Khoury

### ERP:

Groups Constitution

Tools - Principles - Guidelines

Break

16:45 – 18:30

Dory Abou Saab / Imad El-Khoury

Teamwork ERP practices

-





## Thursday, November 16, 2022 Customs – ERP Applications

14:30 – 15:30

Imad El-Khoury

Customs Taxes  
&  
Insurances Procedures

16:30

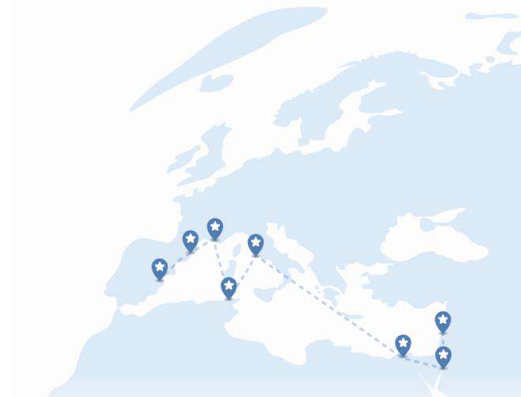
Break

16:45 – 18:30

Dory Abou Saab / Imad El-Khoury

ERP Application:

Export cases: Inputs - Outputs - Simulations





## Friday, November 17, 2022 Supply Chain Optimisation

14:30 – 16:30

Dory Abou Saab / Imad El-Khoury

### ERP Application:

- Payment Methods & Management
- Invoicing

16:30

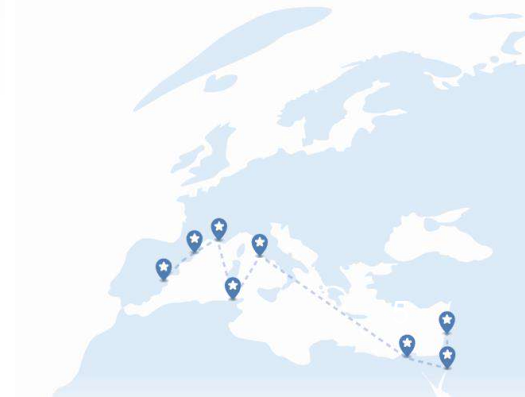
Break

17:00 – 18:30

Dory Abou Saab / Fawzi Allam

### Teamwork

Case Studies / Discussions







## Wednesday, November 23, 2022 IT Solutions in Logistics Sector

14:30 – 16:30

Dory Abou Saab / Imad El-Khoury

### ERP Application:

- Credit Note
- Demurrage

16:30

Break

17:00 – 18:30

Rami Semaan

Facilitation Procedures & Regional Conventions





## Thursday November 24, 2022 IT Solutions in Logistics Sector

14:30 – 16:30

Dory Abou Saab / Imad El-Khoury

Teamwork: final exercises

16:30

Break

17:00 – 18:30

Dory Abou Saab / Imad El-Khoury / Fawzi Allam / Rami Semaan

Presentations of results by Group



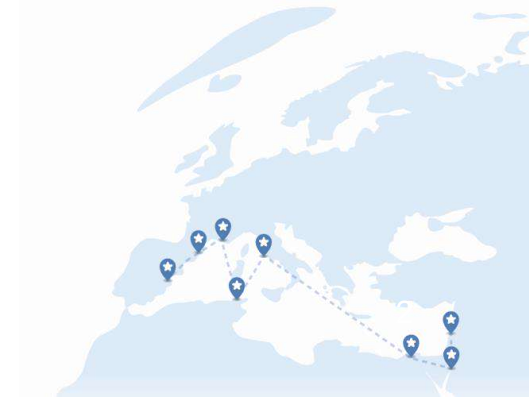
# Training Contents



## LECTURES

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- Maritime Sector & Ports:
  - ✓ *Maritime Sector*
  - ✓ *Ports services*
  - ✓ *Institutional & Regulation*
  - ✓ *Operation & Services*
- Customs Services & Organisation
  - ✓ *Customs Brokers*
  - ✓ *Freight Forwarders*
  - ✓ *Ship Agents*
- Shipping Lines & Forwarders
  - ✓ *Shipping*
  - ✓ *Forwards*
- Supply Chain Management



# PROGRAMME



## **Monday, January 09, 2023** Key elements Maritime Sector & International Trade

**14:00**

**Rami Semaan**

Registration &  
Presentation of  
the training

**14:15**

**Elie Zakhour**

Organization of  
Maritime sector in  
Lebanon

**15:00**

**Rami Semaan**

Institutional &  
Regulations:  
Entities – Guidelines

**16:00**

Break

**16:15**

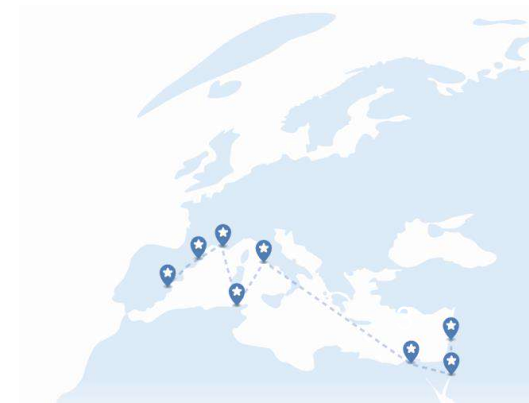
**Rami Semaan**

Operation &  
Services:  
Maritime - Land

**17:15 – 18:30**

**Imad El-Khoury**

Customs:  
From Traditional  
Customs to E-  
Services



# PROGRAMME

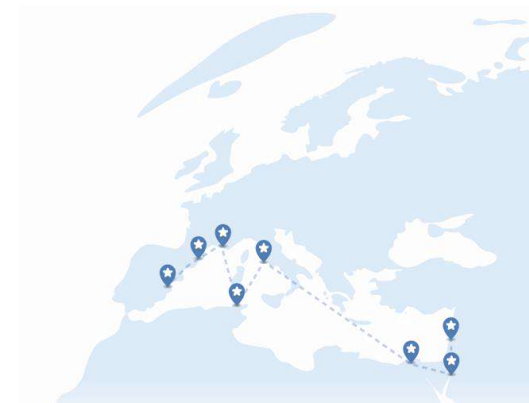


## Tuesday, January 10, 2023 Customs Services & Organisation

14:00	15:00	16:00	16:15 – 17:30
Imad El-Khoury	Fawzi Allam		Imad El-Khoury
Customs: General Rules & Regulations	Customs Services: Techniques / IT	Break	Customs: Steps & Procedures

17:30 – 18:30
Imad El-Khoury & Fawzi Allam
Recap of Customs service & Trade Agreements



# PROGRAMME



## Wednesday, January 11, 2023 Supply Chain Management

**14:00 – 15:30**

**Rami Semaan**

General Presentation: Main characteristics of Transport modes: air, rail, maritime, road

**15:30 – 16:30**

**Fawzi Allam**

E-Procedures & Regulation Guidelines

**16:30**

Break

**16:45 – 17:30**

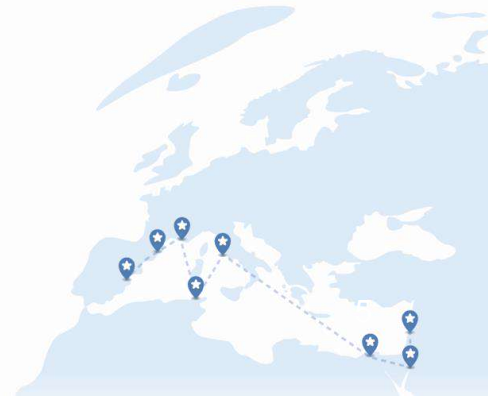
**Dory Abou Saab**

HS Code and Taric  
Origin vs Provenance

**17:30 – 18:30 / Imad El-Khoury**

Optimization of the general chain and tools:

INCOTERMS, Payment, Insurance, Inventory, Warehousing, Packaging, Documentation, and other tools).





# PROGRAMME



## Thursday, January 12, 2023 – Shipping Lines & Transport Modes

14:00 – 15:00

Rami Semaan

General Overview on Air  
Transport Sector

15:00 – 16:30

Ghada Salem

Shipping Lines:

- Worldwide organization
- Lebanon and the Region

16:30

Break

17:00 – 18:00

All Instructors

Recap of all items:

*Practice & Quiz*



# Shipping Lines : Worldwide Organization Lebanon and the region



YEP MED



غرفة التجارة والصناعة والزراعة  
Chamber of Commerce Industry  
and Agriculture  
of Beirut and Mount-Lebanon  
في بيروت وجبل لبنان

## **Outline**

1. Shipping and shipping lines
2. Types of ships
3. Structure of shipping companies
4. Categorization of shipping companies
5. Organization of shipping companies
6. International Maritime Organization (IMO)
7. Top worldwide shipping lines
8. Main ports in the Middle East
9. Lebanon: ports and shipping companies

# **1. Shipping and shipping lines**

**Shipping:**

Physical movement of goods from one point to another.

## Shipping Line:

.

A company that operates the ships that carry goods from load port to  
discharge port

## **2. Types of Ships**

Classification is based on the types of cargo

- Bulk Cargo
- General Cargo



Bulk Cargo → Bulk ships

Bulk cargoes: oil, grain, iron ores, coal, phosphates, fertilizers, cement, etc.

Bulk Ships: Vessels transporting unpackaged bulk cargo (dry or liquid) in their cargo holds.



Cargoes loaded in large quantities and occupies the whole capacity of the ship.



General cargo

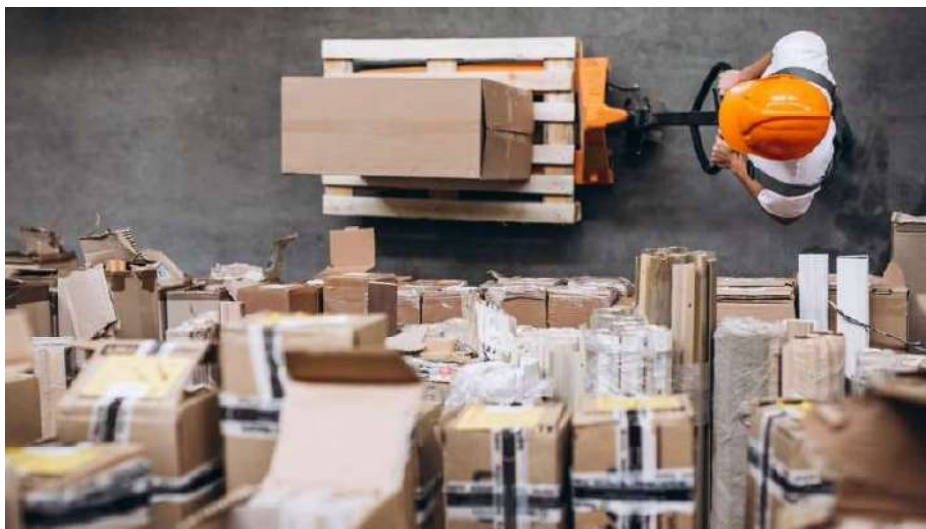


General Cargo ships

A vessel designed to handle

- break bulk cargo: concerns cargo that is carried in drums, bags, pallets, or boxes.
- neo bulk cargo: concerns cargo where each packaged unit is accountable such as lumber (bundles), paper (rolls), steel, and vehicles.
- Containerized cargo: Standardized containers used for the unitizing of the cargo

## Break bulk cargo



## Neo bulk cargo





## Containerized cargo



## GENERAL CARGO

Unitized Cargo



## BULK CARGO

Loose Cargo

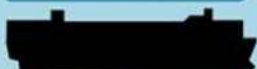


### Break Bulk



Drums, bags, pallets, boxes  
Lift-on/lift-off

### Neo Bulk



Lumber, paper, steel, vehicles  
Lift-on/lift-off, roll-on/roll-off

### Containerized



Containers  
Lift-on/lift-off

### Liquid Bulk



Petroleum, LNG, chemicals, vegetal oils  
Pumps and pipelines

### Dry Bulk



Coal, iron ore, grains, bauxite, sand  
Grabs / suction and conveyors

### **3. Structure of Shipping companies**

Task: is the management of ships for the supply of maritime transport services.

2 parts

- The productive units: the vessels
- The infrastructure on land: shipping office

## Operation of vessels:

- Voyage charter
- Time charter
- Bareboat charter
- Pool

- **Voyage charter:** The charterer hires the vessel from the shipping company to transport cargo from one port to another.

Fees of the shipping company: either quantity of the cargo or as a lump-sum freight.

Cost of operation: borne by the shipping company



- **Time charter:** The charterer hires the vessel from the shipping company for a specific period of time.

Fees of the shipping company: set by the day.

Cost of operation:

Charterer: voyage expenses (bunkers, port charges, etc.) and the cargo handling cost.

Shipping company: basic operating expenses (crew's wages, maintenance and repairs of the vessel, insurance, etc.)

- **Bareboat charter:** The charterer hires the vessel for several years and undertakes the responsibility for its technical and commercial management.



The charterer becomes the manager of the vessel

- **Pool:** commercial cooperation where vessels of a similar type owned by different shipping companies are managed as a single entity.

Earnings of the vessels are distributed by the Administrator of the pool to the owners of the vessels according to a pre-arranged weighing system.

## On land operations

The organization on land is responsible for issues relating to:

- objectives and aims of the company,
- finding employment for the vessels,
- administrative/ technical support,
- and supporting their day-to-day operation.

## **4. Categorization of shipping companies**

### **□ Based on the specialization of their fleets**

- those specializing in bulk cargo shipping
- those specializing in general cargo shipping
- those of differentiated fleets



## ❑ Based on the degree of integration of their activities

- Companies subsidiaries of major industrial or merchandising groups, such as oil companies, steel-producing companies, etc. provide maritime transportation services to the parent company.

Example: Dole Ocean Cargo



**Dole** is the world's largest producer of bananas, pineapples, packaged salads and fresh vegetables.



HOME

GALLERY

CUSTOMER SERVICE

SERVICES

EQUIPMENT

VESSELS

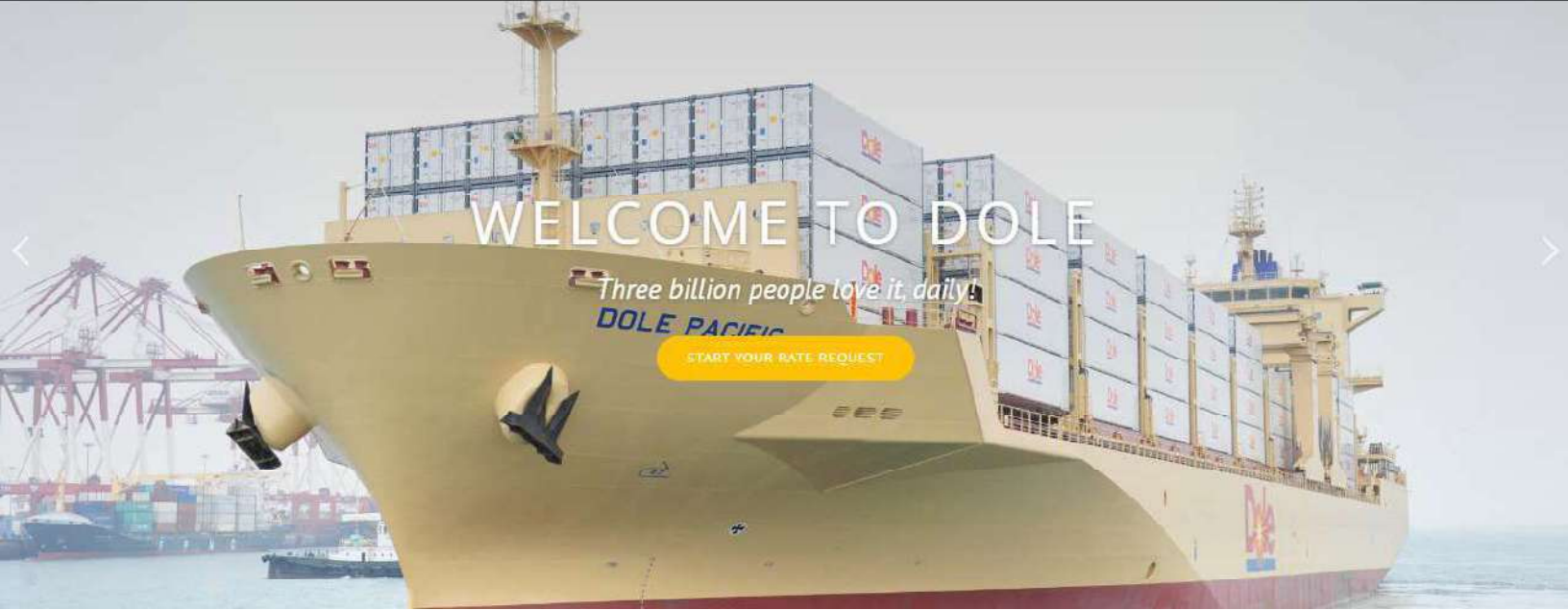
COMPLIANCE

PRICING

NEWS

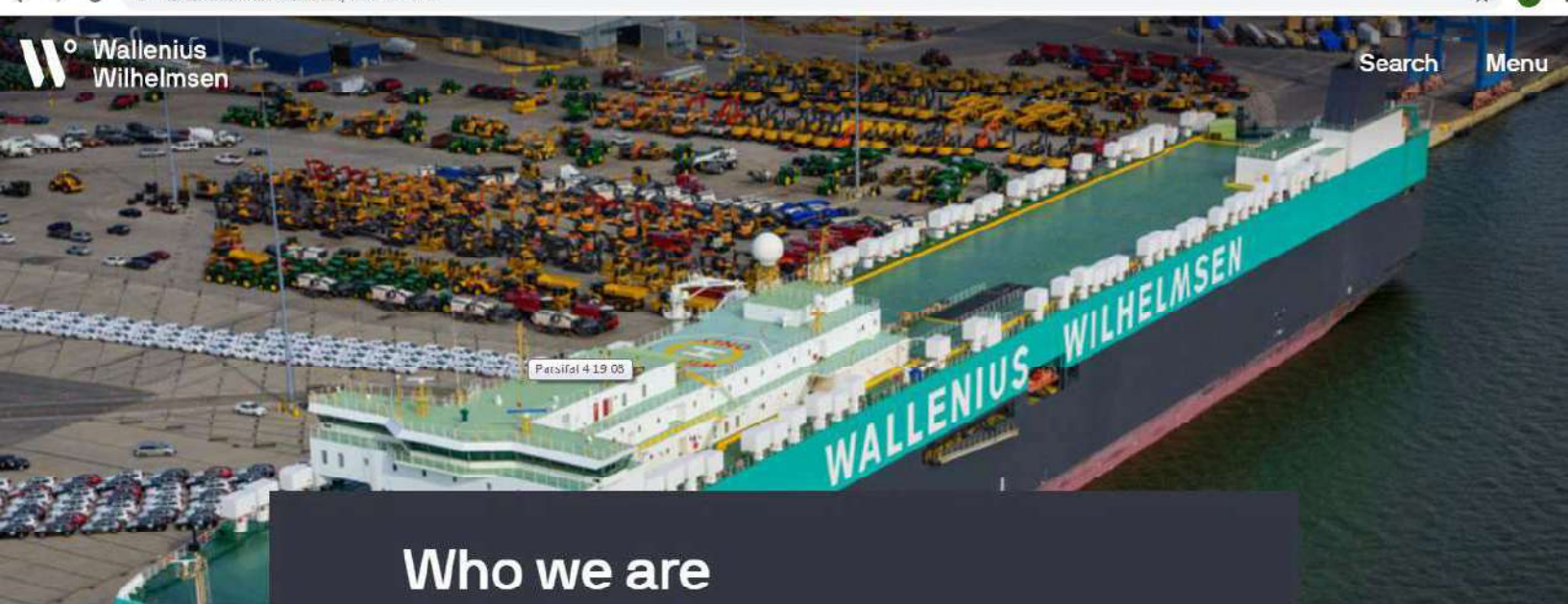
CONTACT

LOGIN



- Companies integrated with ship-building, ship brokering, forwarding, motor vehicle transportation, ...

Example: Wallenius Wilhelmsen Logistics



## Who we are

We are Wallenius Wilhelmsen, a market leader in RoRo shipping and vehicle logistics, managing the distribution of cars, trucks, rolling equipment and breakbulk to customers all over the world.

- Pure transporting companies exclusively concerned with the provision of maritime transportation services.

Example: Maersk

- Diversified companies engaged simultaneously in shipping and in non-shipping sectors.

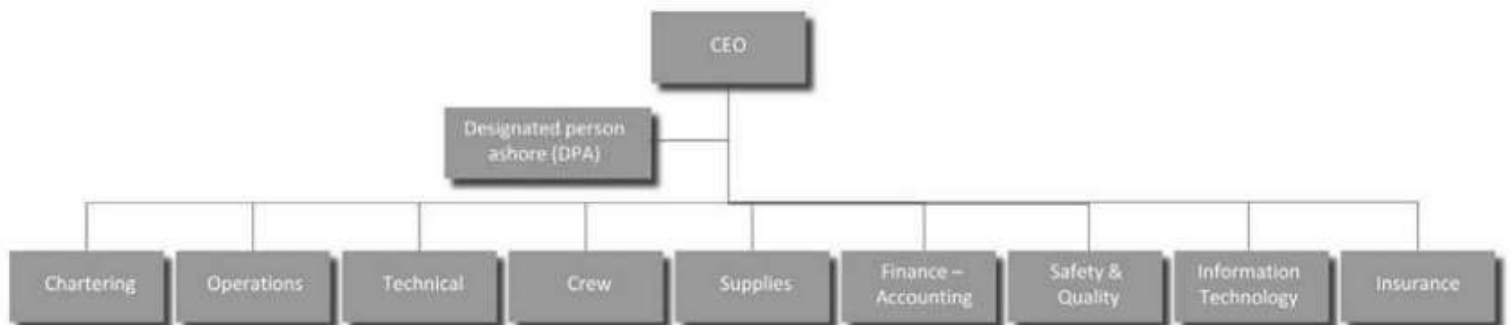
Example: Cosco



## 5. Organization of shipping companies

### ➤ **Functional structure**

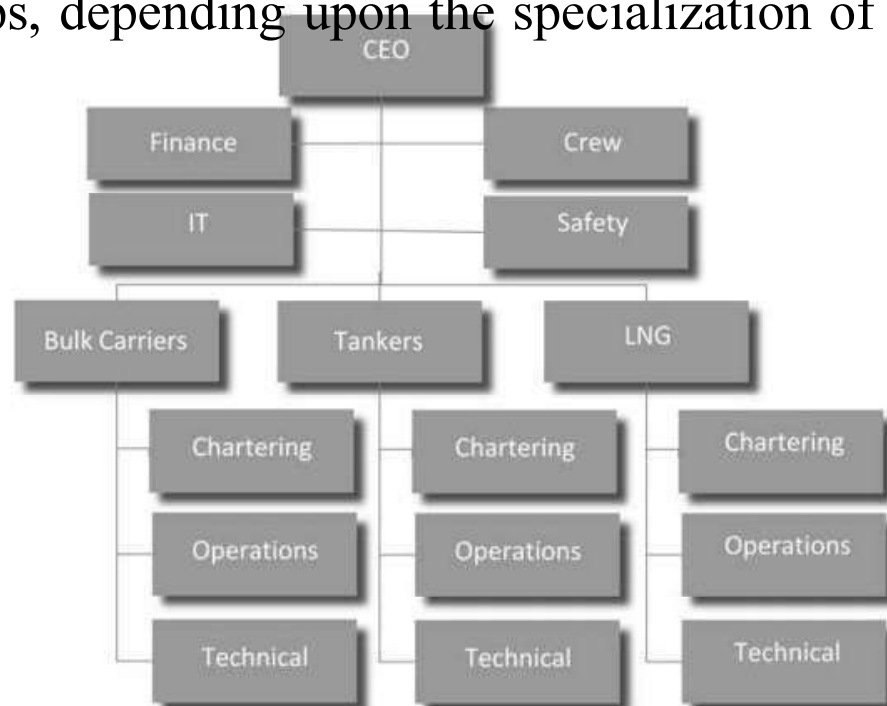
- Activities are grouped on the basis of their functional specialization
- Is the traditional form of organization in shipping companies



Functional structure

## ➤ Divisional structure

- The fleet is divided into groups, depending upon the specialization of the vessels, and each group constitutes a division.
- Within each division, there are departments.

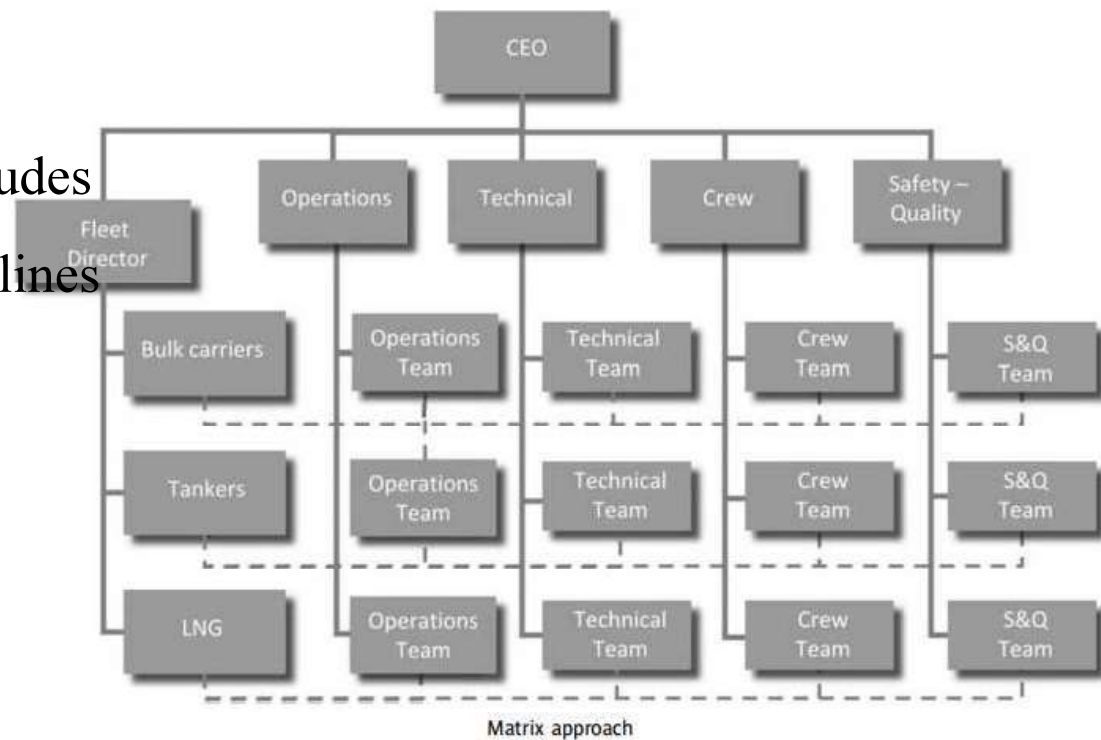


Divisional structure

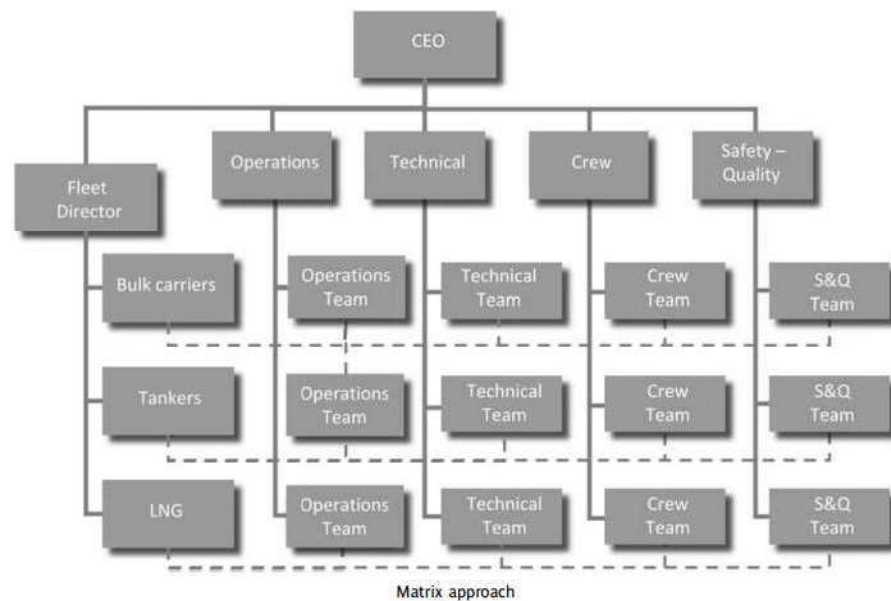
## ➤ Matrix form of organization

- is the combination of functional and divisional structures.

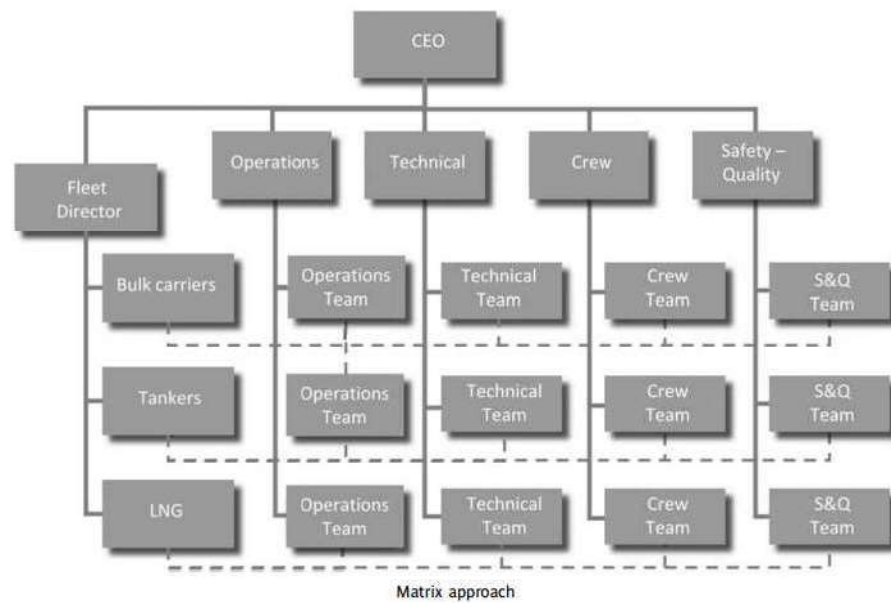
- the matrix form includes vertical and horizontal lines



- On the vertical axes are the various functions of the company
- On the horizontal the different divisions
- Each employee reports to 2 superiors at the same time:
  - the head of the division of his specialization
  - the person responsible for the function at which he works.

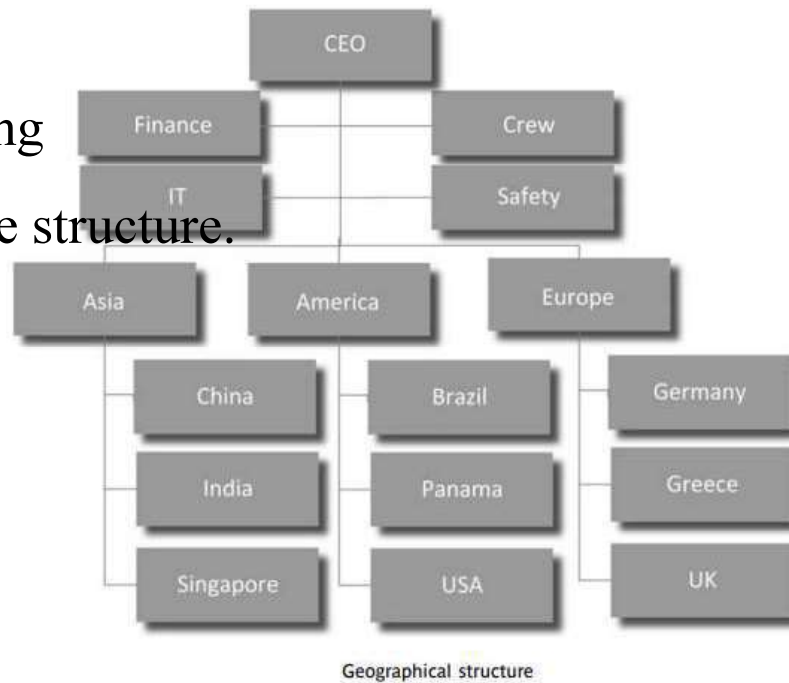


- The matrix organization is implemented by companies which manage a diversified fleet.



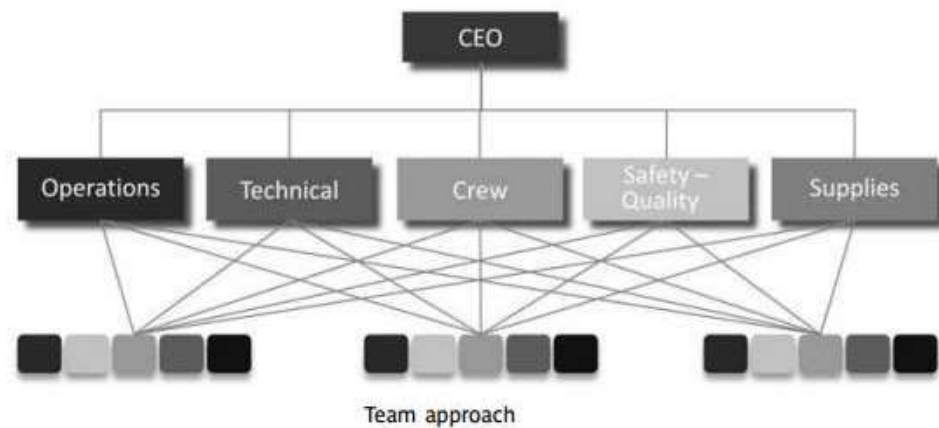
## ➤ Geographical structure

- is based on the region in which a company operates
- is based on the logic of concentrating all the activities within a region in one structure.
- is indicated for the organization of companies which maintain activities at many geographical points



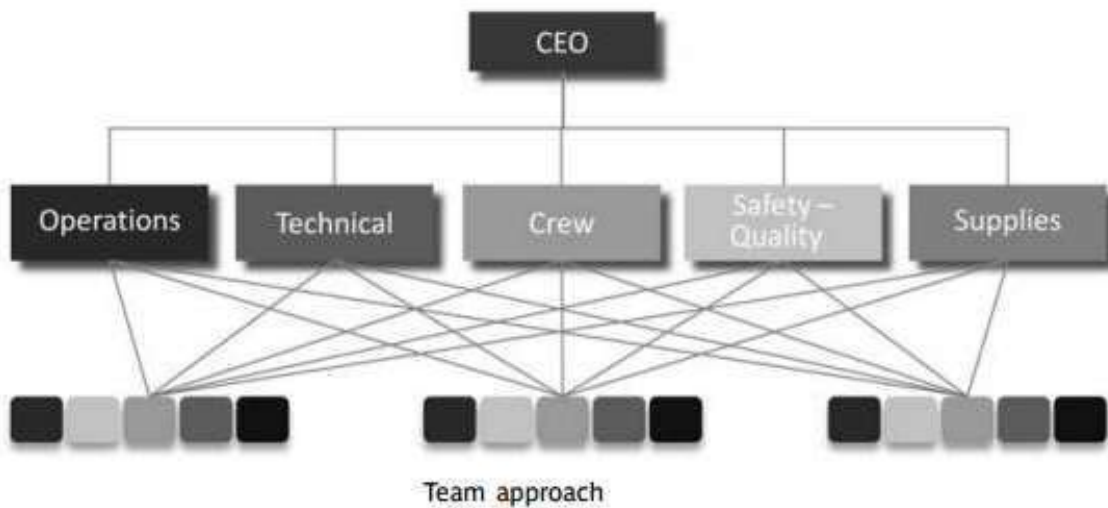
## ➤ Team approach

- creation of teams which are made up of employees of different specializations.
- improves the co-ordination between the operational specializations



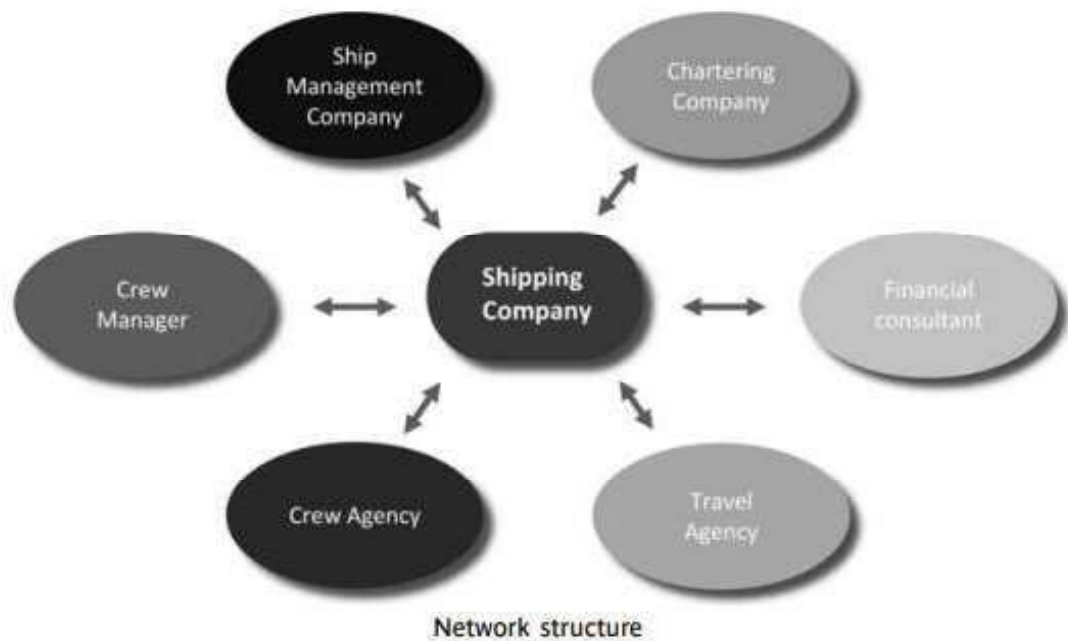


- Each team consists of a manager and employees from different departments connected with the vessel.

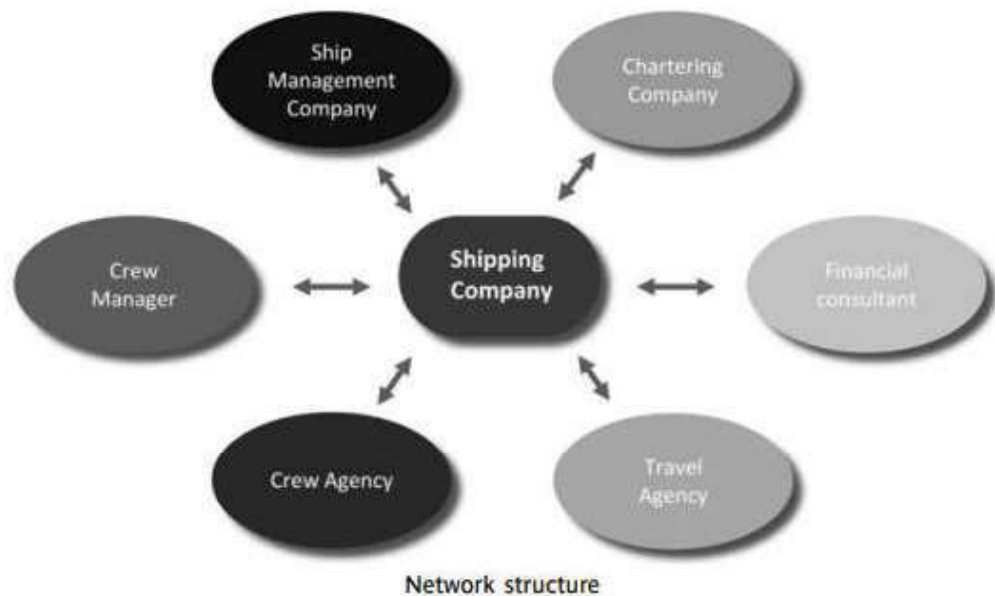


➤ **Network structure:**

- the company maintains a small-size structure which is linked to other companies, to which certain of its processes are entrusted.

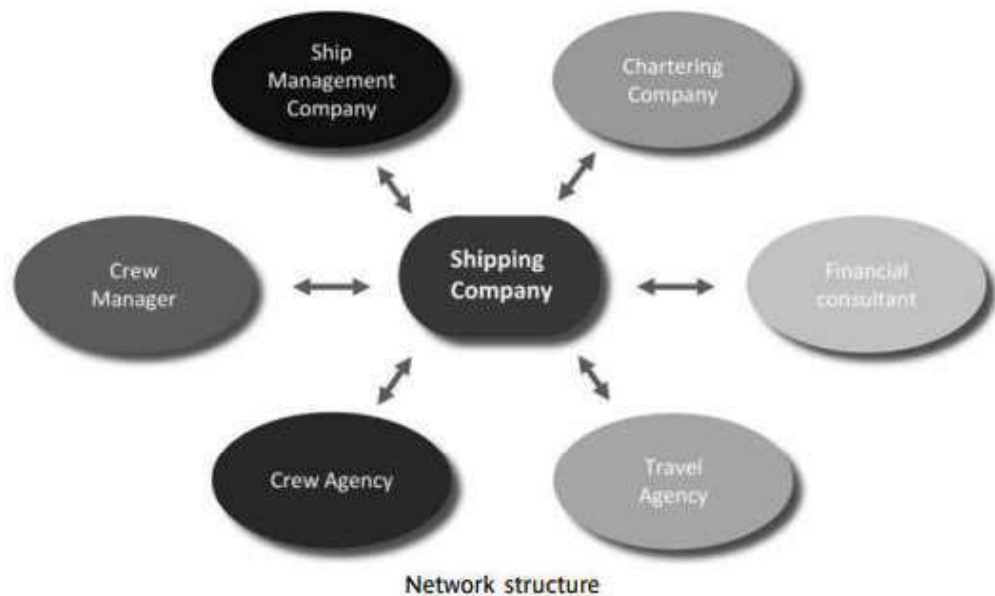


- Is implemented by companies which entrust to other companies in the same group or to external associates many of their management processes and retain a small size structure.



Advantages: reduction in cost and innovation

Disadvantages: difficulties in coordination and control, and possible competition from external associates who may expand their activities.



## 6. International Maritime Organization (IMO)

- The IMO ([www.imo.org](http://www.imo.org)) is a specialized agency of the United Nations,
- is based in London and focuses exclusively on shipping issues.

Goal: to facilitate co-operation between governments on technical issues that impact shipping and concern the safety of shipping and environmental protection.

Task: to develop a set of regulations, codes and proposals that can be adopted by the governments of its 174 member-states of the United Nations.



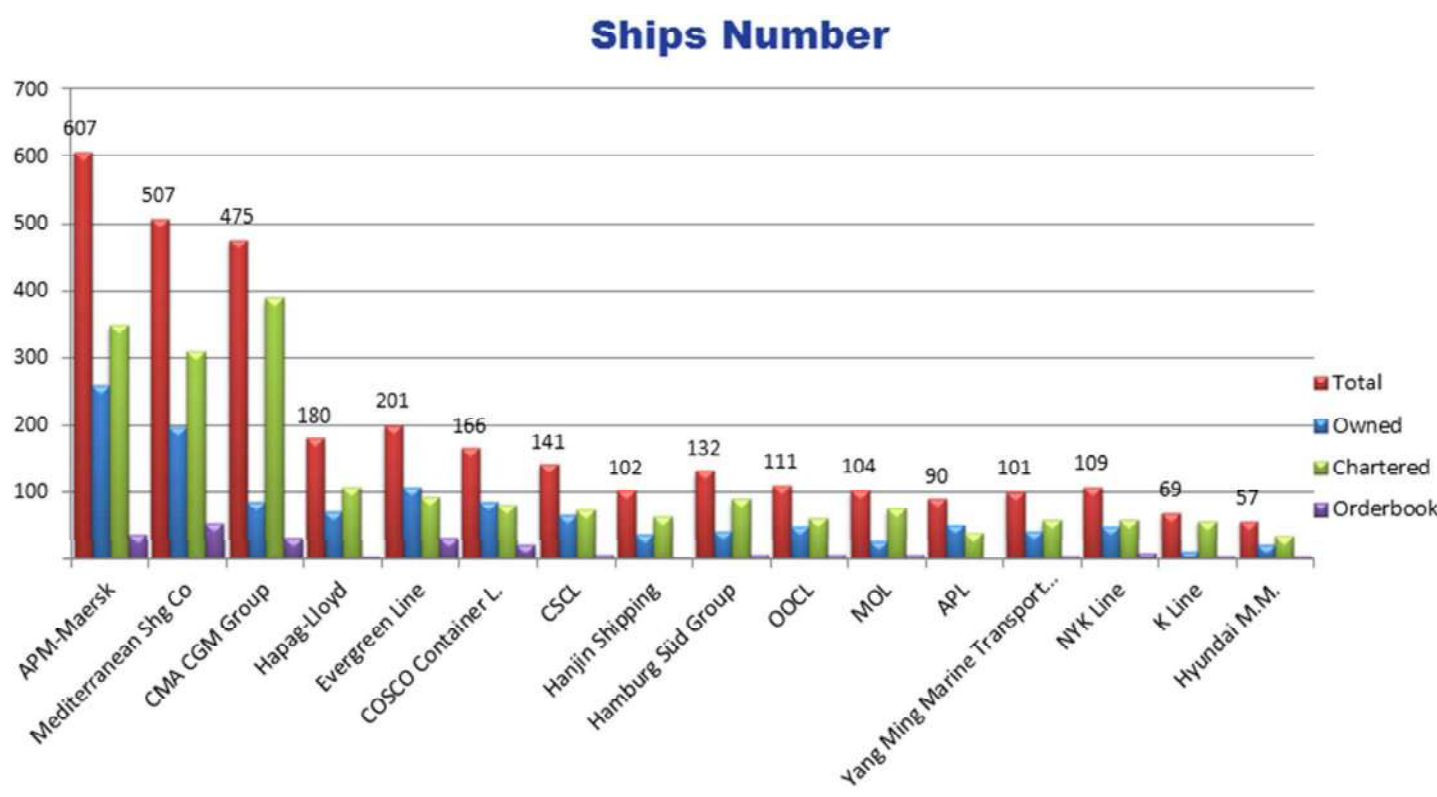
The highest governing body of the IMO is the Assembly.

The decisions taken at the Assembly are not binding, but they are often integrated into the domestic legislation of the member-states or into international law at a later stage.

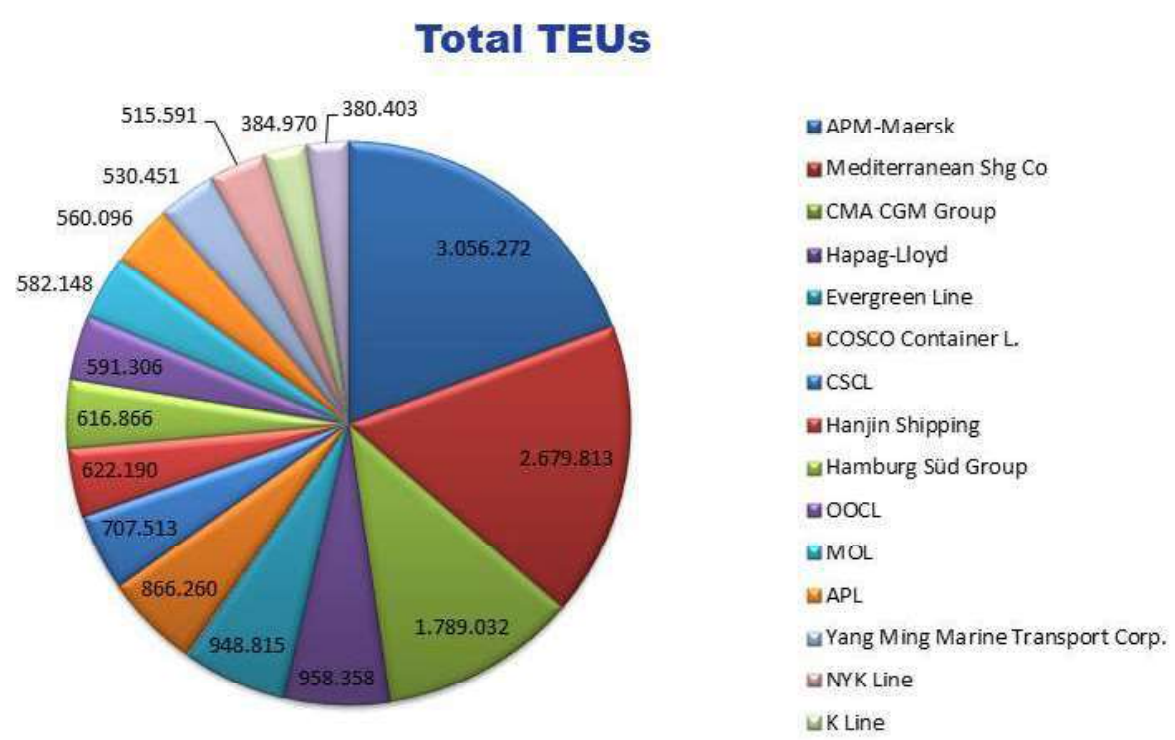
## 7. Top worldwide shipping lines

- The cost of producing ships is high  
(e.g. large hi-tech vessels can cost over US \$200 million)
- The main worldwide shipping lines are classified based on their fleet  
(number of ships) and/or their TEU capacity

❑ In terms of fleet



❑ In terms of TEU capacity



## Maersk Line

- is the largest container shipping company in the world
- is established in Copenhagen, Denmark
- serves through 374 offices in more than 130 countries
- employs roughly 89,000 people



- offers ocean transportation all over the world
- operates around 607 container vessels with capacity of 3.1 million TEUs
- operates around 64 ports and terminal facilities and calls at 276 ports over the world



## Mediterranean Shipping Company (MSC)

- is the world's second largest shipping line of container vessel capacity
- is a Swiss-Italian international shipping line
- Its headquarter is in Geneva, Switzerland





- MSC operates a network of over 480 offices in 150 countries and more than 24,000 employees.
- It has a fleet of 465 container vessels with capacity of 2.6 million TEU.
- It has a division called MSC Cruises that focuses on holiday cruises.



## CMA CGM

- is a French container shipping line
- based in Marseille
- operates in more than 160 countries through its network of over 655 agencies around the world, with more than 20,000 employees worldwide.



- CMA CGM is the third container shipping company in the world
- Its fleet consists of more than 445 vessels with a capacity of 1.789 million TEUs.



## Hapag Lloyd (HL)

- is a German global liner shipping company
- Its headquarter is in Hamburg, Germany
- has around 600 locations in 113 countries



- Its fleet comprises a total of 180 container ships with a total of one million TEU
- Is one of the world's largest and most modern reefer container fleets



## Evergreen

- Evergreen Marine Corporation is a Chinese shipping line
- its headquarter is in Taiwan.



- Its fleet consists of 201 container ships and calls at 240 ports over the world in more than 80 countries.
- Evergreen is the fourth largest container company in the world.





# COSCO

- is a Chinese shipping line
- Its headquarter is in Beijing, China
- COSCO has a total of 166 container ships with a capacity of 866.000 TEUs and owns more than 130 vessels



- It calls at more than 192 ports in over 64 countries over the world.
- Cosco is ranked as the sixth largest container ships and ninth largest in container volume



## CSCL

- China Shipping Container Lines Co. is based in Shanghai
- is ranked as the seventh container company in the world



- China Shipping has a fleet of over 141 vessels and a total capacity of 724,000 TEU
- Its fleet operates in more than 60 countries and over 180 ports across the world.
- It operates eight ports, mainly in China



## Hanjin

- is a Korean container company
- Its main headquarter is in South Korea but it has 4 regional headquarters in the U.S., Europe, Asia and South East & West Asia.
- Hanjin Shipping is one of the world's top ten container carriers.



## Hamburg Süd

- Hamburg Süd Group is an international German shipping company
- In container shipping it is represented by two brands:
  - ✓ Hamburg Süd as a German carrier
  - ✓ and Aliança as a Brazilian shipping



- In 2017 Maersk acquires Hamburg Süd
- Yet it remained a separate brand within the Danish logistics giant





## OOCL

- Orient overseas Container Line (OOCL) is a Chinese shipping
- Its headquarter is in Hong Kong, China.



Its fleet consists of more than 300 ships with a capacity up around 13,000 TEU, and ice-class vessels for extreme weather conditions.



## 8. Main ports in the Middle East





## Port of Jebel Ali

- situated 35 km south-west of Dubai in UAE



- is the largest (134 km<sup>2</sup>), busiest and best-equipped port in the region
- it has the largest man-made harbor in the world, with 67 berths and extensive dock capability.

**Berth**



**Dock**





## Port of Jeddah

- located in Saudi Arabia
- there are 58 berths of international standard
- is the largest sea port on the Red Sea
- a total of 59% of sea imports for Saudi Arabia are currently handled through the port of Jeddah



## Port of Khor Fakkan

- Located on Sharjah's Indian Ocean Coast outside the sensitive strait of Hormuz



- It is the only natural deep-sea port in the region and one of the major container ports in the Emirates.



- is a hub port for transshipment traffic into the Arabian Gulf and East Africa



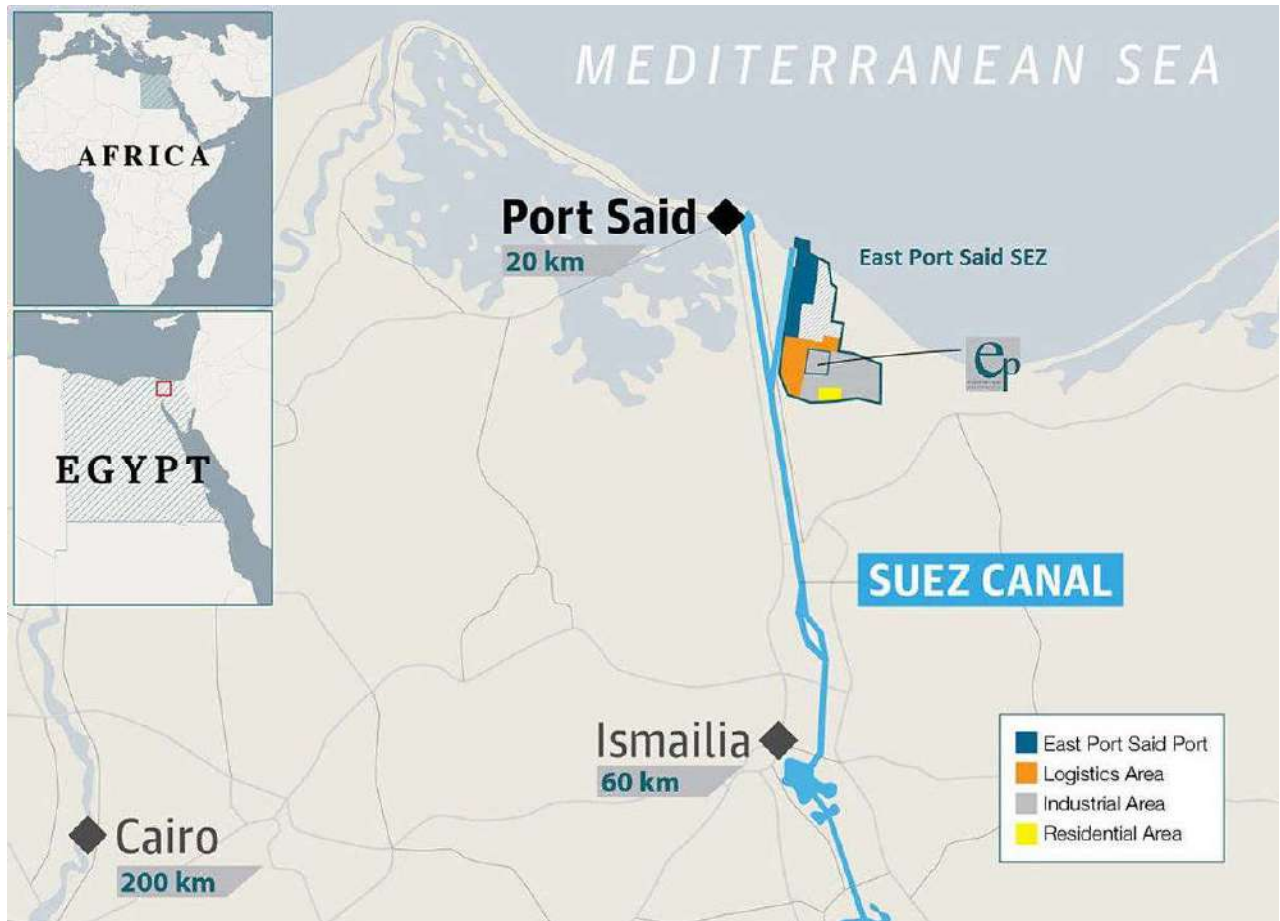
## Port of Salalah

- located in Oman
- It comprises a Container terminal that has six berths and a General Cargo Terminal of 15 berths



## **Port Said East**

- is the 28th busiest seaport in the world and is the second busiest in the Arab world.
- The Port is split into two, there is the Port Said Port and East Port Said Port.





## **King Abdul Aziz Port:**

- Located in Dammam
- Is the principal hub for goods leaving and entering the Eastern and Central provinces of Saudi Arabia.



- Is strategically placed to service the requirements of the oil industry
- There is an excellent highway system connecting the Dammam port with the rest of the Kingdom and with adjacent Gulf states, in addition to a railway link direct to Riyadh Airport.



## Fujairah port:

- Located on the east coast of the UAE.
- Fujairah's principal feature is its bunkering facilities



## Port of Aqaba:

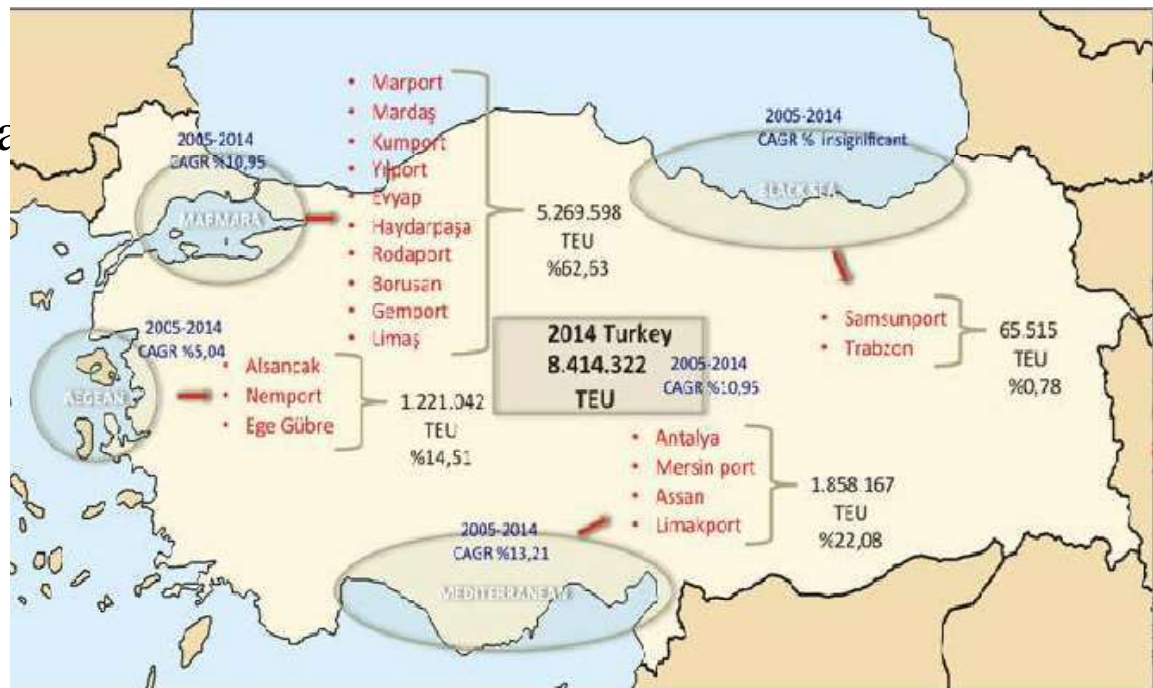
- sits at the crossroads of 4 countries
- It represents the **major gateway for Jordan**, as well as for **transit cargo** moving to and from other countries in the region.





## Most important ports in Turkey

- Port of Haydarpaşa (Istanbul)
- Port of Mersin
- Port of Izmir (Alsancak)



## **Most important ports in Iran**

<http://www.worldportsource.com/ports/IRN.php>



## **9. Lebanon**

### **Ports of Lebanon**

12 ports in Lebanon:

- Port of Beirut
- Dora Terminals (8 private terminals at Dora for Medco, MPC, Jirco, Coral Oil, Wardieh, Uniterminal, Gas Liban and Total terminals)

- Port of Amchit

- used for the discharge of clean oil products.
- It has 2 terminals namely the IPT terminal and the Universal Gas Terminal.

- Port of Tripoli

- is the second busiest Lebanese port after Beirut.
- It is just 30 km away from the Syrian border.

## - Port of Tyr

- It operates only during the day and there is no permission for night berthing or sailing.
- This port has 3 berths (only 1 that is 150 m long can handle ocean-going vessels)
- It receives 2 to 3 small vessels a month.
- It has no port equipment but has a storage area and a warehouse used for keeping vehicles.

- Port of Jounieh

- It handles ships not more than 60 m long.
- Usually, pleasure crafts and sailing ships visit this port.

- Zouk Terminal

- It comprises the Zouk EDL Power Station Terminal
- Used for oil discharge operations.

## - Port of Jiyeh

- It has two terminals, out of which only one (Cogeco terminal) is operational.
- It receives only oil and chemical tankers.
- It usually receives two vessels in a day.

## - Port of Chekka

- It handles cement works.
- It has 2 berths that are not well-sheltered.

- Port of Saida

- It is a dry cargo port and has 6 berths.
- Most of the port facilities are operated by private companies.

- Zahrani Oil Terminal

- There are two terminals, the Zahrani Oil Installation which connects a pipeline from Arabia. The second is the Zahrani Power Plant.

- Port of Selaata

- The kind of vessels handled include general cargo ships, bulk carriers and oil and chemical tankers.

## **Shipping companies in Lebanon**

- ✓ Two of the world's most renowned shipping companies namely MSC and CMA-CGM have made from the port of Beirut their transshipment hub.
- ✓ Shipping companies in Lebanon provide logistics, household services, air and ocean freight services, intermodal transportation services, customs brokerage, and other related services.



## **Among the top Shipping companies in Lebanon**

✓ DHL

✓ UPS

✓ Seven Seas

✓ Debbas & Sons Packing, Shipping and Storage

✓ Marakiba Shipping

# CUSTOMS: INSTITUTIONAL FRAMEWORK & GUIDELINES





# مشروع نجم في الجمارك اللبنانية -المسيرة الزمنية

## خلاصة

- إحصاءات التجارة الدولية
- نظام ASYCUDA من الأمم المتحدة "نجم"
- تعريف جمركية مبسطة وفق معايير دولية
- نموذج البيان الجمركي الموحد "SAD"
- نظام تخليص وفق معايير دولية
- إدارة مخاطر (الخط الأخضر والأحمر)
- موقع للجمارك على الانترنت [customs.gov.lb](http://customs.gov.lb)
- تحديث قانون الجمارك 2000



## مشروع نجم في الجمارك اللبنانية -المسيرة الزمنية

### خلاصة

- خدمة جمركية إلكترونية NOOR
- قاعدة بيانات مشتركة للمكلفين TIN مع وزارة المالية لتطبيق VAT
- أنظمة معلوماتية للرقابة اللاحقة
- مركز تدريب جمركي إقليمي في المعهد المالي، بالتعاون بين الجمارك اللبنانية ومنظمة الجمارك العالمية.
- إقامة تواصل الكتروني مع بعض الجهات الرسمية e-gov initiative مثل شركة المرفأ، وزارة الاقتصاد، الضمان الاجتماعي

# التوازن في نظام "نجم"

تسهيل التجارة

تشديد الرقابة

"نور-2" تصفية  
البيانات إلكترونيًا -  
2005

"منار" المانيفست  
الإلكتروني- 2005

"نور-1" إدخال البيانات  
إلكترونيًا - 2001

الرقابة اللاحقة  
"نار" - 2003

"لايت" : خدمات موقع  
الجمارك على الانترنت  
1999

الرقم المالي الموحد  
TIN- 2002

تحرير البضائع  
الخط الأخضر- 1997

معايير الانتقال  
الخط الأحمر  
1997



# إجراءات تخليص مُبسّطة وحديثة: نجم 2.0

## منطقة نشاط التاجر-المصرّح



## منطقة نشاط الجمارك



# إجراءات تخليص مُبسّطة وحديثة: نجم 2.0

## منطقة نشاط التاجر Trader Zone Activities

تسجيل  
المانيفست من  
الناقل ووسطاء  
النقل

- يحول الناقل المانيفست الإجمالي الوارد الإلكتروني **ويقوم بتسجيله** في نجم.
- يحول وسيط النقل المانيفست التفصيلي الوارد الإلكتروني لضمه إلى المانيفست الإجمالي.

تحضير البيان  
وربط مرفقاته  
إلكترونياً

- إدخال معلومات مشروع البيان.
- ضم نسخ إلكترونية عن البيان الورقي الموقع والمستندات المرفقة.
- يحدّد النظام الرسوم والضرائب المتوجبة، والتأشيرات والقيود المفروضة من الجهات الرسمية



# إجراءات تخليص مُبسّطة وحديثة: نجم 2.0

## منطقة نشاط Trader Zone Activities التاجر

طلب تسجيل  
البيان ورفع  
قيود الجهات  
الرسمية

- يلتزم المصرّح بمندرجات البيان ويطلب تسجيله.
- تستلم الجهات الرسمية المعنية بالقيد نسخة إلكترونية عن البيان الجمركي ومرفقاته.
- يرفع القيد على أساس المستندات، أو بعد الكشف على عينة أو على البضاعة.
- يتم إشعار المصرّح برقم تسجيل البيان وتاريخه.

دفع  
إلكتروني  
عبر المصارف

تجري عمليات الدفع الإلكترونية عبر المصارف التجارية من خلال مواقعها على شبكة الانترنت، وذلك بإدخال رقم تسجيل البيان والمبالغ المتوجّبة.

بعد إتمام العملية، يؤشّر البيان الجمركي إلكترونياً بعملية الدفع ورقم الإيصال الجمركي.



# ROAD TO RECOVERY

annual report 2020  
highlights



UNITED NATIONS



# TRADE AND DEVELOPMENT TRENDS FROM 2020



The value of global merchandise trade was predicted to **↓ 5.6% in 2020** compared with 2019. This is the biggest fall in merchandise trade since 2009, when **trade ↓ 22%**, according to our analysis published in December in the Handbook of Statistics for 2020.



The services sector was hit the hardest by the coronavirus pandemic, **↓ 15.4% in 2020** compared with 2019, the biggest decline in services trade since 1990, the Handbook of Statistics for 2020 showed.



The coronavirus pandemic forever changed online shopping behaviour, according to a survey of about 3,700 consumers in nine emerging and developed economies, conducted by UNCTAD and its partners. It showed that **online purchases ↑ by 6 to 10% points** across most product categories.



COVID-19 devastated the shattered economy of the **Occupied Palestinian Territory**, whose pre-pandemic forecasts in 2020 and 2021 were already bleak, as **GDP per capita** was projected to **↓ 3% to 4.5%**, according to the UNCTAD report on its assistance to the Palestinian people, released in September.

Global foreign direct investment flows







**Global foreign direct investment flows** in the **first half of 2020** were **↓ 49%** compared with 2019, as lockdowns around the world slowed existing investment projects, reported UNCTAD's Global Investment Trends Monitor published in October.



**Global trade** recorded a **↑ 5%** in the **third quarter of 2020** compared with the same period in 2019, showed the second edition of the UNCTAD Global Trade Update published in October.



**The number of ships pulling into ports** to unload and load containers **↑ rebounded in many parts of the world** in the **third quarter of 2020**, hinting to some recovery in global trade following the slowdown caused by the pandemic, according to UNCTAD calculations released in September.



In July, UNCTAD estimated that **the world's tourism sector** would **↓ to \$3.3 trillion** or **4.2%** of **global GDP** if it remained at a standstill for **12 months** due to the coronavirus pandemic.



The coronavirus pandemic cut **global trade values** by **↓ 3%** in the **first quarter of 2020**, according to UNCTAD data published in a joint report by 36 international organizations in May.



**The global economy** loses more than **↓ \$2 trillion annually** due to smuggling, counterfeiting, trafficking of humans and wildlife and other forms of illicit trade, participants heard during the first-ever Illicit Trade Forum convened in February to address this alarming problem.



# FORUMS

- STRONGER COMPETITION AND CONSUMER PROTECTION NEEDED IN THE DIGITAL ECONOMY
- SCIENCE, TECHNOLOGY AND INNOVATION POLICIES CRUCIAL IN COVID-19 RECOVERY.  
UN's COMMISSION ON SCIENCE AND TECHNOLOGY FOR DEVELOPMENT (CSTD).
- EXPLORING POST-CORONAVIRUS DIGITAL ECONOMY SOLUTIONS.





Membership  
**195**  
member States



Promoting  
development  
**57**  
years



Regular budget  
for 2020  
**68**  
million



Staff members  
**480+**



**6**  
**UNCTAD**  
facts and figures

Projects  
**191**  
in 73 countries



Technical cooperation  
expenditure  
**28**  
million







## Secretary-General's UNCTAD15 report to member States

UNCTAD head Mukhisa Kituyi set down a roadmap for health, productivity, prosperity and fixing a fractured global economy scarred by the coronavirus pandemic ahead of the organization's 15th quadrennial conference slated for 3 to 8 October 2021 in Bridgetown, Barbados.

In his report, "Transforming trade and development in a fractured, post-pandemic world," released in December, Dr. Kituyi laid out the issues on which UNCTAD member States could find consensus and framed the discussion for UNCTAD15, where the organization's mandate will be updated and adapted.

He noted that the COVID-19 pandemic hit amid widening inequality, declining economic prospects, mounting vulnerabilities to climate change, and a weakened multilateralism.

Dr. Kituyi pointed to a route out of a fractured picture: expanding the transformative power of productive capacities of all could form the core of a new, more resilient multilateral consensus for accelerating achievement of the Sustainable Development Goals.

# Member States



## Policy pathway to COVID-19 recovery

UNCTAD spent the better part of 2020 analysing the impact of the COVID-19 crisis on trade and development — spanning all industries and sectors and touching on finance, debt, investment, consumer protection, environment, transport, trade, technology and development. In December, it presented to member States a final compilation of seven months of analysis and a set of policy takeaways to guide their post-pandemic decision-making.

## Financing sustainable development in the COVID-19 era

UNCTAD supported member States' deliberations at the UN headquarters in New York on financing the 2030 Agenda for Sustainable Development in the era of COVID-19, under an initiative co-led by Canada and Jamaica, and joined by the UN Secretary-General António Guterres. The discussions tackled external finance and remittances, jobs and inclusive growth, debt sustainability and engagement of private sector creditors. Following discussions by heads of state, UNCTAD was mandated to lead a cluster on finance and technology.





## Keeping global supply chains alive

UNCTAD and its partners highlighted the importance of shipping in the response to the pandemic, urging governments to keep ships moving, ports open and cross-border trade flowing, to ensure much-needed supplies reached their destinations.

We drew global attention to the plight of seafarers, many of whom had their service extended on board ships after many months at sea, unable to be replaced or repatriated after long tours of duty, due to COVID-19 restrictions.

Thanks to joint efforts by UNCTAD and its partners, in December, the UN General Assembly adopted a resolution calling on member States to designate seafarers and other marine personnel as key workers and to implement measures to allow stranded seafarers to be repatriated and others to join ships, and to ensure their unfettered access to medical care.

## Advocating for landlocked developing countries

When borders around the globe close, every country suffers, but those without territorial access to the sea are affected in unique ways. As COVID-19 induced lockdowns globally, in June, UNCTAD and our partners advocated for special consideration for landlocked developing countries.

We urged governments to provide smooth transit transport to ensure people in landlocked developing countries had timely access to medical products and basic goods. This would help prevent economic and social conditions in these countries – often the poorest in their regions – from worsening.

## Crisis package for developing countries

As the first wave of the pandemic raged in March, UNCTAD was among the first organizations to call for a crisis package for developing countries to turn expressions of international solidarity into meaningful global action.

UNCTAD called for a \$2.5 trillion package for these countries - \$1 trillion through the expanded use of special drawing rights, \$1 trillion through the cancellation of debts and \$500 billion in grants to fund a Marshall Plan for health recovery.

## Calls for action





## Outstanding communications and external relations results



Thanks to robust communications and external relations activities, in December, UNCTAD emerged **second out of 23 agencies** in the 2020 ranking of the Association of Accredited Media to UN Geneva for its sterling media outreach work.



Also, **readership of UNCTAD's news** on its website leapt 234%, showing increased public interest in the organization's work amid the COVID-19 crisis.

# +234%

## Special Adviser for the Blue Economy

Swiss philanthropist, ocean conservation advocate and entrepreneur, **Dona Bertarelli**, became UNCTAD Special Adviser for the Blue Economy in June.

Ms. Bertarelli, the fastest woman to sail around the world, is helping UNCTAD promote a sustainable blue economy, to ensure the responsible and regenerative use of the ocean, seas and coasts for economic growth, while preserving the health of the ocean ecosystem.

UNCTAD's approach to a sustainable blue economy includes these pillars: economic growth, conservation and sustainable use of the ocean, inclusive social development, science and innovation, as well as sound ocean governance.





# CUSTOMS TAXES & INSURANCE PROCEDURE

CUSTOMS DUTY IS A **TARIFF OR TAX IMPOSED ON GOODS** WHEN TRANSPORTED ACROSS INTERNATIONAL BORDERS. THE PURPOSE OF CUSTOMS DUTY IS TO PROTECT EACH COUNTRY'S ECONOMY, RESIDENTS, JOBS, ENVIRONMENT, ETC., BY CONTROLLING THE FLOW OF GOODS, ESPECIALLY RESTRICTIVE AND PROHIBITED GOODS, INTO AND OUT OF THE COUNTRY.

## How are duties and taxes determined in customs?

Customs officials use the declared value of an item to determine duties and taxes. Local customs and duty charges are typically based on the Harmonized Schedule Code (or HS Code, a 6-digit code recognized by most countries that describes your product category) you declare.

## Tax and customs for goods sent from abroad

### Customs

Customs is an authority or agency in a country responsible for collecting tariffs and for controlling the flow of goods, including animals, transports, personal effects, and hazardous items, into and out of a country. Traditionally, customs has been considered as the fiscal subject that charges customs duties and other taxes on import and export. In recent decades, the views on the functions of customs have considerably expanded and now covers three basic issues: taxation, security, and trade facilitation.




رمز النظام الهنسق	نوع البضائع	معدل الرسم	VAT	مذكرات تكميلية	تقييدات ومحظورات	إتفاقيات تجارية	نصوص التعديل	نصوص التبييد
61.01	معاطف وأقبة وعباءات وأنوراكات (بما فيها سترات التزلج) وسترات واقية من الريح أو المطر وأصناف مماثلة، للرجال أو الصبية، من مصنرات، باستثناء الأصناف الداخلة في البند 61.03.							
6101.20	- من قطن	5 %	11 %				AC	
	حد أدنى : ك.ص	5050 LL					EC	
6101.30	- من ألياف تركيبية أو اصطناعية	5 %	11 %				AC	
	حد أدنى : ك.ص	5050 LL					EC	
6101.90	- من مواد نسجية آخر	5 %	11 %				AC	
	حد أدنى : ك.ص	5050 LL					EC	
61.02	معاطف وأقبية وعباءات وأنوراكات (بما فيها سترات التزلج) وسترات واقية من الريح أو المطر وأصناف مماثلة، للنساء أو البنات، من مصنرات، باستثناء ما هو داخل في البند 61.04.							
6102.10	- من صوف أو من وبر ناعم	5 %	11 %				AC	
	حد أدنى : ك.ص	5050 LL					EC	
6102.20	- من قطن	5 %	11 %				AC	
	حد أدنى : ك.ص	5050 LL					EC	

## لبسة وتوابع ألبسة، من مصنرات ملاحظات

- ١ - لا يطبق هذا الفصل إلا على الأصناف الجاهزة من مصنرات .
- ٢ - لا يشمل هذا الفصل:
  - (- أ) الأصناف الداخلة في البند 12.62 ؛
  - (ب -) الألبسة المستعملة وغيرها من الأصناف المستعملة الداخلة في البند 09.63 ؛
  - (ج) أجهزة تقويم أعضاء الجسم مثل الأحزمة الطبية الجراحية أو أحزمة الفتق ( البند 21.90 . )
- ٣ - من أجل تطبيق أحكام البندين 03.61 و 04.61:
  - (- أ) يقصد بكلمة "بدل"، مجموعة ألبسة مكونة، في ما يختص بسطحها الخارجي، من قطعتين أو ثلاث من ذات القماش، تشتمل على:
    - جاكيت واحدة أو سترة واحدة يتكون جزؤها الخارجي، باستثناء الأكمام، من أربع قطع أو أكثر، مصممة لتغطية الجزء العلوي من الجسم، ويمكن أن يكون معها صدرية واحدة جزؤها الأمامي مصنوع من ذات القماش المصنوع منه السطح الخارجي لباقي مكونات المجموعة، وجزؤها الخلفي مصنوع من ذات القماش المصنوعة منه بطانة الجاكيت أو السترة؛
    - قطعة لباس واحدة مصممة لكسو الجزء السفلي من الجسم، مؤلفة من سروال (بنطلون) عادي أو ضيق الأرجل يصل للركب أو قصير (شورت غير لباس السباحة) أو من تنورة أو تنورة مفصولة، بدون حمالات أو صدرية متصلة بها .
  - ينبغي أن تكون جميع مكونات الـ "بدلة" من قماش ذي بنية واحدة من ذات اللون وذات التركيب؛ كما ينبغي أيضا أن تكون من ذات الطراز ومتوافقة أو منسجمة القياسات. غير أنه يمكن أن تتضمن هذه المكونات صفائر أو حواش (شرائط من قماش مضافة مع الخياطة) من قماش مختلف .

وإذا قدمت معا عدة مكونات مختلفة لتغطية الجزء السفلي من الجسم ( بنطلون وبنطلون قصير، أو بنطلونين، أو تنورة أو تنورة مفصولة وبنطلون ، مثلا)، فإن الجزء السفلي المكوّن للبدلة يجب أن يكون البنطلون أو أحدهما. أما في حالة البدل النسائية أو البناتية فإن الجزء السفلي المكوّن



			(001) (020) (087) (176) (189)				أدوات وأجهزة للطب أو الجراحة أو طب الأسنان أو الطب البشري، بما فيها أجهزة التشخيص بالومض (سنتيغراف) وغيرها من أجهزة الطب الكهربائية وكذلك أجهزة اختبار النظر.	90.18
- أجهزة كهربائية للتشخيص (بما فيها أجهزة الفحص الوظيفي لعمل أعضاء الجسم أو أجهزة مراقبة المؤشرات الفيزيولوجية):								
		AC EC	(001) (020) (087) (176) (189) (020)		0 %	5 %	-- أجهزة تخطيط القلب	9018.11
		AC EC	(001) (020) (087) (176)		0 %	5 %	-- أجهزة تشخيص بالكس فوق الصوتي (سكانر)	9018.12

فور تحديثها

روز النظام الهنسق	نوع البضائع	معدل الرسم	VAT	مذكرات تكميلية	تقييدات ووهضوات	إتفاقيات تجارية	نصوص التعديل	نصوص التنبيد
95.01	ملعى							
95.02	ملعى							
9503.00	دراجات بثلاث عجلات و"سكوتير" وسيارات بدواسات وألعاب مماثلة بعجلات؛ عربات دمي؛ لعب أخرى؛ نماذج مصغرة ونماذج مماثلة للتسلية، سواء كانت متحركة أم لا؛ ألعاب ألغاز "بزل" من جميع الأنواع.	5 %	11 %		(087)	AC EC		
95.04	ألعاب فيديو من نوع (Consoles) وآلات ألعاب فيديو، وألعاب مجتمعات، بما فيها الألعاب المجهزة بمحرك أو بوسيلة حركة أخرى، والبليارد والمناضد الخاصة لألعاب الأندية (كازينو) وألعاب الأوتاد الذاتية الحركة (مثل البولينغ).							
9504.20	- بليارد من جميع الأنواع ولوازمها	5 %	11 %			AC EC		
9504.30	- ألعاب أخرى، تدار بقطع نقدية أو بأوراق نقدية أو ببطاقة مصرفية أو بأقراص أو بغيرها من وسائل الدفع، غير ألعاب البولينغ الأوتوماتيكية	5 %	11 %		(087)	AC EC		
9504.40	- ورق اللعب	20 %	11 %			AC EC		
9504.50	- آلات ألعاب الفيديو وألعاب فيديو من نوع (Consoles)، غير تلك المذكورة في البند 9504.30	5 %	11 %		(087)	AC EC		
9504.90	- غيرها	5 %	11 %		(087)	AC		



# INSURANCE IN INTERNATIONAL TRADE:

Often referred to as export **credit insurance**, international trade credit insurance **protects an exporter** from the potential risk of **buyer non-payment** by guaranteeing compensation of **85-100%** of an invoice owed.

## What is the role of insurance in international trade?

Commercial trade insurance is **critical** for businesses in today's competitive global economy.

Insurance for **trade and commerce** enables businesses to create a robust **risk management policy**, while **trade credit insurance** protects them from **customer bankruptcy** and **instability** that can occur in **foreign countries**.

## Marine Insurance:

The type of **insurance** policy that is **compulsory in International trade** so that all goods passing through the sea **must be covered** or considered to be? Marine **Insurance** covers **losses or liabilities** relating to ships and their cargoes or liabilities relating to shipping and against the dangers or perils of the sea.

## What does CIF 10% or 20% mean?

**CIF+10%** or **20%** stands for: **C** = **Cost**/invoice value (purchase cost if your client is the buyer, or selling price if they are the seller) **I** = **Insurance premium**. **F** = **Freight** and associated **charges** (e.g. **customs clearance charges**). The Extra **10%** is, optional and stands for the Opportunity Lost Cost, (e.g. in case of **loss of Market share**).

In order to **find CIF** value, the freight and insurance cost are to be added. Insurance is **calculated** as The total amount of **CIF** value, and If any local agency commission involved, the same also is added on **CIF** value of goods.

# Risks in International Trade

<b>Economic risks</b>	<p>Risk of concession in economic control</p> <p>Risk of insolvency of the buyer</p> <p>Risk of non-acceptance</p>
<b>Financial</b>	<p>Risk of default i.e. the failure of the buyer to pay off the due amount after <i>n-months</i> of the due date</p> <p>Risk of Exchange rate</p>
<b>Commercial risk</b>	<p>A bank's lack of ability to fulfill its responsibilities</p> <p>A buyer's failure pertaining to payment due to financial limitations</p> <p>A seller's inability to provide the required quantity or quality of goods</p>
<b>Political risks</b>	<p>Risk of non- renewal of import and exports licenses</p> <p>Risks due to war</p> <p>Risk of the imposition of an import ban after the delivery of the goods</p> <p>Surrendering of political sovereignty</p>
<b>Buyer Country risks</b>	<p>Exchange control regulations</p> <p>Lack of foreign currency</p> <p>Trade embargoes</p>



Marseille Fos



Port de Barcelona



ENI  
CBCMED  
Cooperating across borders  
in the Mediterranean



Project funded by the  
EUROPEAN UNION



REGIONE AUTONOMA DE SARDEGNA  
REGIONE AUTONOMA DELLA SARDEGNA



YEP MED



# نظام نجم في الجمارك اللبنانية

## 1993-2009

مسيرة إصلاح وتحديث على مدى 15 سنة



# نظام "نجم" في الجمارك اللبنانية الخطوط الكبرى للعرض

يصف هذا العرض مشروع الإصلاح في إدارة الجمارك اللبنانية المرتكز على المعلوماتية والتحديث وتبسيط الإجراءات وتسريعها.

يقدم العرض نموذجاً لإدارة مشاريع الإصلاح يستند إلى ديناميات العمل المشترك والمتداخل بين مختلف الشركاء.

استناداً إلى هذا النموذج، يبين العرض كيف حاول نظام نجم أن يوازن بين مقتضيات تسهيل التجارة وضرورة تعزيز الرقابة الجمركية.

ويختتم بالدروس المستخلصة من هذه التجربة وبنظرتنا وتطلعاتنا إلى المستقبل.

مقدمة ووصف مقتضب

لنظام "نجم" في الجمارك اللبنانية

I

السياسة الاقتصادية للإصلاح:

النموذج المربع للشراكة في نجم

II

مسيرة نجم الزمنية :

1993-2009

III

"نجم" في الميزان: بين تسهيل

التجارة وتعزيز الرقابة الجمركية:

IV

مؤشرات الأداء والأمثولات التي

تعلمناها

V

# السياسة الاقتصادية للإصلاح : النموذج المربع للمشاركة في “نجم”

# الإدارة السياسية الاقتصادية لمشروع "نجم"

## كنموذج مربّع للمشاركة

### الالتزام السياسي:

**وزارة المالية** أمّنت الدعم للتعديلات التشريعية والتنظيمية والإجرائية  
**إدارة الجمارك** التزمت كلياً بتنفيذ العملية الإصلاحية

السلطة  
السياسية  
**وزارة  
المالية**

### روزنامة الإصلاح:

**وزارة المالية** أمّنت الدعم لتسهيل التجارة وتعزيز الرقابة وجعل الإجراءات متوافقة مع المعايير الدولية  
**الجهات المانحة** أمّنت التمويل والتكنولوجيا والبنى التحتية

الجهة  
الممولة  
**البنك  
الدولي  
وسواه...**

المشروع  
الإصلاحي  
**"نجم"**

الجهة  
المنفذة  
**إدارة  
الجمارك**

### نقل المعرفة وبناء القدرات:

**الأونكتاد** عهدت إلى الخبرة المحلية بإدارة المشروع والتطوير التقني (البرامج المعلوماتية والاتصالات)  
**إدارة الجمارك** اهتمت بإعداد العناصر البشرية للمشروع (كفاءة وحوافز)

الجهة  
المزودة  
بالخدمات  
**الأونكتاد**

### التمويل:

**وزارة المالية** أدارت مصادر التمويل: البنك الدولي، صندوق النقد العالمي، الاتحاد الأوروبي، القطاع الخاص، إلخ..  
للتزؤد بنظام **أسيكودا** من **الأونكتاد** وسواه من البرامج المعلوماتية محلياً.

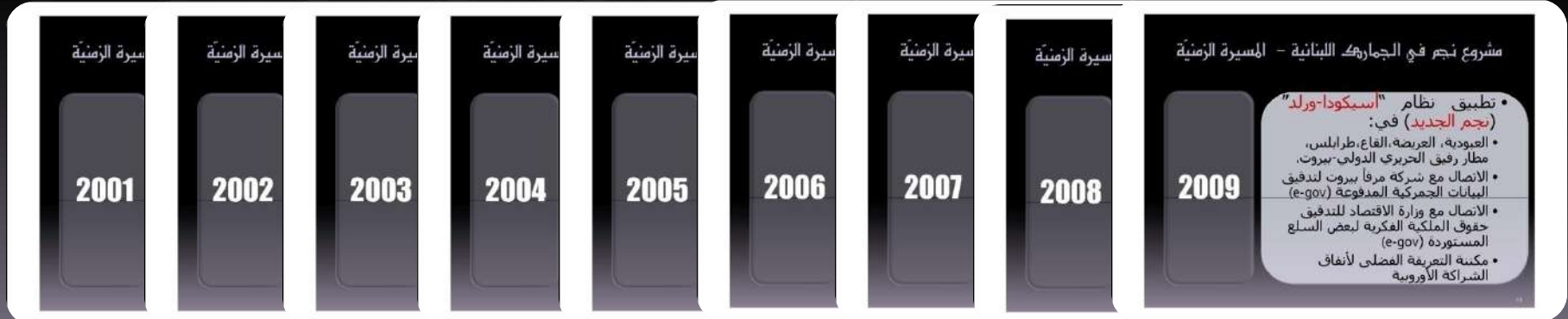


# النظام الجمركي المعلوماتي "نجم" (1993-2009)

مسيرة المشروع الزمنية

# النظام الجمركي المعلوماتي

## مسيرة المشروع الزمنية : 1993-2009



# مشروع نجم في الجمارك اللبنانية -المسيرة الزمنية

## خلاصة

- إحصاءات التجارة الدولية
- نظام ASYCUDA من الأمم المتحدة "نجم"
- تعريف جمركية مبسطة وفق معايير دولية
- نموذج البيان الجمركي الموحد "SAD"
- نظام تخليص وفق معايير دولية
- إدارة مخاطر (الخط الأخضر والأحمر)
- موقع للجمارك على الانترنت [customs.gov.lb](http://customs.gov.lb)
- تحديث قانون الجمارك 2000

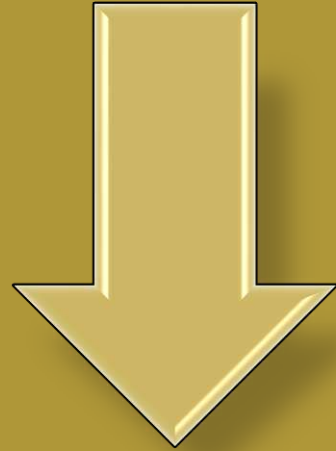
# مشروع نجم في الجمارك اللبنانية -المسيرة الزمنية

## خلاصة

- خدمة جمركية إلكترونية NOOR
- قاعدة بيانات مشتركة للمكلفين TIN مع وزارة المالية لتطبيق VAT
- أنظمة معلوماتية للرقابة اللاحقة
- مركز تدريب جمركي إقليمي في المعهد المالي، بالتعاون بين الجمارك اللبنانية ومنظمة الجمارك العالمية.
- إقامة تواصل إلكتروني مع بعض الجهات الرسمية e-gov initiative مثل شركة المرفأ، وزارة الاقتصاد، الضمان الاجتماعي

“نجم” في الميزان  
بين تسهيل التجارة  
وتشديد الرقابة الجمركية

# التوازن في نظام "نجم"



تسهيل التجارة



تشديد  
الرقابة



## التوازن في نظام "نجم"

تسهيل  
التجارة

تشديد  
الرقابة

"نور-1" إدخال  
البيانات إلكترونياً  
2001

"الآيت" : خدمات موقع  
الجمارك على الإنترنت  
1999

تحرير البضائع  
الخط الأخضر  
1997

الرقم المالي  
TIN الموحد  
2002

معايير الانتقاء  
الخط الأحمر  
1997

## التوازن في نظام "نجم"

تسهيل  
التجارة

تشديد  
الرقابة

"نور-1" إدخال البيانات  
إلكترونياً - 2001

"الآيت" : خدمات موقع  
الجمارك على الإنترنت  
1999

تحرير البضائع  
الخط الأخضر  
1997

"منار" المانيغست  
الإلكتروني - 2005

الرقابة اللاحقة  
"نار" - 2003

الرقم المالي الموحد  
TIN - 2002

معايير الانتقاء  
الخط الأحمر  
1997



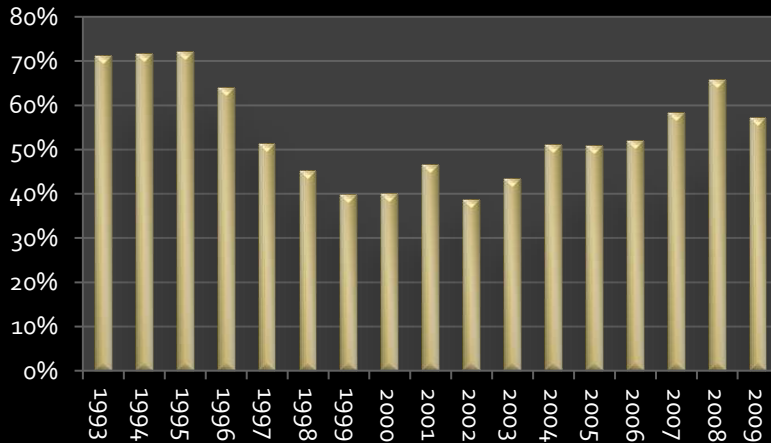
# التوازن في نظام "نجم"

تسهيل التجارة

هذه المهمة هي في غاية الأهمية  
للاقتصاد اللبناني، وسبب ذلك:

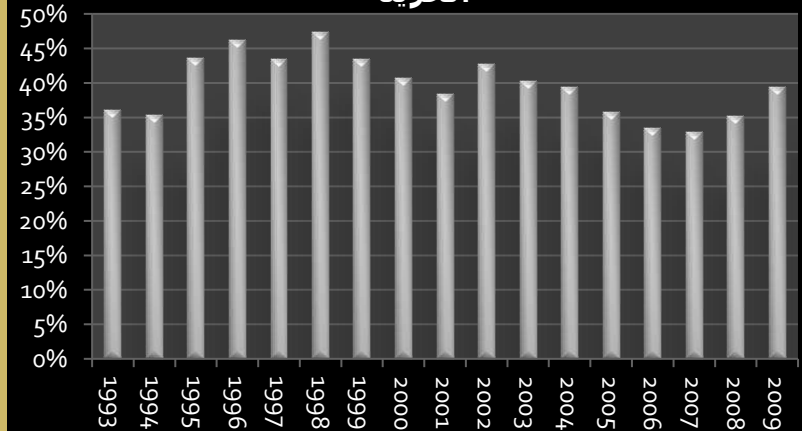
تشديد  
الرقابة

إرتباط كبير للاقتصاد المحلي بقطاع التجارة الخارجية



9

أهمية الواردات الجمركية نسبة إلى واردات الخزانة



يشكل قطاع التجارة الخارجية 60% من  
الناتج المحلي GDP

تشكل الواردات المحصلة عبر الجمارك  
40% من إجمالي الواردات

# التوازن في نظام "نجم"

تشديد  
الرقابة

لكي يتمكن نظام "نجم" من تأدية  
مهمته الأساسية، يجب عليه :

تسهيل التجارة

زيادة قدرة الجمارك على تطبيق  
قانون الجمارك وأنظمتها تطبيقاً دقيقاً  
وذكياً يستند إلى مبدأ إدارة المخاطر  
بهدف تحسين الجباية وزيادة  
الواردات وتشديد الرقابة على  
الممارسات الخطرة وغير الشرعية .

تمكين الجمارك بصورة دائمة من  
تزويد العاملين في القطاع التجاري  
بالمعلومات المتعلقة بحقوقهم  
وواجباتهم، وتسهيل إجراءات  
تخليص بضائعهم وتقليل كلفتها.

# التوازن في نظام "نجم"

تسهيل التجارة

تشديد الرقابة

"نور-2" تصفية البيانات  
إلكترونيا - 2005

"منار" المانيفست  
الإلكتروني- 2005

"نور-1" إدخال البيانات  
إلكترونيا - 2001

الرقابة اللاحقة  
"نار" - 2003

"لايت" : خدمات موقع  
الجمارك على الانترنت  
1999

الرقم المالي الموحد  
TIN - 2002

تحرير البضائع  
الخط الأخضر- 1997

معايير الانتقاء  
الخط الأحمر  
1997



# مؤشرات أداء نجم – نظرة إجمالية

# مؤشرات أداء نجم - نظرة إجمالية

مؤشرات	'97	'98	'99	'00	'01	'02	'03	'04	'05	'06	'07	'08	'09
نسبة الخط الأخضر %	9	29	35	43	61	72	69	69	70	67	64	60	61
معدل رسوم فعلي	15	20	23	20	16	24	24	20	18	17	16	15	19
معدل أيام التخليص	4.7	3.9	3.7	3.4	2.7	3.0	3.1	3.0	3.7	4.4	3.3	3.6	3.1
معدل أيام المعاينة	1.9	1.3	1.3	0.9	0.6	0.4	0.5	0.5	0.5	0.5	0.5	0.6	0.5
نسبة بيانات "نور" %	NA	NA	NA	NA	NA	50	60	100	100	100	100	100	100

# مؤشرات أداء نجم - نظرة إجمالية

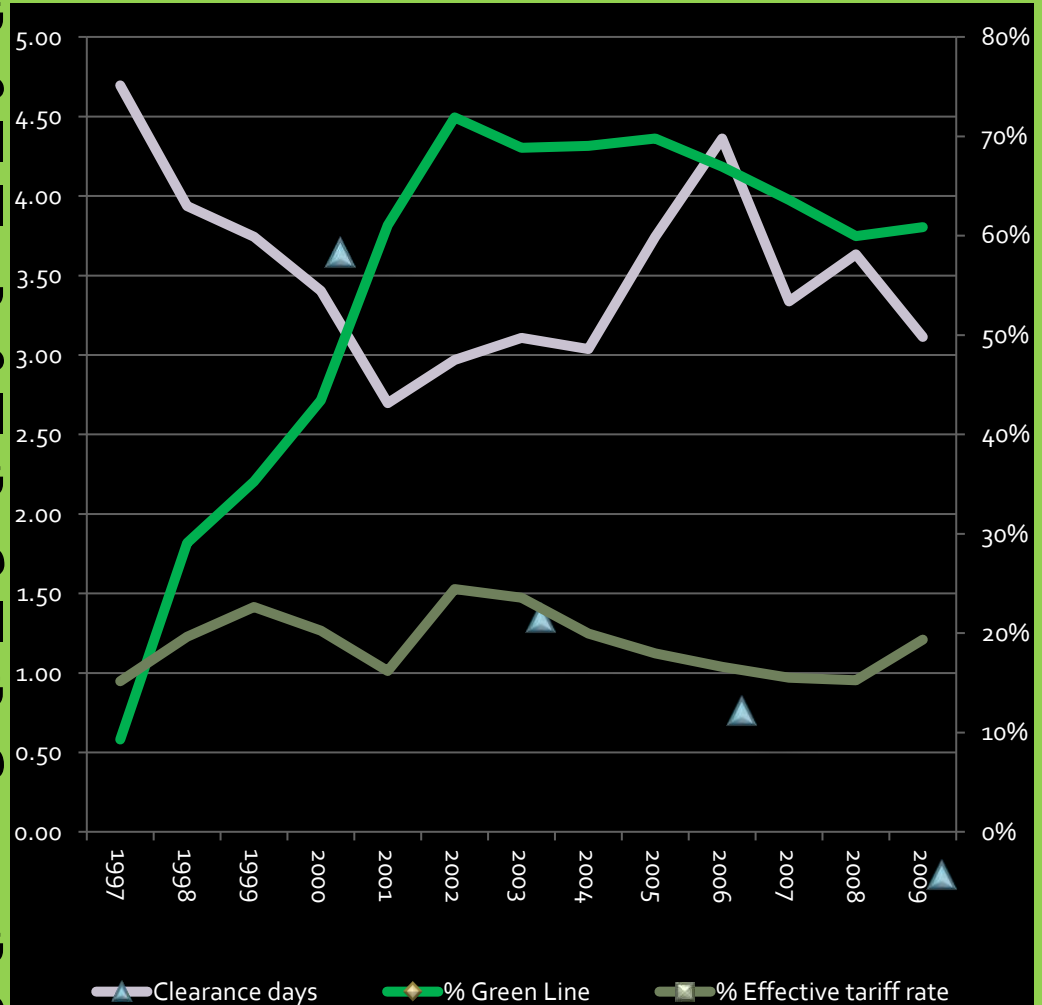
## نسبة الخط الأخضر، أيام التخليص، معدل الرسوم الفعلي

نسبة الخط الأخضر هي مؤشر على مدى تسهيل التجارة الدولية. خلال السنوات الخمس الأولى ارتفعت هذه النسبة لتبلغ 70%، ثم استقرت.

بالمقابل انخفض معدل أيام التخليص من 5 أيام إلى 2,5 يوم. ثم عادت مدة التخليص لترتفع مجددًا مع استقرار نسبة الخط الأخضر.

في هذا الوقت، تأرجح معدّل الرسوم الفعلي خلال الـ 12 سنة الماضية، نتيجة للسياسة التعريفية المطبقة، وليس نتيجة تدابير تسهيل التجارة.

**ملاحظة:** معدل الرسوم الفعلي هو نسبة مجموع الرسوم المحصلة خلال فترة معينة من مجموع قيم البضائع المستوردة العائدة لها.





# مؤشرات أداء نجم – نظرة إجمالية

## نسبة مراحل التخليص ضمن الفترة الإجمالية

C  
L  
E  
A  
R  
A  
N  
C  
E  
  
P  
A  
T  
H

4- دفع وإخراج

أحمر-3

أخضر-3

انتقاء  
وإدارة  
مخاطر

2- قبول وتسجيل وتصفية

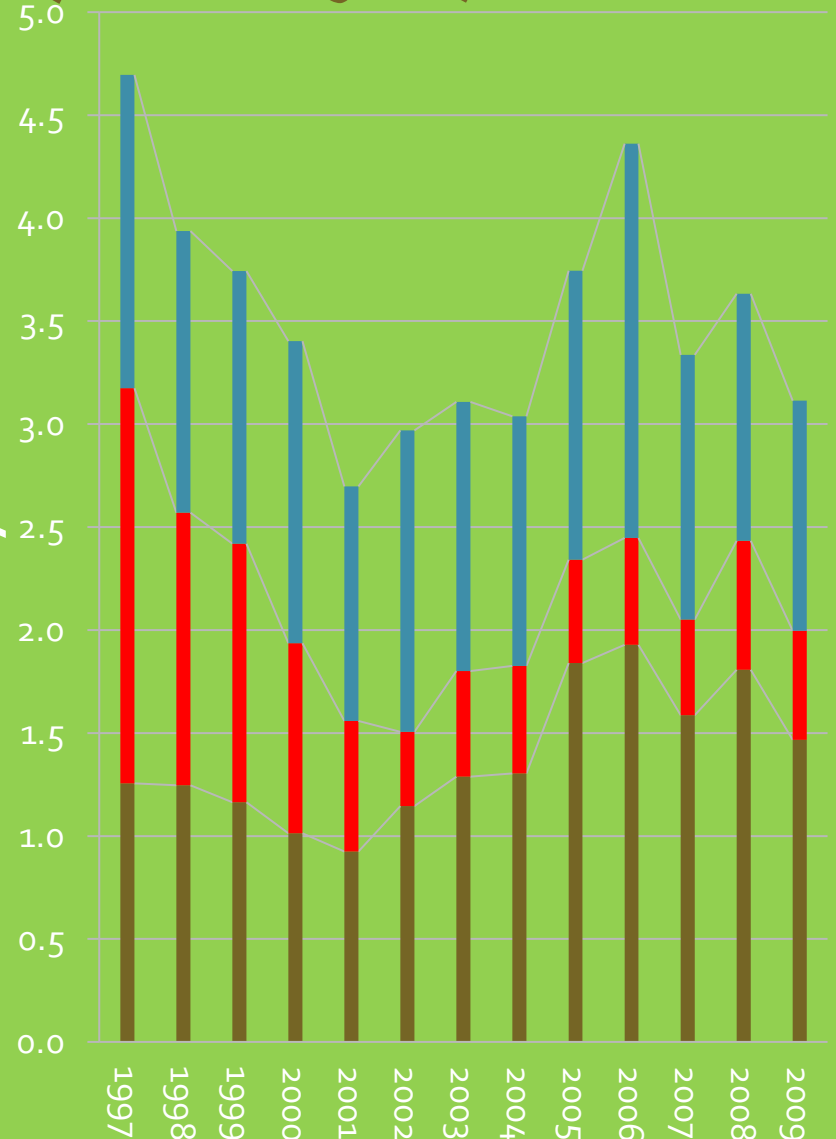
1- إدخال البيانات

P  
A  
Y

I  
N  
S  
P  
E  
C  
T

R  
E  
G

days



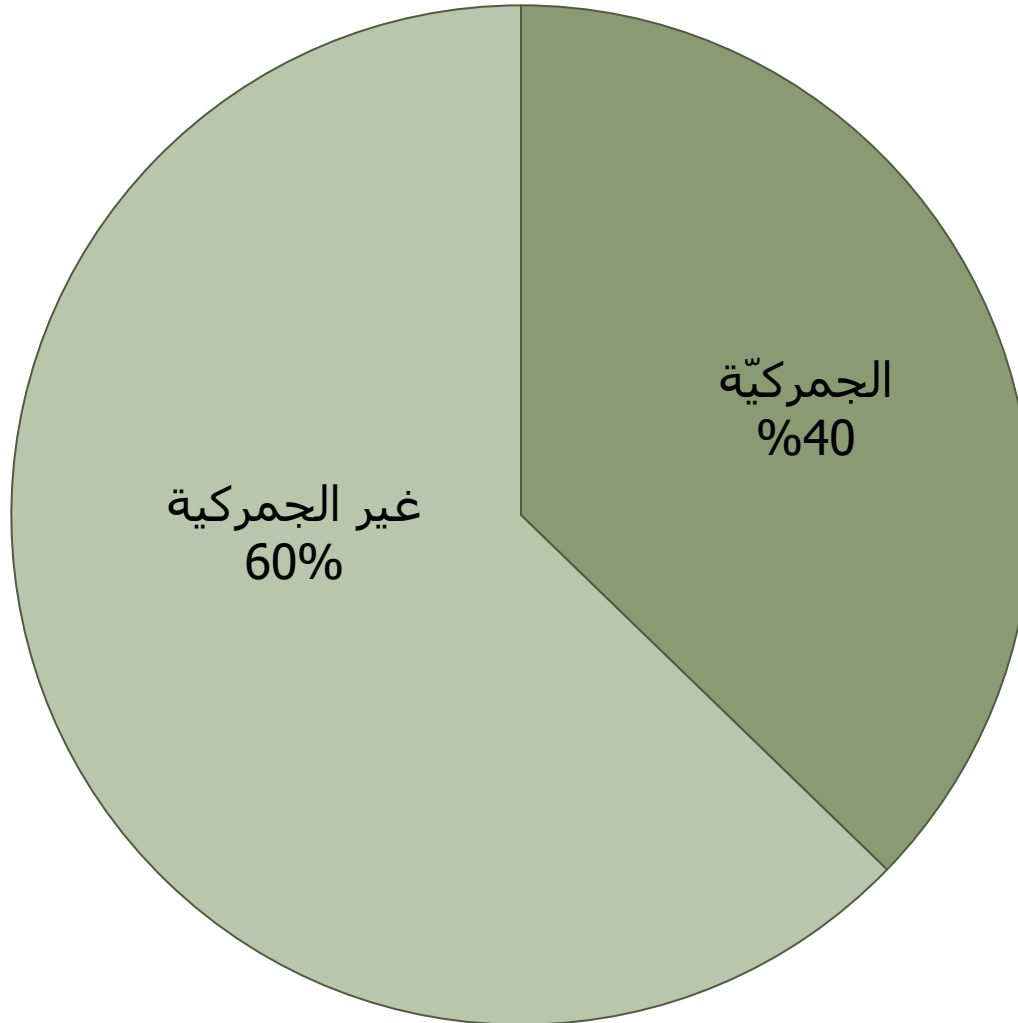
# إحصاءات عامة

تحصل الجمارك 40%  
من واردات الدولة  
الإجمالية

يشكل قطاع التجارة  
الخارجية 60% من  
الناتج المحلي GDP

تحصل الجمارك 71%  
من حصيلة الضريبة  
على القيمة المضافة

# الواردات العامة - 2009



والآن...  
بعد 17 سنة...

آن الأوان للتطّـع إلى الأمام !

شكرًا لحسن انتباهكم



غرفة التجارة والصناعة والزراعة  
Chamber of Commerce Industry  
and Agriculture  
of Beirut and Mount-Lebanon في بيروت وجبل لبنان

# الجمارك اللبنيّة: الطريق إلى الأمام

إجراءات تخليص مبسّطة في ضوء الخبرة المكتسبة  
والتطوّر التكنولوجي.

نجم 2.0



# الجمارك اللبنانية: الطريق إلى الأمام

## لمحة عامة

إجراءات تخليص جديدة، لماذا ؟

I

ماهية الإجراءات الجديدة

II

فوائد الإجراءات الجديدة

III

خطة العمل ومتطلباتها

IV

تدابير إصلاحية أخرى

V

# الجمارك اللبنانية: الطريق إلى الأمام

إجراءات تخليص جديدة، لماذا ؟

خلال النصف الثاني من التسعينات، باشرت الجمارك اللبنانية برنامج إصلاح تميّز باعتماد المعايير الدولية، وإدارة المخاطر، واستخدام التكنولوجيا المتطورة، ومشاركة القطاع الخاص، والاهتمام ببناء القدرات والكفاءات داخل إدارة الجمارك.

لقد تمّ تحقيقُ العديد من الأهداف الموضوعة. واستُخلِصَت دروس وعبر كثيرة. وخطا التطوّر التكنولوجي خطوات ملحوظة. وعرفت الممارسة الدولية أفكارًا وأساليب جديدة.

وحان الوقتُ للتغيير !  
هذا وقت نجم 2.0

# إجراءات تخليص مُبسَّطة وحديثة

## نجم 2.0

# إجراءات تخليص مُبسّطة وحديثة: نجم 2.0

## منطقة نشاط التاجر-المصرّح

تسجيل  
المانيفست  
من الناقل  
ووسطاء  
النقل

تحضير  
البيان  
وربط  
مرفقاته  
إلكترونيًا

طلب  
تسجيل  
البيان ورفع  
قيود الجهات  
الرسمية

دفع  
إلكتروني  
عبر  
المصارف

## منطقة نشاط الجمارك

أخضر

• إخراج فوري

أزرق

• تدقيق لاحق  
للإخراج

أصفر

• تدقيق  
مستندات

أحمر

• كشف إلزامي:  
أشعة و/أو  
كشف فعلي

• تحرير

• إعلام  
سلطات  
المرفأ  
ومحطة  
الحاويات

• إخراج

• تسديد  
مانيفست

# إجراءات تخليص مُبسّطة وحديثة: نجم 2.0

## منطقة نشاط التاجر Trader Zone Activities

تسجيل  
المانيفست من  
الناقل ووسطاء  
النقل

- يحول الناقل المانيفست الإجمالي الوارد الإلكتروني **ويقوم بتسجيله** في نجم.
- يحول وسيط النقل المانيفست التفصيلي الوارد الإلكتروني لضمه إلى المانيفست الإجمالي.

تحضير البيان  
وربط مرفقاته  
إلكترونياً

- إدخال معلومات مشروع البيان.
- ضم نسخ إلكترونية عن البيان الورقي الموقع والمستندات المرفقة.
- يحدّد النظام الرسوم والضرائب المتوجبة، والتأشيرات والقيود المفروضة من الجهات الرسمية

# إجراءات تخليص مُبسّطة وحديثة: نجم 2.0

## منطقة نشاط التاجر Trader Zone Activities

طلب تسجيل  
البيان ورفع  
قيود الجهات  
الرسمية

- **يلتزم** المصرّح بمندرجات البيان ويطلب تسجيله.
- **تستلم** الجهات الرسميّة المعنيّة بالقيد نسخة إلكترونية عن البيان الجمركي ومرفقاته.
- **يرفع** القيد على أساس المستندات، أو بعد الكشف على عينة أو على البضاعة.
- يتم إشعار المصرّح **برقم تسجيل** البيان وتاريخه.

دفع  
إلكتروني  
عبر المصارف

تجري عمليات **الدفع الإلكتروني** عبر المصارف التجارية من خلال مواقعها على **شبكة الانترنت**، وذلك بإدخال رقم تسجيل البيان والمبالغ المتوجّبة.

بعد إتمام العملية، يؤشّر البيان الجمركي إلكترونياً بعملية **الدفع ورقم الإيصال الجمركي**.



# إجراءات تخليص مُبسّطة وحديثة: نجم 2.0

## منطقة نشاط الجمارك Customs Zone Activities

أخضر

إعلام الجهة المؤتمنة على البضاعة إلكترونياً  
بانتهاء الإجراءات الجمركية وتحرير البضاعة.  
استلام البضاعة من الجهة المؤتمنة عليها  
بعد إنجاز المعاملات المطلوبة.  
يحفظ البيان الجمركي ومستنداته الأصلية  
لدى المصريح لأبرازه عند الحاجة.

# إجراءات تخليص مُبسّطة وحديثة: نجم 2.0

## منطقة نشاط الجمارك Customs Zone Activities

أزرق

بيان خاضع للرقابة اللاحقة.  
إعلام الجهة المؤتمنة على البضاعة إلكترونياً  
بانتهاء الإجراءات الجمركية وتحرير البضاعة.  
استلام البضاعة من الجهة المؤتمنة عليها  
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يحفظ البيان الجمركي ومستنداته الأصلية  
لدى المصرح لأبرازه عند الحاجة.

# إجراءات تخليص مُبسّطة وحديثة: نجم 2.0

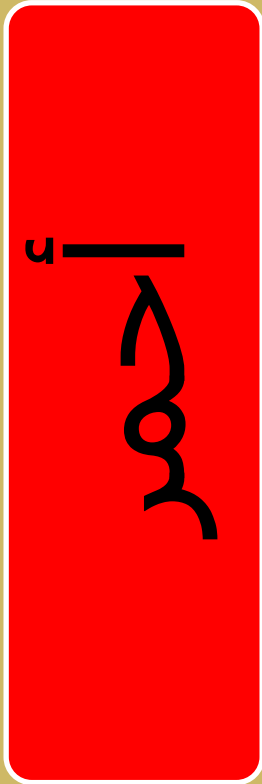
## منطقة نشاط الجمارك Customs Zone Activities

### أصفر

- بيان خاضع للتدقيق المستندي.
- تعيين إلكتروني للمراقب المكلف بتدقيق البيان الورقي ومستنداته.
- بعد التدقيق:
- إعلام الجهة المؤتمنة على البضاعة إلكترونياً بانتهاء الإجراءات الجمركية.
- أو إحالة البيان، عند الاقتضاء المبرر، إلى المعاينة (أحمر).
- يحفظ البيان الجمركي ومستنداته الأصلية لدى المصرح لأبرازه عند الحاجة.

# إجراءات تخليص مُبسّطة وحديثة: نجم 2.0

## منطقة نشاط الجمارك Customs Zone Activities



- بيان **خاضع للمعاينة** (كشف بالأشعة و/أو كشف فعلي).
- تعيين إلكتروني للكشاف.
- مراجعة الكشاف، مع البيان الورقي ومرفقاته، لتحديد مكان الكشف وزمانه.
- إعلام الجهة المؤتمنة على البضاعة إلكترونياً بعد الانتهاء من إجراءات المعاينة.
- يحفظ البيان الجمركي ومستنداته الأصلية لدى المصرح لأبرازه عند الحاجة.

# فوائد الإجراءات الجديدة

- إجراءات إلكترونية تمامًا وبدون ورق.
- فصل واضح بين منطقة التاجر المصرح ومنطقة الجمارك (تحديد المسؤولية عن التأخير).
- تصفية الرسوم إلكترونياً من قبل التاجر المصرح.
- دفع إلكتروني مسبق.
- اعتماد مبدأ الحكومة الإلكترونية المتكاملة.
- الاستفادة من تقنيات أسيكودا-ورلد المتطورة.
- لوجستية متكاملة لانسياب البضائع (معاينة وإخراج).

# تدابير إصلاحية أخرى

## 1- المستندات المرفقة

- المستندات المرفقة المطلوبة هي المستندات المتعلقة بالإرسالية (فاتورة، بوليصة شحن، لائحة أفراد، تصريح القيمة، شهادة منشأ (عند الاقتضاء)، إلخ...
- أما المستندات المتعلقة بالمصرّح المخلص أو التاجر (براءة ذمة ضمان، شهادة تسجيل مالية، صورة هوية، إذاعة تجارية، سجل تجاري، لائحة عناوين...)، فليست مطلوبة مع البيان. لأن هذه المستندات تقدم للإدارة (الجمرك أو سواه) مرة واحدة، وعند إجراء تعديل عليها. وهي مرتبطة بالرقم المالي (TIN) أو برقم المخلص الجمركي.



# تدابير إصلاحية أخرى

2- الإرساليات الشخصية والعينات والهدايا وقطع الغيار،  
التي لا تزيد قيمتها عن خمسمائة ألف ليرة:

• تمّ إعفاؤها من الرسوم والتقييدات والمعاملات كافة،  
بموجب قرار مجلس الوزراء رقم ..... تاريخ

.....

• يجري العمل حالياً على اتخاذ ما يلزم من التدابير (تعديل  
نصوص، آليات إجرائية...) لتطبيق قرار مجلس الوزراء.

# تدابير إصلاحية أخرى

## 3- التأشيرات والتقييدات

تدرس الإدارة المختصة البيان المحال إليها مع مرفقاته إلكترونياً،  
وخلال مهلة محددة، تقرر:

- رفع القيد،
- رفض رفع القيد.
- طلب كشف عينة.
- طلب إجراء كشف فعلي لدى التاجر. فيتعهد هو بعدم التصرف بالبضاعة (بعد تحديد مكان وجودها) خلال مدة معينة.
- وتبلغ إدارة الجمارك ذلك إلكترونياً، لإعطاء المعاملة مجراها.

# تدابير إصلحية أخرى

## 4- إجراءات الإخراج

- (أ)- حيث تكون جهة معينة غير الجمارك (شركة المرفأ أو سواها) مؤتمنة على البضائع :
- تسجل الجمارك إلكترونيًا إدخال البضاعة إلى الحرم الجمركي وإخراجها منه، في إطار إجراءات المانيست (نظام "منار").
  - تتولى الجهة المؤتمنة جميع إجراءات التفريغ والخزن والإخراج، على مسؤوليتها.
  - وتتحقق الجمارك إلكترونيًا عند الإخراج (على البوابة) من إنجاز كافة الإجراءات وتحرير البضاعة، وتسجل إلكترونيًا واقعة الإخراج.

# تدابير إصلاحية أخرى

## 4- إجراءات الإخراج

- (ب)- حيث تتسجل الجمارك إلكترونياً إدخال البضاعة إلى الحرم الجمركي وإخراجها منه، في إطار إجراءات المانيفست (نظام "منار").
- تقوم باستلام البضائع وتسليمها، وتشرف على جميع إجراءات التفريغ والخزن والإخراج.
- تتحقق إلكترونياً عند الإخراج (على البوابة) من إنجاز كافة الإجراءات وتحرير البضاعة، وتسجل إلكترونياً واقعة الإخراج.

# خطة عمل أوليّة

- مناقشة الإجراءات الجديدة مع إدارة الجمارك وصولاً إلى قناعة مشتركة.
- التفاهم مع شركاء الجمارك في القطاع التجاري.
- التفاهم مع الإدارات الرسمية المعنية.
- وضع الأنظمة والبرامج المعلوماتية اللازمة.
- تأمين الأجهزة المعلوماتية وملحقاتها.
- تأمين العناصر البشرية المتخصصة.
- تدريب مستعملي النظام الجديد في الجمارك والقطاع التجاري والإدارات الرسمية المعنية.

# للتذكير

- يرجى الاطلاع بتمعّن على تفاصيل هذا العرض،
- ومناقشته مع معاونيكم العاملين على الأرض،
- ثم تجميع ملاحظاتكم ومقترحاتكم وأفكاركم الجديدة والمفيدة،
- وأرسالها بالبريد الإلكتروني إلى موقع إدارة الجمارك على العنوان التالي:  
[my.najm@customs.gov.lb](mailto:my.najm@customs.gov.lb)
- ولكي نبقى على تواصل دائم معكم، سوف يوزّع على المشاركين في هذا اللقاء لائحة لتدوين اسمكم، رقمكم المالي، بريدكم الإلكتروني وهاتفكم الخلوي.



وختامًا...

نشکر حسن انتباهکم.



Project funded by the  
**EUROPEAN UNION**



**REGIONE AUTÒNOMA DE SARDIGNA**  
**REGIONE AUTONOMA DELLA SARDEGNA**



# YEP MED

(VT1-OT1) – PORT-LOGISTICS COMMUNITY TRAINING

## Training Contents



**Tuesday, January 10, 2023** Customs Services & Organisation

Customs Services:

Techniques / IT

*Faouzi Allam*

# Program

## ❑ **Part-I: Customs Services - IT techniques (Jan 10)**

- Port Of Beirut system:
  - objectives
  - Role and features
  - interfaces
- Customs definition & Objectives
- Customs documents
- Customs role & relationship

## ❑ **Part-II: e-procedures (Jan11)**

- E-procedures at POB & APS
- VA, DO, DO approval, CO (request, planning, execution)
- CD, Billing, PDO, Payment

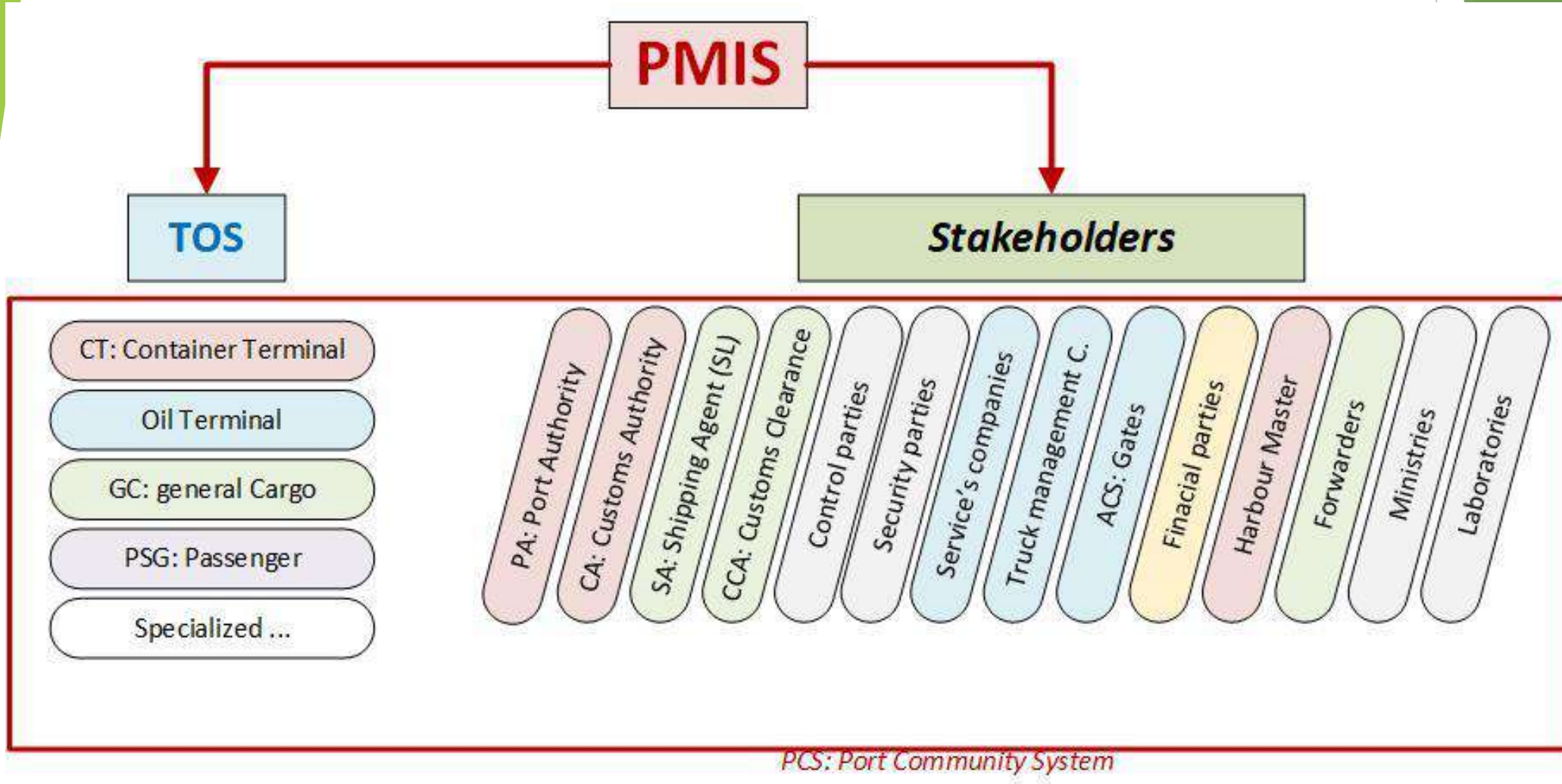
## ❑ **Part-III: Integrated IT Solutions (... )**

- Port Community System PCS
- SA role & relationship
- CCA role & relationship
- Other stakeholders roles
- Import-in process
- Import-out process (delivery)
- Example: VA lifecycle
- Ex: TA lifecycle

## ❑ **Abbreviations:**

- ❑ *CD: Customs Declaration*
- ❑ *VA: Vessel Announcement*
- ❑ *SA: Shipping Agent*
- ❑ *CCA or CC: Customs clearance agent*
- ❑ *TA: Truck Announcement*
- ❑ *PA: Port Authority*
- ❑ *CA: Customs Authority*
- ❑ *TO: Terminal Operator, CTO: Container TO*
- ❑ *CRP: Customs Release Permission*
- ❑ *CEP: Customs Exit Permit*
- ❑ *ET: Electronic Tracking*
- ❑ *PEP: Port Exit Permit (PDO Port delivery Order)*
- ❑ *RFD: request for Delivery or*
- ❑ *CO: Customer Order*
- ❑ *PMIS: Port Management Information System*

# Port Community



# POB System

The **Port of Beirut** has implemented an Information System based on the standard software **INPLAN Port Management 2.0**. ([www.inplan.de](http://www.inplan.de))

This software named **Cama-lbs**, is an Online system serving the 900 customers of the port (Shipping Agents, Customs Clearing Agents & Free Zone contractors), **over 24 hours per day, 7 days per week**;

it covers all the daily activities of the customers, and the most of the internal port activities;

it interchanges data with the port partners.

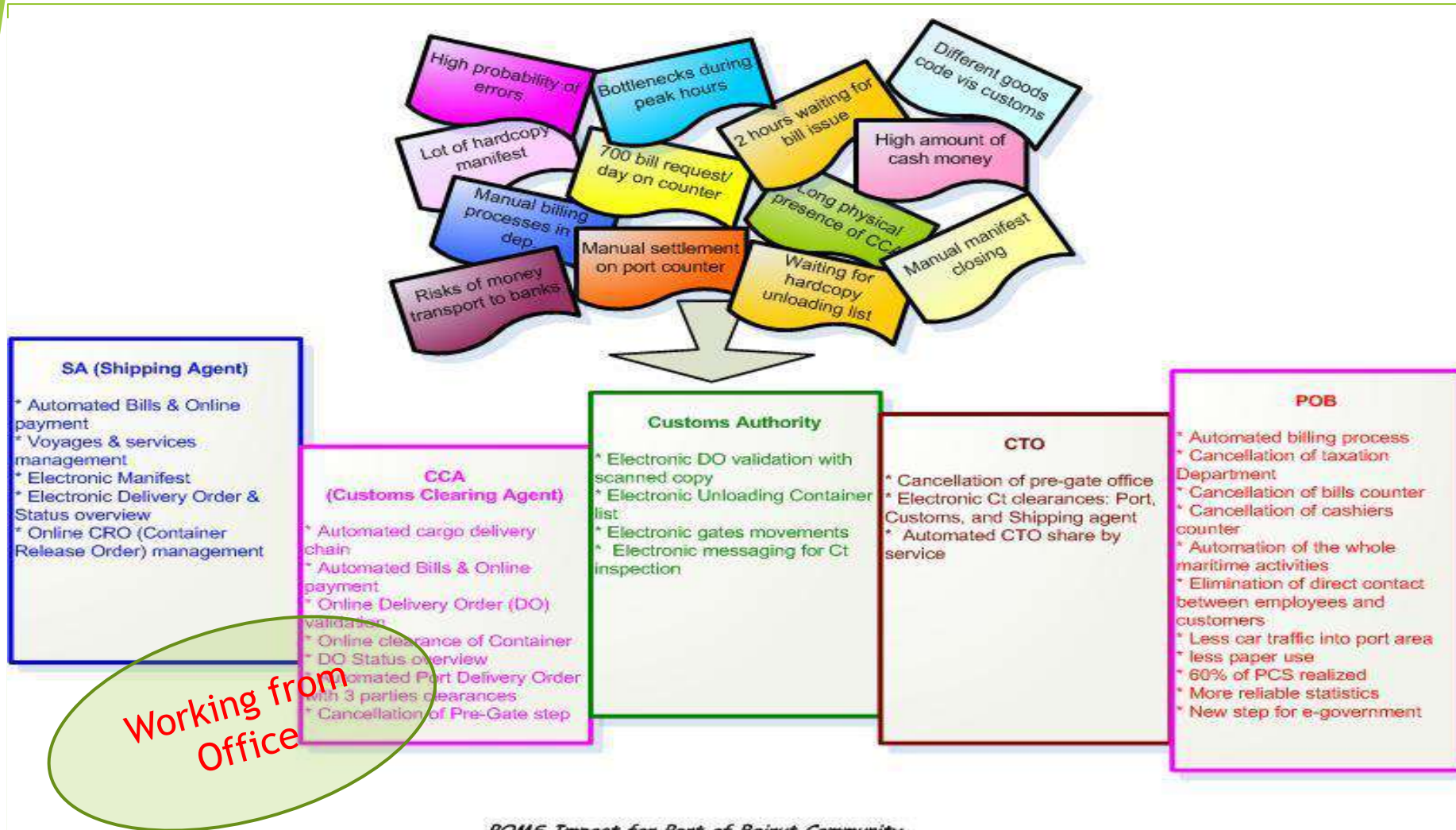
**For this regard, the Port of Beirut Information System won the Golden prize of the IAPH in 2015.** (Int'l association of ports & harbors)

**NB: The POB system has been improved during the last 5 years.**





# POB System - Impact (2017)



POMS Impact for Port of Beirut Community



# POB System - features

**INPLAN GmbH** has implemented this system according to the **international standards** that are applied into more than 60 ports worldwide implemented by this company.

The system started in the Port of Beirut in 2008, it was applied partially until **2011** where it became fully operational.

1. It covers the **full cycle of cargo clearing** in the port: from the vessel arrival, vessel unloading, reception and validation of delivery order, bill of charges issuing, till the settlement of the bills at the banks, and PDO, and vice versa. (About 1500 bills/ day) (now between 800 - 1200)
2. It replaced all the operations of the customers at the port counters by **Online operations** that **do not need any presence of customers to the port premises**. This means that the **shipping agents** or the **clearance agents** can perform the operations from their offices.
3. The POB Information System is very advanced in terms of **parameters, security and environment**.

# POB System - features

Check last slide first

## a) *Environment friendly:*

- ❖ *Reduction of paper and power usage.* (ex: cancellation of 3000 pages printing per day).
- ❖ *Reduction of the customers' presence* at the port premises in addition to the reduction of the traffic of their cars.
- ❖ *Reduction of the paper archive* by replacing it by an electronic archive.

## b) *Increasing Speed/Time saving:*

- ❖ The bills were issued at POB's offices in the past. Now, *the issuing of bills can be done from the customer's office via the system's online portal.*
- ❖ *Cancellation of the DO validation*, it is replaced by an electronic interface with the shipping agents.

## c) *Improved staff efficiency:*

- ❖ *Expendability of working hours* from 8 hours per day to 24 hours per day, and 7 days per week for the customers.
- ❖ *Reducing the manual work* of POB employees and replacing it by automated operations.

# POB System - features

- ❖ *Reducing the intervention of employees* in the processes (automatic calculation and issuing of bills).
- ❖ *Reducing the number of employees* in the automated departments in order to work in other departments.
- ❖ *Cancellation of the rush-hours* on the port counters.

## 4. *Reducing human errors/waiting time:*

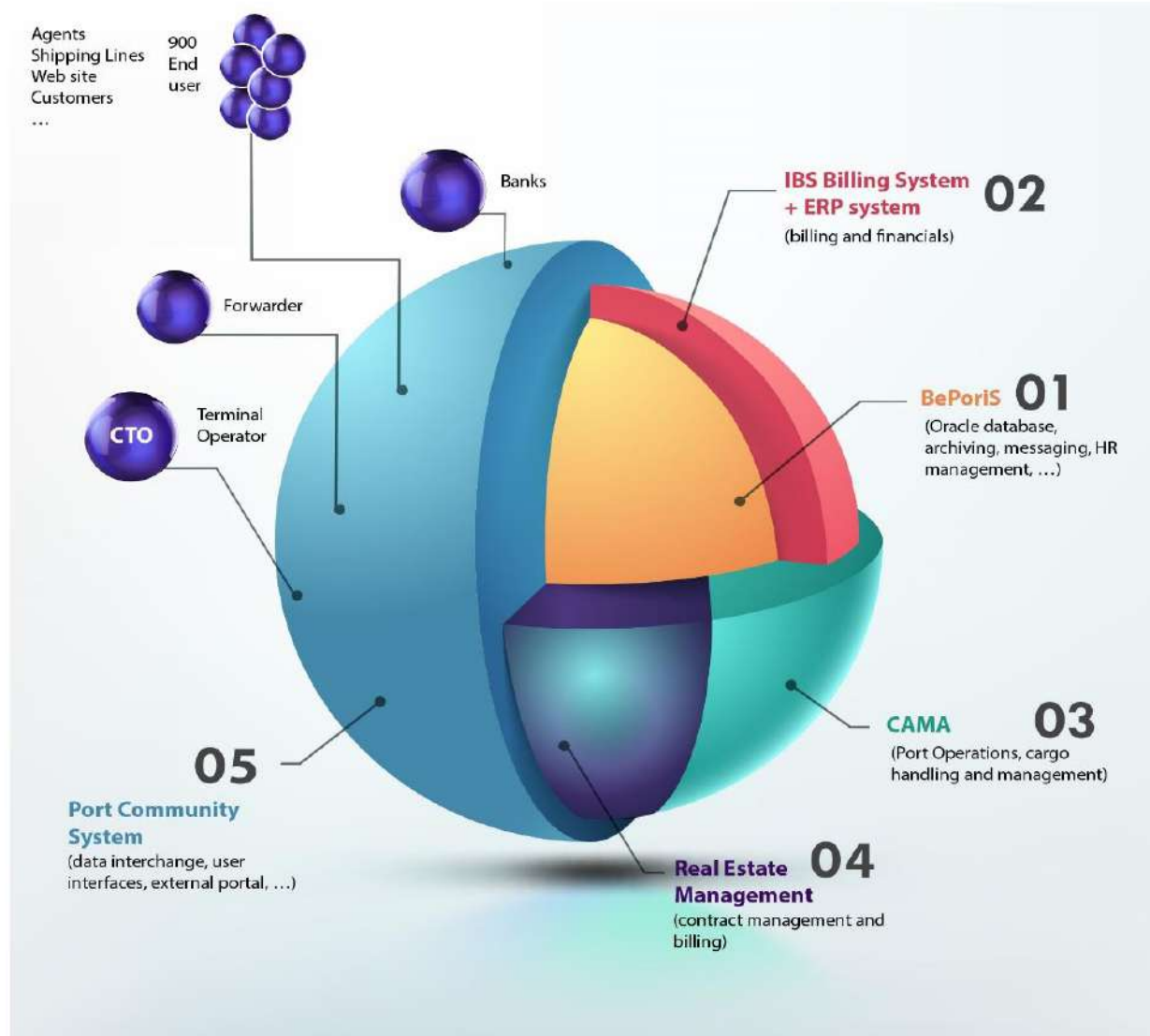
- ❖ The application of *automatic workflows* reduced the human errors.
- ❖ *Cancellation of the human intervention* in the processes (Ex: nobody can modify the fees value without the permission of the administrator).
- ❖ *Cancellation of manual money transfer* from/to banks.

## 5. *Transparency against customers:*

- ❖ *Cancellation of direct contact* between customers and employees disabling any kind of bribery.
- ❖ The *interactive communication with the customers is an added value of the system in term of efficiency and transparency* (ex: the draft bill is sent to the shipping agent 72 hours before its issuing for validation).

# POB System - modules

1.



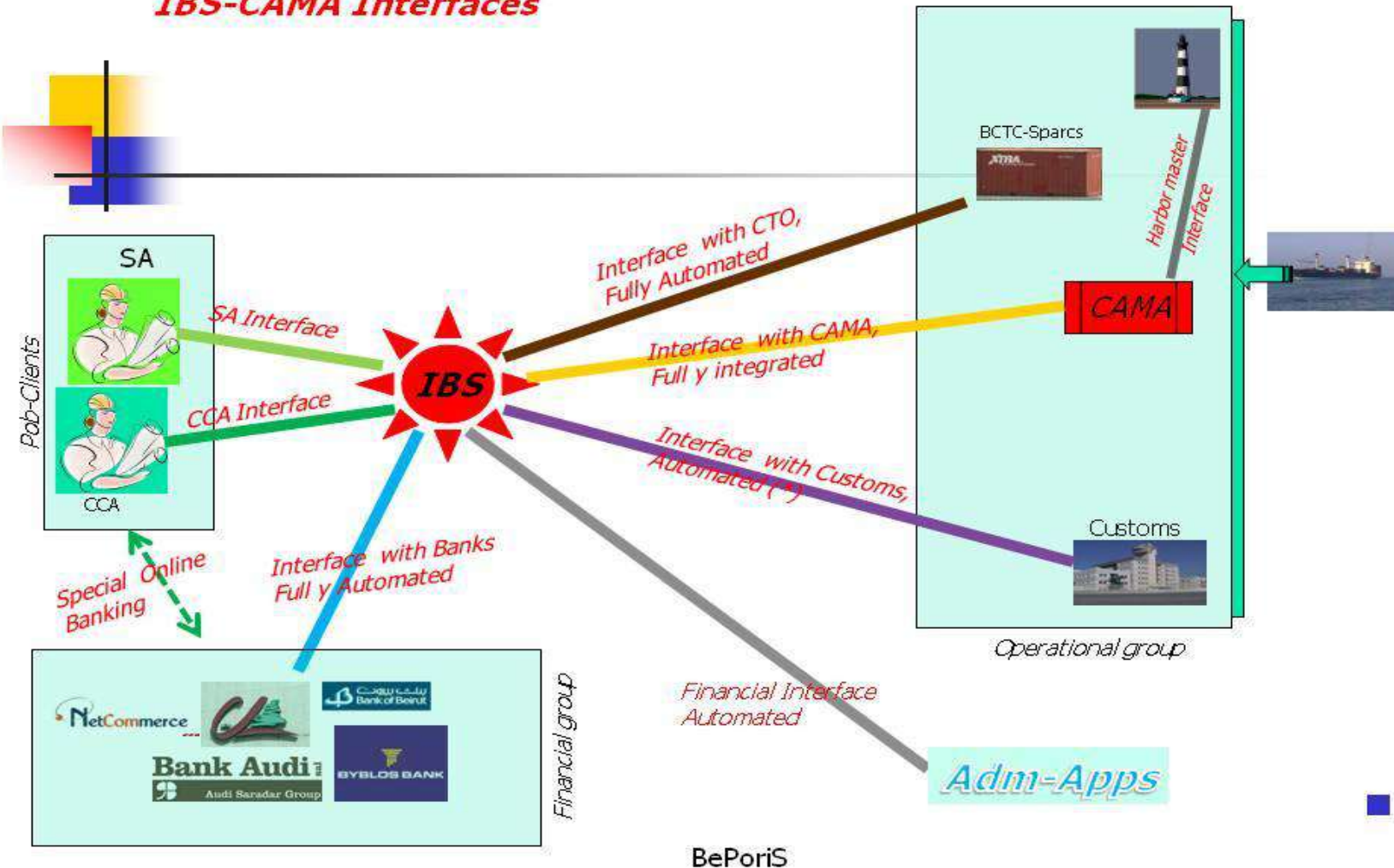
Graphic: POMS System Architecture

# POB System - modules

- 1) **The Portal:** A customized web to give access for shipping agents, customs clearance agents, and free zone operators. it is accessed via the port website under the icon CAMA.
- 2) **CAMA** sub-system: covering the modules related to:
  - The vessel Announcements management
  - The General Cargo terminal management (Warehouses, cargo movements, resources, ...)
  - The Weighbridges (with an extra special application at the weighbridge sites)
- 3) **IBS sub-system:** covering the automatic issuing of 5 types of bill of charges with the correspondent application related to: Delivery Orders, validation of DO, control of HScode, control and validation of electronic settlements, ...)
- 4) **The Visual port** and correspondent diagrams, *(for port and Real estate)*
- 5) **Delivery Order automation:** *from the electronic receiving of DO from SA, to its validation and sending it electronically to the Customs.*
- 6) **The Port Delivery Order:** *the automation of the PDO enables the Clearance Agents to issue it automatically from their offices.*
- 7) **Statistics** sub-system including 2 types of statistics: *first type for internal and executive departments use. The second type is published automatically on the port website. The statistics covers all kind of outputs related to vessels, containers, general cargo, revenues, ...*
- 8) **Real estate** sub-system for the management of the buildings and the rents (Free Zone buildings), including a Visual module to overview and access the rents via the maps.

# POB System - Interfaces

## IBS-CAMA Interfaces





# POB System - Interfaces

Except the **Shipping Agents** and the **Clearance Companies** that are using their **Portals**, the **Interfaces** with the partners, (stakeholders) are:

- i. The **Customs** system for vessels, Customs Declarations, Delivery Orders validation and related information.
- ii. The **Container Terminal Operator**: the interface with the CTO (BCTC) covers the vessel announcements at the terminal with the correspondent movements and services, the container movements in the terminal and gates in/out, the container clearance related to the port billing, the SA and the Customs clearance.
- iii. The **Banks** for the settlement of bills via the bank interfaces with a special application at the bank side enabling the customers to settle the bills from his office.
- iv. Online **Payment Gateways**: enabling the customers to settle the bills by using a credit card.
- v. The **harbor master**: in order to coordinate the vessel movement with the Customs and the port authorities.
- vi. The **Admin-App**: in order to transfer the operations financial results to the financial-system.

# Customs Mission

- هي إدارة عامة مسؤولة عن **استيفاء الرسوم الجمركية** وسائر الرسوم والضرائب التي ينام بها أمر تحصيلها على البضائع المستوردة إلى لبنان، وذلك ضمن الأحكام التي يحددها **قانون الجمارك** أو أي قانون آخر أو الاتفاقيات التي يكون لبنان طرفاً فيها، ويكون الأمر كذلك فيما يتعلق برسوم الإخراج التي قد تفرض على بعض الصادرات.

# Customs Objectives

## أهداف:

- حماية أمن التجارة الدولية.
- تسهيل وتبسيط الإجراءات الجمركية.
- تشجيع الامتثال الطوعي للقوانين والأنظمة من خلال التواصل ونوعية الخدمة وتحمل المسؤولية.
- اعتماد أساليب إدارة المخاطر **لاستهداف التهريب** والكشف عن الممارسات الاحتيالية.
- اعتماد مبدأ التدقيق اللاحق على العمليات الجمركية.
- حماية المجتمع والصحة العامة من خلال فرض تقييدات صارمة على التجارة.
- استيفاء العائدات الجمركية بأساليب فعالة ودقيقة.
- توفير إحصاءات التجارة الخارجية عن السلع بصورة دقيقة وسريعة.
- ضمان الشفافية والعلنية لجميع المعلومات المتعلقة بالجمهور.
- التماس تبادل المعلومات بين إدارة الجمارك وكافة الجهات الحكومية.

# Customs documents (definition)

- ▶ **Manifest**: the Manifest represents the list of cargos that will be unloaded (or loaded) from/to the port. The basic element is the BoL (Bill-of Lading) (المانيفست \_ الارسالية) in case of export, it is named **Export-Manifest**.
- ▶ The **Customs Declaration** (CD): representing the list of cargo to be delivered, and based on the BoL (Bill of Lading) (البيان الجمركي)
- ▶ The **Customs Release Permission**: the payment of the Customs fees, issues the clearance of the CD (تصريح خروج بيان)
- ▶ The **Customs Exit Permit**: this permit is given to the truck, based on the CD, the CRP, and includes the seal number when the cargo is sealed. And probably with the **Electronic Tracking device**. (اذن اخراج جمركي)
- ▶ The **Customs Tariff**: is the list of items with the correspondent customs fees. Based on the Harmonized-code. (التعرفة الجمركية)
- ▶ The **Harmonized code**: is a standard identification of the cargo, used by the Customs Authorities. Example (النظام المنسق)
- ▶ The **Delivery Order** (DO): is a document issued by the SA in which the shipping agent waives the goods in favor of its owner.

# PMIS & Customs (POB)

## ► Who deals with Customs?

- **Port Authority:** Representing the public party, having the role of supervisor, and the management of the vessel traffic. and sometime a part of the stakeholders (at POB the PA represents an operator (CAMA), and the billing module).
- **Operators:** the private company that operates a terminal (TO) for the account of the port authority. (*CTO for Ct terminal operator, GC terminal, Passenger terminal, Oil terminal*)
- **Shipping Agent:** the local representative of the SL (for vessel movements and services, import/export cargo stevedoring)
- **Clearance Company:** Customs clearance Agent CCA (or Clearance Company CC), represents the cargo owner against the Customs and the PA.
- Other parties (not known by POB/PMIS)

# Customs system vs PMIS

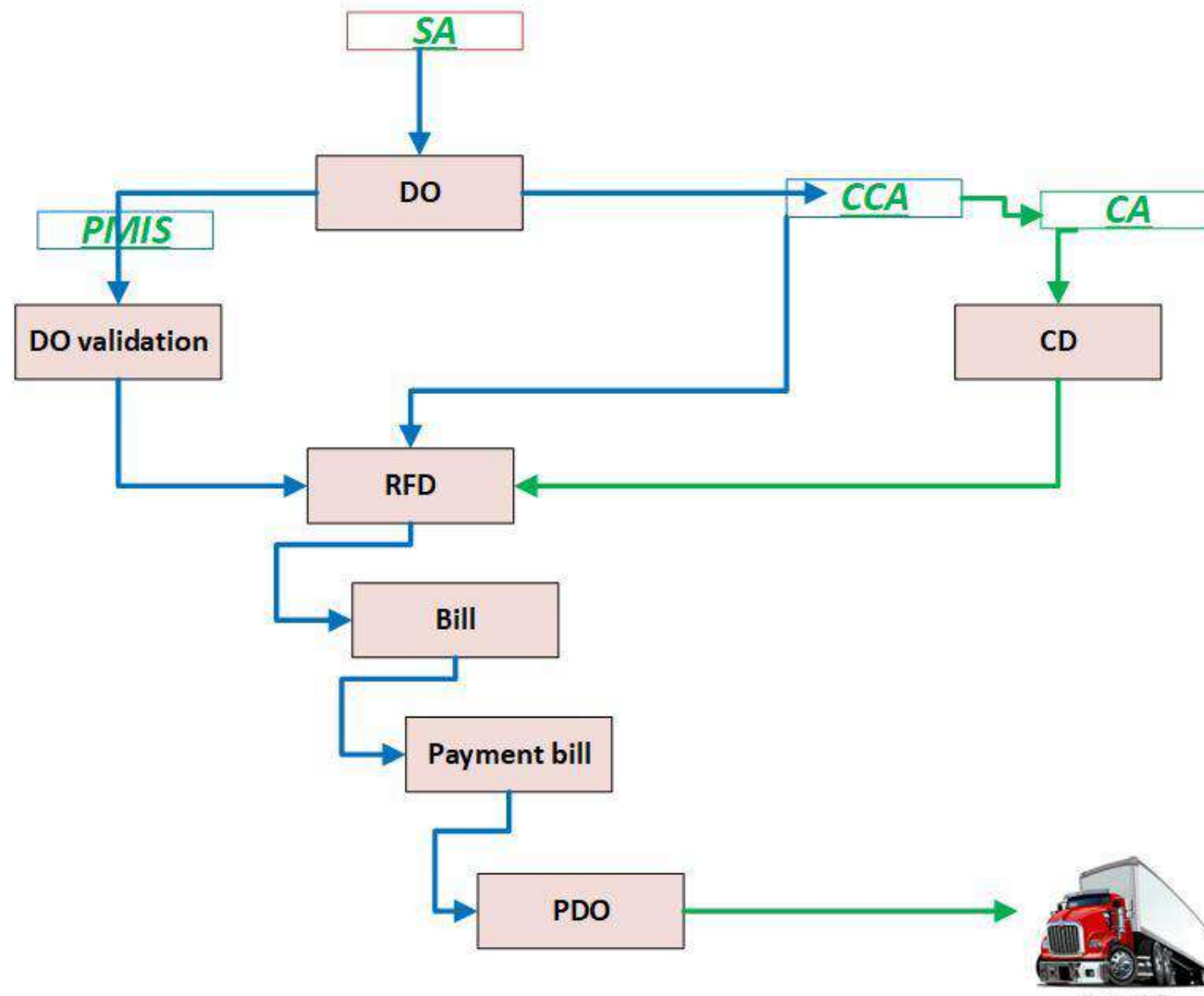


## ► Customs System and PMIS tasks by using the *Interface*:

- ❑ The interface is using the Web API (Application Programming Interface), technics for the data interchange.
- Receive the *Vessel Announcement* (VA),
- Receive, Update and Send the updated or final *manifest*
- Receive and approve the *Receiving Note* (RN)
- Receive the *Delivery Note* (DN), or the *Export Manifest*
- Receive the Delivery Order Validation (DO)
- Send the *Customs Declaration* (CD)
- Send the *Customs Release Permission* (CRP)
- Receive the *Truck Announcement* (TA)
- Send the *Customs Exit Permit* (CEP) per truck (\*)
- Send the *Electronic Tracking* device (ET) (\*)
- Receive the *gate* movements. (\*)



# Delivery of cargo cycle





Project funded by the  
**EUROPEAN UNION**



**REGIONE AUTÒNOMA DE SARDIGNA**  
**REGIONE AUTONOMA DELLA SARDEGNA**



# YEP MED

(VT1-OT1) – PORT-LOGISTICS COMMUNITY TRAINING

## PROGRAMME



**Wednesday, January 11, 2023** Supply Chain Management

E-Procedures

*Faouzi Allam*

# Program

## ❑ **Part-II: e-procedures**

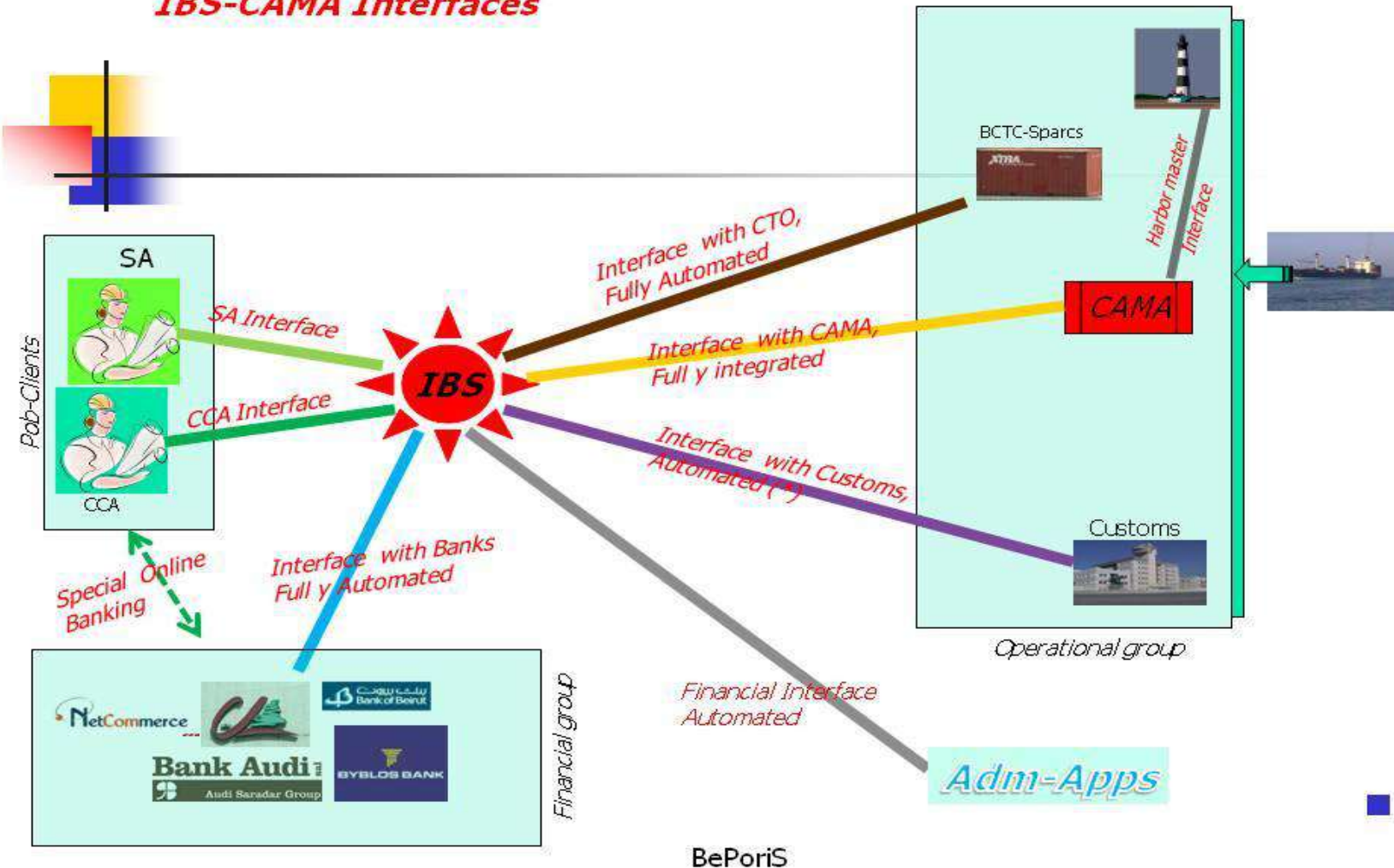
- E-procedures at POB & APS
- VA
- DO
- DO approval
- CO (request, planning, execution)
- CD
- Billing
- PDO
- Payment
- Recap

## ❑ **Abbreviations:**

- ❑ *CD: Customs Declaration*
- ❑ *VA: Vessel Announcement*
- ❑ *SA: Shipping Agent*
- ❑ *CCA or CC: Customs clearance agent*
- ❑ *TA: Truck Announcement*
- ❑ *PA: Port Authority*
- ❑ *CA: Customs Authority*
- ❑ *TO: Terminal Operator, CTO: Container TO*
- ❑ *CRP: Customs Release Permission*
- ❑ *CEP: Customs Exit Permit*
- ❑ *ET: Electronic Tracking*
- ❑ *PEP: Port Exit Permit (PDO Port delivery Order)*
- ❑ *RFD: request for Delivery or*
- ❑ *CO: Customer Order*
- ❑ *PMIS: Port Management Information System*

# POB System - Reminder

## IBS-CAMA Interfaces



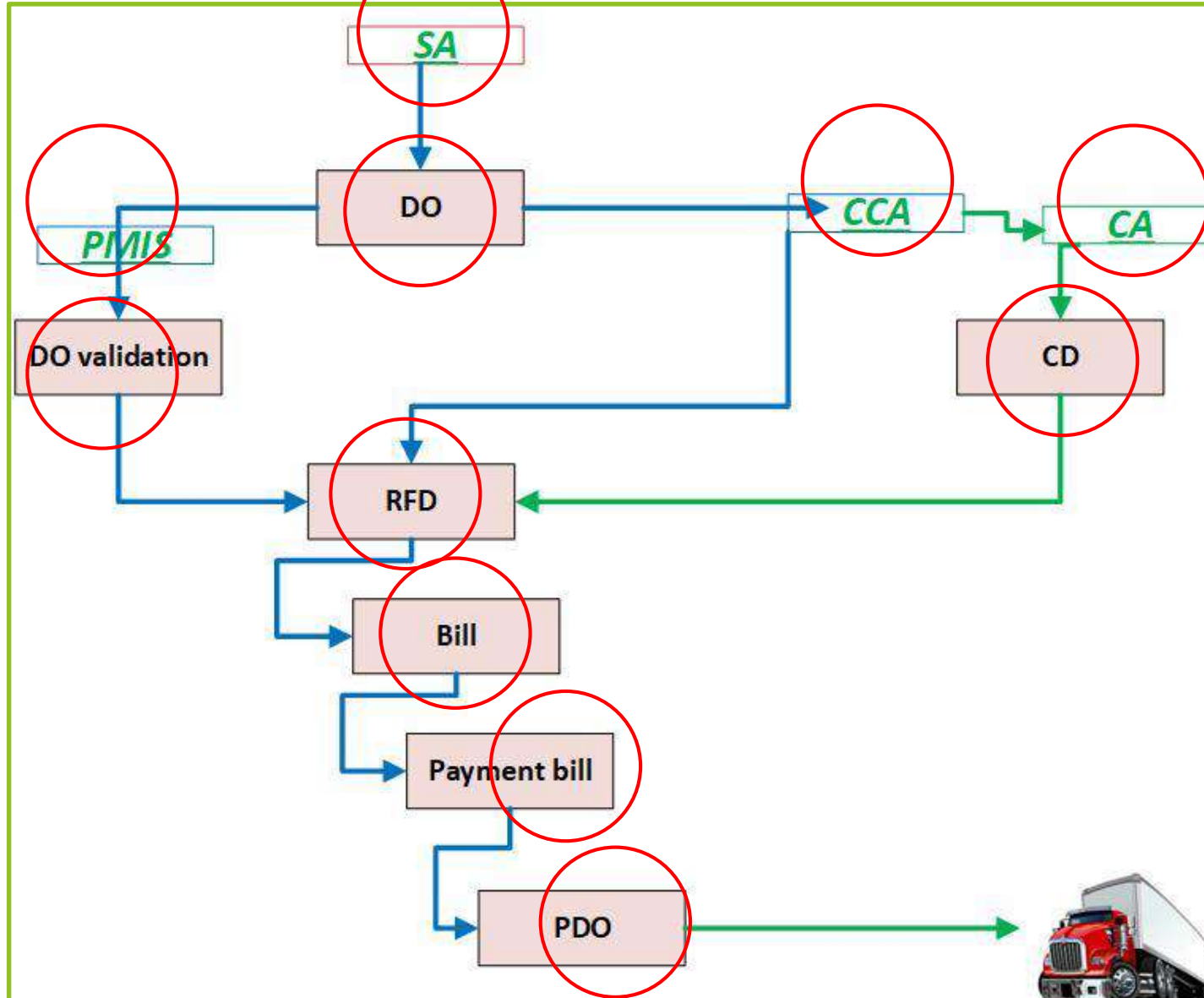
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- v. The **harbor master**: in order to coordinate the vessel movement with the Customs and the port authorities.
- vi. The **ERP**: in order to transfer the operations financial results to the ERP.

# e-procedures

Start with an example: delivery of cargo



Interactive  
real-time  
synchronized  
procedures for  
multiple  
programs/  
missions



# POB Automated procedures:

- ❑ The operations of the cargo clearance related to the PMIS, can be done within hours:
  - Delivery Order from SA & DO Validation ..... Automated
  - Request for delivery from CCA.....Automated
  - Customs declaration & ... اصدار وتصفية البيان الجمركي ... Automated
  - Issuing of the bill by PMIS .....Automated
  - Payment of the bill CCA ..... Automated
- ❑ For the delivery of the cargo the CCA needs the following clearances:
  - Issuing of the PDO by CCA.....Automated
    - ❖ & Customs release Permission (CRP) ..... Automated
    - ❖ Port release (payment of the fees)..... Automated
    - ❖ SA clearance ..... تصفية الوكيل البحري (التجريم) ..... Automated
- ❑ In addition, the operations related to other stakeholders:
  - ❖ Ministry of health ..... وزارة الصحة العامة
  - ❖ Ministry of industry ..... وزارة الصناعة
  - ❖ Customs inspection ..... الكشف الجمركي
  - ❖ Laboratories ..... مختبرات الكشف
  - ❖ Council of research ..... مجلس البحوث

**For  
cargo  
delivery:  
same example**



# Processes / definition

- ▶ Definition of processes:
- ▶ Import
  - ▶ **Import-In:** Unloading cargo from vessel to storage locations
  - ▶ **Import-Out:** delivery of cargo from storage locations to the city (truck)
- ▶ Export
  - ▶ **Export-In:** receiving cargo from city (truck) to storage locations
  - ▶ **Export-Out:** Load cargo from storage locations to vessel
- ▶ **Transit:** similar to import-Out with destination another country. (sea-land)
- ▶ **Transshipment:** Load imported cargo on vessel. (sea-sea)
- ▶ **Import-Direct:** unload + deliver cargo from vessel to truck.
- ▶ **Export-Direct:** receive + load cargo from truck to vessel.
- ▶ *NB: some special operations not mentioned (car by driver)*

# Processes / details

*Recap of Operations, Directions, data sources, actions, number of orders and Receiving & delivery Notes:*

	Operation	<del>StoD</del>	Free CO	CD	ELOC	Actions	Remarks	documents
1	<b>Import-In</b>	V→S	Yes	CD's	ELOC	<b>2</b>	Using CDs is not applicable yet	RN & RN-Vessel
2	<b>Import-Out</b>	S→T	--	CD	--	<b>1</b>	Might be without Truck (self-engine vehicle)	PEP & DN-Out
3	Import-Direct	V→T CO1: CO2:	Yes --	-- CD	ELOC --	1 1	2 CO: CO1 by SA (global) CO2 by CC (by Truck)	PEP & DN-Out (no Number)
4	<b>Export-In</b>	T→S	--	CD	ELOC	<b>1</b>	Stock Project Number (SP#) is added	PEP-E & RN
5	<b>Export-Out</b>	S→V	--	--	ELOC	<b>2</b>	BOL exists or not, & SP# mandatory	DN Exp-Out & <del>Exp</del> DN-Vessel = Exp.-Man.
6	Export-Direct	T→V CO1: CO2:	-- Yes	CD --	-- ELOC	1 1	2 CO: CO1 by CC (by Truck) CO2 by SA (Global)	PEP-E & DN (no number) & DN-Vessel = Exp.-Man.
7	Transit = Import-Out	S→T or V→T	--	CD	--	1	The CD type is different	
8	Transshipment = Export-Out	S→V	--	--	ELOC	2	BOL exists, SP used (SP is added in Import)	

# e-Procedures

- ▶ All the operations related to the main port activities are automated, with the following modules:
  - ❑ Vessel-Announcement (cycle):
    - ❑ VA submission
    - ❑ VA acceptance
    - ❑ VA planning
    - ❑ VA check & acceptance by the correspondent parties (Harbor master, governmental, ...)
    - ❑ VA berthing (by the correspondent company)
    - ❑ VA services (by the port or TO departments)
    - ❑ VA departure
    - ❑ VA billing

# e-Procedures

► All the operations related to the main port activities are automated:

❑ **Truck-Announcement (cycle):**

- ❑ TA submission
- ❑ Truck selection (according to the call)
- ❑ Gate in & out
- ❑ Handling (loading or Unloading truck)
- ❑ Weighing
- ❑ Checking by customs
- ❑ Checking by the Exit-Committee
- ❑ Electronic device

# e-Procedures

## ► All the operations related to the main port activities are automated:

### ❑ Customer Order:

- ❑ CO submission (by the customer via its portal)
- ❑ CO acceptance
- ❑ CO planning
  - ❑ Planning of cargo (CL) (quantities & locations)
  - ❑ Planning of resources (staff & equipment)
- ❑ CO execution
  - ❑ On the quay
  - ❑ On the yard
  - ❑ Checking and closing
- ❑ CO billing

# e-Procedures

► All the operations related to the main port activities are automated:

❑ **Delivery Order:**

- ❑ Receiving of the delivery order from the SA
- ❑ Approval of the DO by comparison with the Receiving-Note (RN)
- ❑ Sending of the approved DO to the Customs



# e-Procedures

► All the operations related to the main port activities are automated:

❑ Port Delivery Order (PDO):

- ❑ *The PDO is the document issued by the port enabling the CCA (or the driver) to get out with the cargo.*
- ❑ Receiving of the Customs clearance from CA
- ❑ Receiving of the SA clearance from the SA
- ❑ Merging of the 3 clearance (Customs, SA & Port) and sending it to the Operator.
- ❑ Printing of the PDO by the customer.

# e-Procedures

- ▶ All the operations related to the main port activities are automated:
  - ❑ **Payment of the port invoices:**
    - ❑ First mode of payment: *at the Bank*.
      - ❑ The bank requests the correspondent bill from the PMIS, and returns the payment credentials.
    - ❑ Second mode of payment: *by Credit Card*.
      - ❑ The system redirect the request of the customer to the correspondent company with the needed parameters, and receives the payment credentials.
    - ❑ Third mode of payment: *via a broker*. Or payment gateway.
      - ❑ The bank requests the invoice's details from the PMIS via a payment broker, the PMIS answers it, then the bank returns the payment details.
    - ❑ The customer can print any of its invoices.

# e-Procedures

- ▶ All the operations related to the main port activities are automated:
  - ❑ Other activities with the customers:
    - ❑ Real estate management. (contracts, billing, visual)
    - ❑ Website (related to reporting)
    - ❑ ...

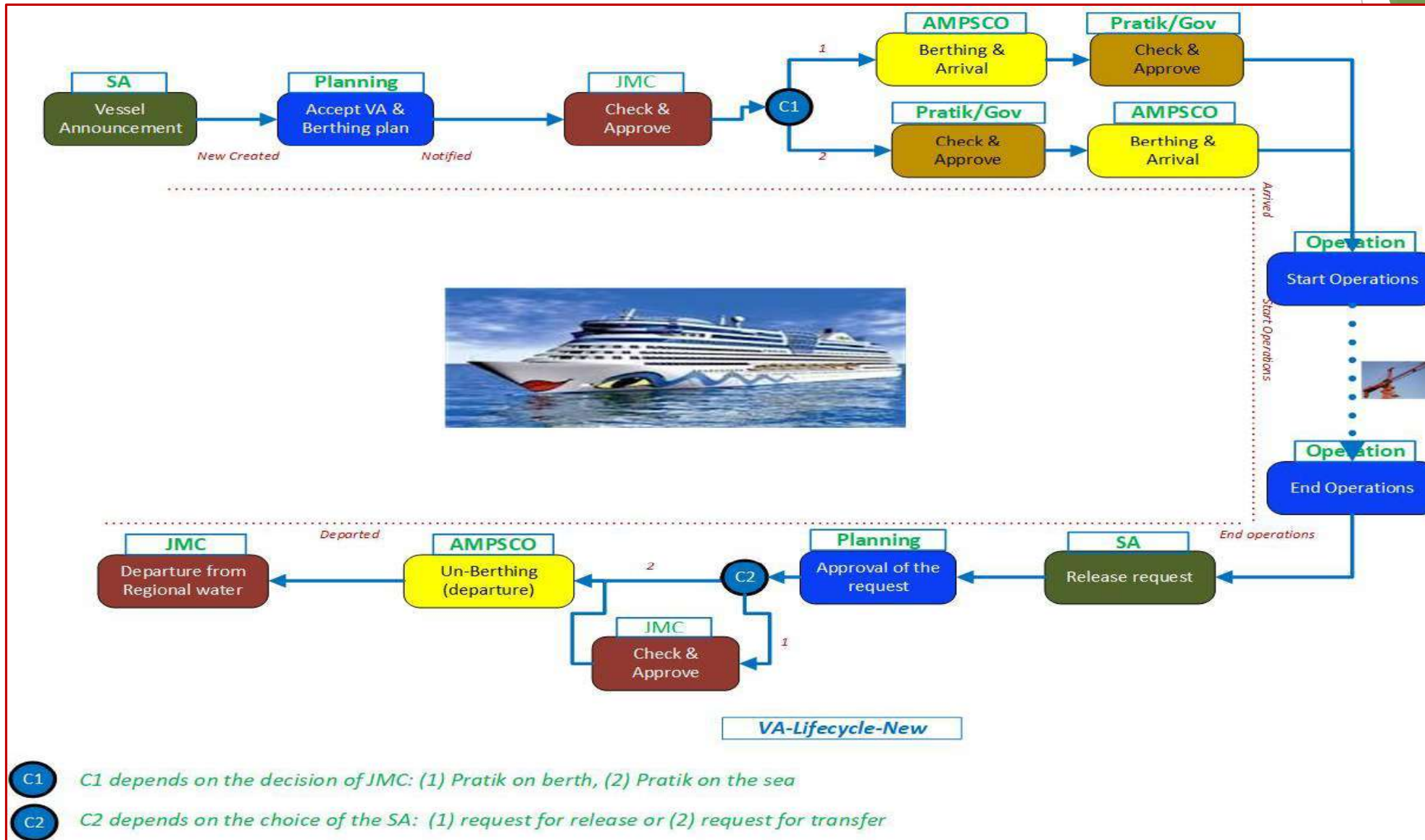
# e-Procedures

► All the operations related to the main port activities are automated:

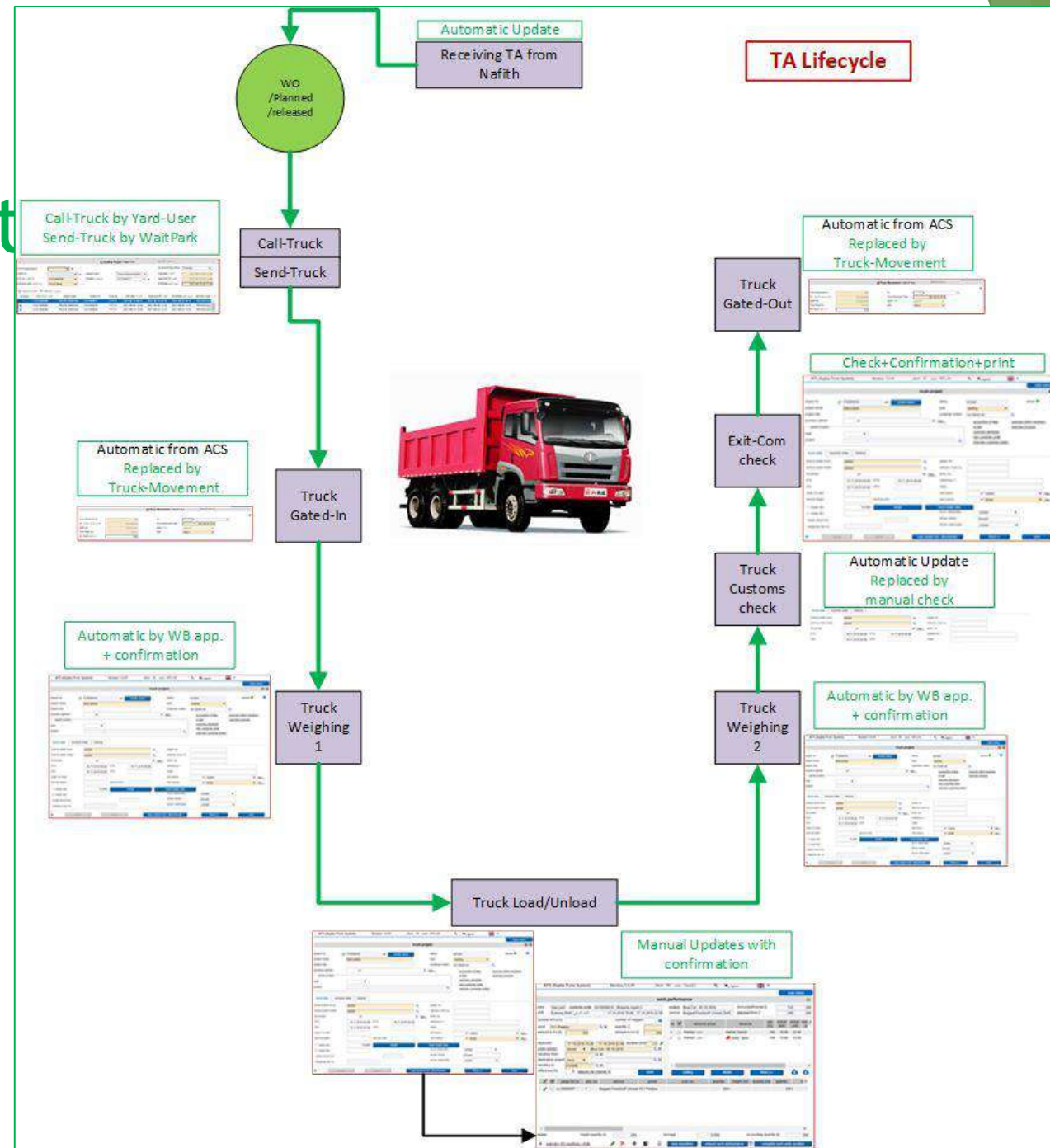
❑ Resulting procedures:

- ❑ Visual port.
- ❑ Visual yard.
- ❑ dashboards.
- ❑ KPIs
- ❑ Reporting (dynamic and normal reporting).
- ❑ Statistics (dynamic and static)

# Ex: Vessel Announcement (APS)



# Ex: Truck Announcement



# E-Procedures at POB

*(only for the main activity)*

## 1) Vessel Announcement

- ▶ Request **VA**
- ▶ **Manifest**
- ▶ **Interface** with Customs
- ▶ **Vessel Work orders** (+ interface with CTO)
- ▶ **Billing** & billing approval by SA
- ▶ **Payment** (bank interfaces) or Credit Card

## 2) **DO** (Delivery Order from SA to PMIS)

## 3) Customer Order (**CO**) (Request for cargo delivery), or for services

## 4) DO **approval** (شرح اذن التسليم)

## 5) **CD** (Customs Declaration & CRP from Customs)

## 6) **Billing-CO** (Automatic pre, additional and final bills)

## 7) **Payment-CO** (via banks or Credit Card)

## 8) Port Delivery Order (**PDO**) or (Port exit permit)

**Fully  
Automated**

*(The SA & the CCA work  
from home)*



# E-Procedures at APS

*Fully  
Automated*

- 1) **Vessel Announcement**
  - ▶ Request VA,
  - ▶ VA approvals by: AMPSCO, JMC, Governmental, operations
  - ▶ Manifest & RN, & DN
  - ▶ Interface with Customs
  - ▶ Billing & billing approval by SA
  - ▶ Payment (bank interfaces) or payment provider
- 1) **Customer Order** (for shipment or Handling)
- 2) **CD** (Customs Declaration & CRP from Customs)
- 3) **TA** (**Truck Announcement**, from Nafith to PMIS)
- 4) **Truck management** (**Wait-Park**, **gate**, **WB**, **handling**, **WB**, **Customs**, **Exit-Com**, **Gate**)
- 5) **Gates management** (interface with ACS) (*NB: replaced temporarily by a special module*)
- 6) **Billing** (Automatic: pre-bill, additional-bill and final-bill)
- 7) **Weighbridges** &
- 8) **Wait-Park** (waiting area for the trucks)
- 9) **Payment** (via banks or Credit Card or Providers)
- 10) **PEP** (Port exit permit)
- 11) Emails and notifications for customers and staff

# Regulation Guidance / IT

- ▶ Any system should be developed according to the applied regulations:
  - 1) The rules of the country (Customs regulations, ...)
  - 2) The tariff terms, ...
- ▶ IT guidance is to assure the **productivity, efficiency, agility, success** to the organization. How to do it:
  - 1) Using of New hardware (the new and convenient technologies),
  - 2) Using of New applications (using the GPS for visual port)
  - 3) Using of Virtualization, and cloud (sometimes the cloud is more convenient)
  - 4) And **Modernization**:
    - 1) **your business**, (digital workplace: grant access to the same data to different teams),
    - 2) **your processes** : simplify your processes, re-organize the workflows, ...
    - 3) **your infrastructure** (IT to achieve business goals often comes without increases in budgets and staff): use the cloud, general purposes servers, risk management features, **security**,
- ▶ **The systems of POB & APS are using this guidance (+/-)**
- ▶ **VP at APS, & DB at APS**



غرفة التجارة والصناعة والزراعة  
Chamber of Commerce Industry  
and Agriculture

في بيروت وجبل لبنان of Beirut and Mount-Lebanon

لقاء تشاوري مع فعاليات في قطاع التجارة  
الخارجية:

"ماذا نريد من الجمارك؟  
مقترحات لإجراءات تخليص مُبسَّطة وحديثة "

كلمة معالي وزير المالية ريا حفار الحسن

معهد باسل فليحان المالي والاقتصادي

السبت في 22 ايار 2010

الجمارك اللبنانية وأعمدة بعثك !

هل نحن حقًا بحاجة إلى حكومة إلكترونية؟

# سؤال إلى موظف الجمارك

مهمّة الجمارك الأساسيّة هي تخليص البضائع التي يستوردها أو يصدرها التاجر.

يوجب قانون الجمارك على كل مستورد أو مصدر أن يقدم إلى الجمارك بيانًا جمركيًا يصرّح فيه عن تفاصيل إرساله.

**السؤال:** ما هو عدد البيانات الجمركية التي تعالجها إدارة الجمارك في السنة الواحدة؟

**الجواب:** حوالي 400 ألف بيان









# سؤال إلى التاجر والمخلص الجمركي



يتضمن البيان الجمركي مستندات  
عدة مثل التصريح الجمركي،  
الفاتورة، شهادة المنشأ، بوليصة  
الشحن، .....

يقدر معدل عدد الأوراق في البيان  
الجمركي حوالي 20 ورقة

السؤال: ما هو عدد الأوراق في  
أجمالي البيانات الواردة إلى إدارة  
الجمارك خلال سنة؟

الجواب: 8,000,000 ورقة



# سؤال حساب

تحتوي باكيت الورق من قياس A4  
على 500 ورقة.

وتتسع كرتونة الورق من قياس  
A4 لـ 5 باكيت.



سؤال: إلى كم كرتونة ورق A4  
تحتاج إدارة الجمارك اللبنانية  
لتخزين البيانات الجمركية المسجلة  
لديها خلال سنة واحدة ؟

جواب: 3,200 كرتونة.



# سؤال هندسي

ارتفاع كرتونة A4 الواحدة يبلغ حوالي 30 سنتمترًا

لدينا 3200 كرتونة من أوراق البيانات الجمركية خلال عام

سؤال: إذا كدسنا 3200 كرتونة عموديا كم يبلغ ارتفاعها؟

جواب:

960 مترا (تقريبا 1 كلم)



# سؤال سياحي

ما هو ارتفاع  
أعمدة بعلبك ؟

20 meters

5000 سنة  
من الحضارة



# سؤال عام

ماذا لو كدسنا أوراق البيانات الجمركية  
الواردة خلال عام واحد إمام أعمدة  
جوبتر الستة في قلعة بعلبك ؟

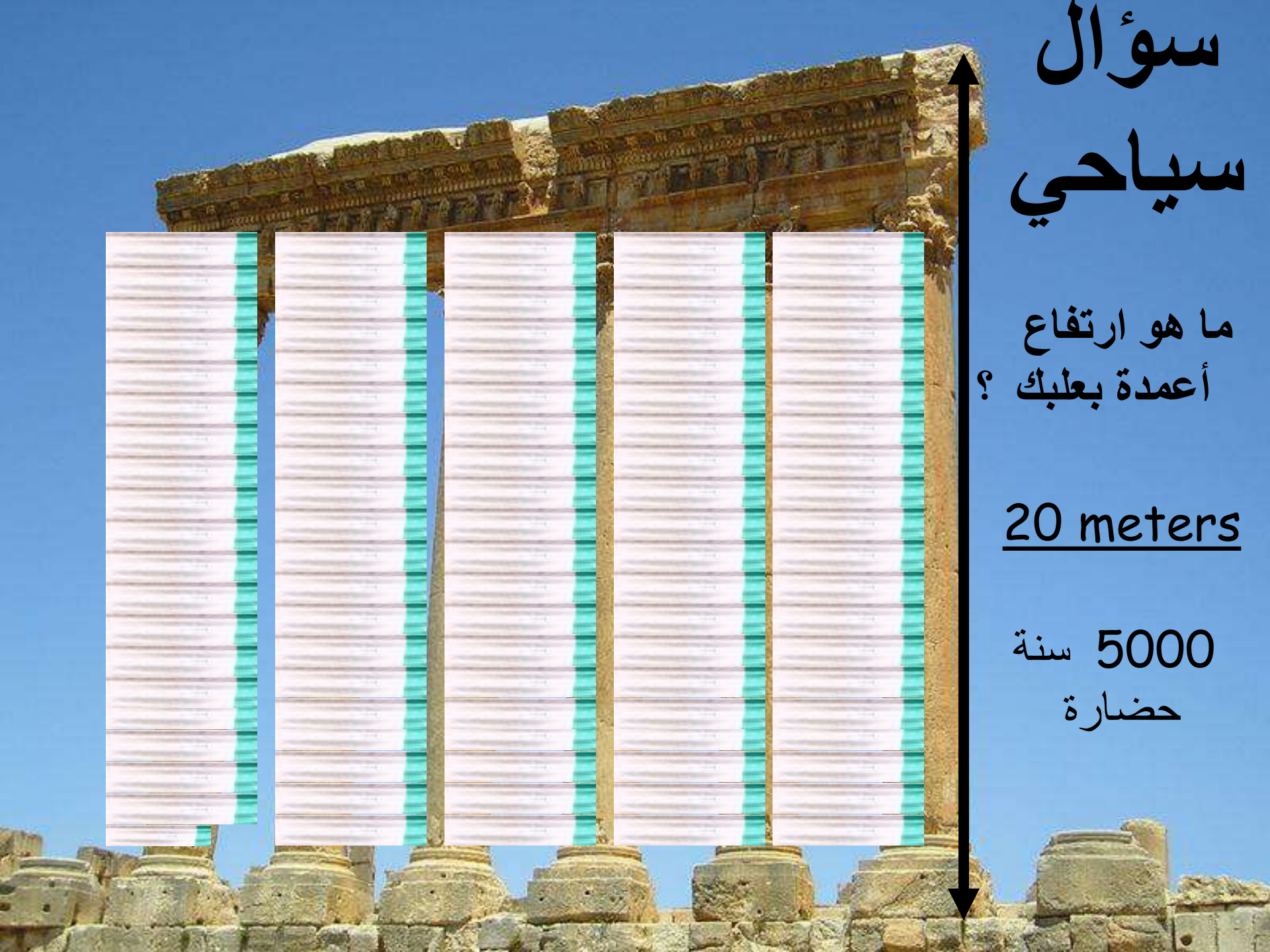


# سؤال سياحي

ما هو ارتفاع  
أعمدة بعلبك ؟

20 meters

5000 سنة  
حضارة





# جواب

تستطيع إدارة الجمارك أن تغطي أعمدة  
جوبتر الستة في بعلبك من خلال أوراق  
البيانات الجمركية الواردة إليها في عام  
واحد

خمسة آلاف سنة من الحضارة = عام واحد من البيانات الجمركية

# سؤال

هل نحن حقًا بحاجة إلى حكومة إلكترونية؟



# هل نحن حقًا بحاجة إلى حكومة إلكترونية؟

- أن أهم "مورد" لإدارة الجمارك هي المعلومات المتوفرة لديها من مستندات، تصاريح، وثائق، صور، فواتير، بوالص، كاتلوجات، الخ ..... وهذه المعلومات ترد مباشرة عبر البيانات الجمركية أو بطرق أخرى غير مباشرة (تدقيق، تحقق، إخبار الخ ..... )

# هل نحن حقًا بحاجة إلى حكومة إلكترونية؟

- إن قدرة إدارة الجمارك على أداء المهام الملقة على عاتقها من تسهيل التجارة، استيفاء الرسوم، الإحصاءات، مكافحة التهريب تعتمد وبشكل أساسي على قدرتها في إدارة، استثمار، وتحليل المعلومات الواردة إليها من مصادر مختلفة



# هل نحن حقًا بحاجة إلى حكومة إلكترونية؟

- لذلك يتوجب علينا في إدارة الجمارك وأيضًا مع شركائنا في القطاعين الخاص والعام تطوير وتحديث أساليب عملنا بشكل دائم لبناء أنظمة تسهل أعمال المواطن أو التاجر وتمكن الإدارة من ممارسة أعمالها الرقابية بفعالية وشفافية
- و هذا هو موضوع العرض الذي سوف يناقش الآن . . .



غرفة التجارة والصناعة والزراعة  
Chamber of Commerce Industry  
and Agriculture

في بيروت وجبل لبنان of Beirut and Mount-Lebanon



وزير المالية  
ريّا حفّار

تكرّ



## Training Contents



## LECTURES

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# The Harmonized System

What?

Why?

How?



# Training Contents



## The Harmonized System (HS)

- It was Firstly Introduced In 1988
- The HS Code was developed by the World Customs Organization
- Basis for Customs Tariffs and Trade Statistics of 200 countries and economies
- More than 98 % of World trade in terms of the HS
- The universal economic language and code for transportable goods



# Training Contents



## The Harmonized System (HS) – Main Objective

- To facilitate international trade
- Collection, comparison and analysis of trade statistics
- Standardization of trade documentation and transmission of data



# Training Contents



## The Harmonized System (HS) – Used by :

- Customs
- Statisticians
- Governments
- International organizations
- Private sector



# Training Contents



## The Harmonized System (HS) – Multi-purpose tool:

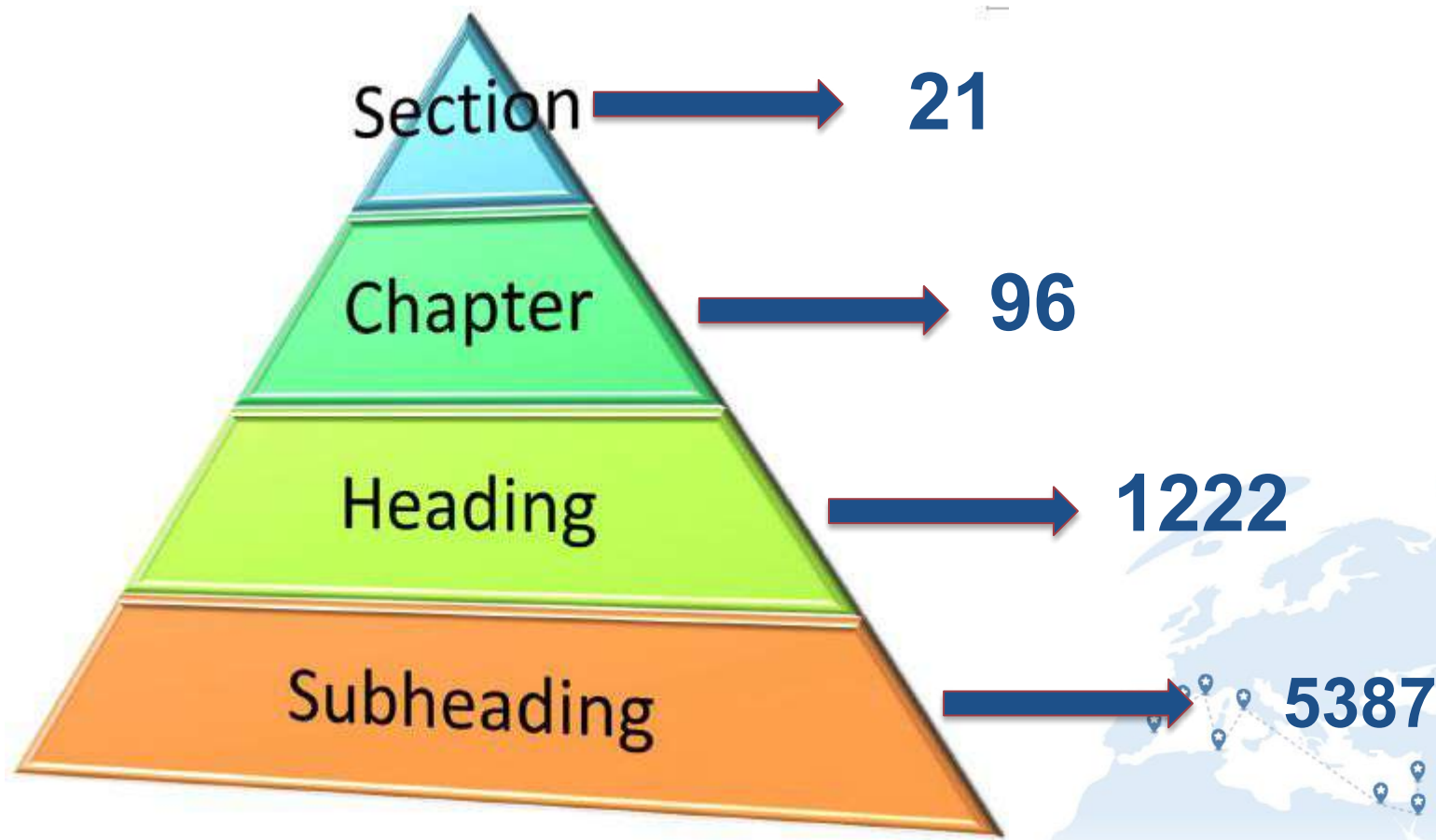
- Internal taxes
- Trade policies
- Monitoring of controlled goods
- Rules of origin
- Transport statistics
- Quota controls
- Economic research and analysis



# Training Contents



## The Harmonized System (HS)





# Training Contents



## Sections

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### The Harmonized System (HS)

#### HS code format

There are approximately 5,300 commodity codes in the HS code system.

These codes are first grouped into specific subheadings and headings, which are then consolidated into chapters that make up the broader sections of the HS code.

#### HS CODE IS COMPOSED OF 8 DIGITS

- Chapter(2 digits)
- Heading(2 digits)
- Subheading(2 digits)
- Product HS code(OPTIONAL : LAST 2 Digits)

N.B: HS is revised periodically , last update



# Training Contents



Section	Name
<b>Section 1:</b>	Animal & Animal Products (Chapter 1-5)
<b>Section 2:</b>	Vegetable Products (Chapters 6-14)
<b>Section 3:</b>	Animal or Vegetable Fats and Oils (Chapter 15)
<b>Section 4:</b>	Prepared Foodstuffs (Chapter 16-24)
<b>Section 5:</b>	Mineral Products (Chapter 25-27)
<b>Section 6:</b>	Chemicals & Allied Industries (Chapter 28-38)
<b>Section 7:</b>	Plastics / Rubbers (Chapters 39 and 40)
<b>Section 8:</b>	Raw Hides, Skins, Leather, & Furs (Chapter 41-43)
<b>Section 9:</b>	Wood & Wood Products (Chapters 44-46)
<b>Section 10:</b>	Pulp of Wood or of Other Fibrous Material (Chapters 47-49)



# Training Contents

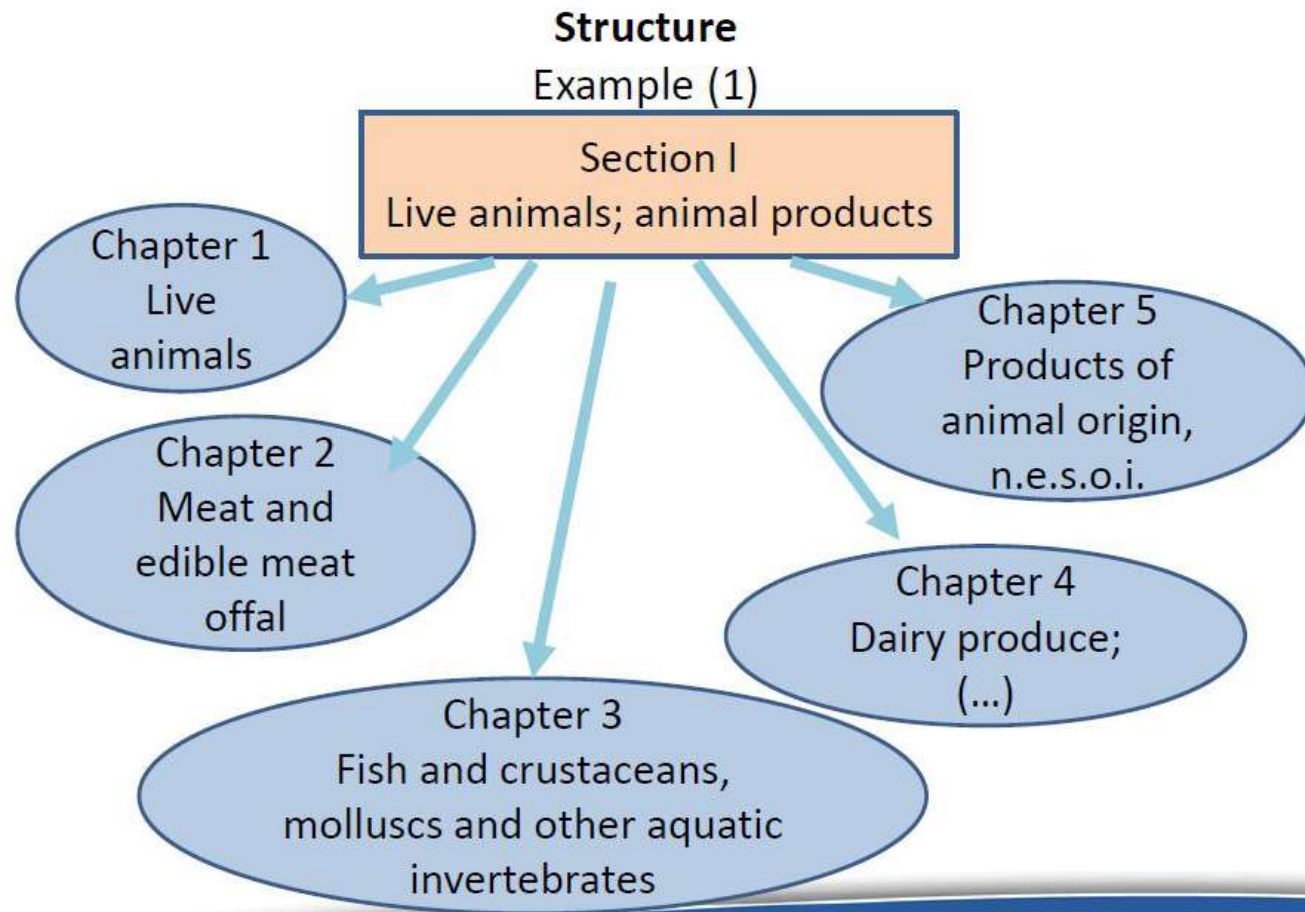


<b>Section 11:</b>	Textiles (Chapters 50-63)
<b>Section 12:</b>	Footwear / Headgear (Chapters 64-67)
<b>Section 13:</b>	Stone / Glass (Chapters 68-70)
<b>Section 14:</b>	Natural or Cultured Pearls (Chapter 71)
<b>Section 15:</b>	Base Metals (Chapters 72-83)
<b>Section 16:</b>	Machinery / Electrical (Chapters 84-85)
<b>Section 17:</b>	Transportation (Chapters 86-89)
<b>Section 18:</b>	Precision Instruments (Chapters 90-92)
<b>Section 19:</b>	Arms and Ammunition (Chapters 93)
<b>Section 20:</b>	Miscellaneous Manufactured Articles (Chapters 94-96)
<b>Section 21:</b>	Works of Art (Chapter 97)

# Training Contents



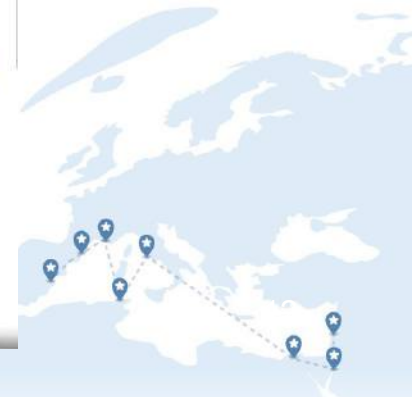
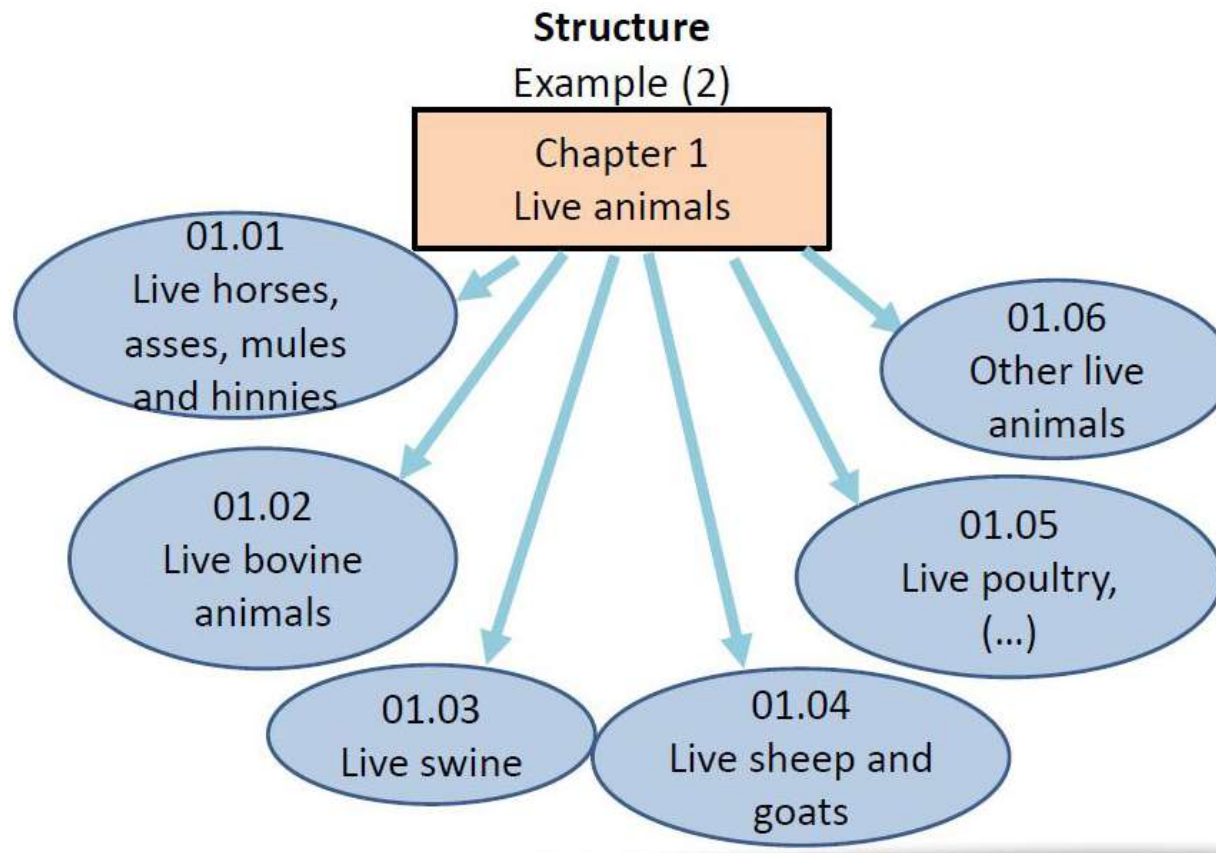
## The Harmonized System (HS)



# Training Contents



## The Harmonized System (HS)



# Training Contents



## The Harmonized System (HS)

### Structure

#### Example (3)

#### Heading 01.01

Live horses, asses, mules and hinnies

- Horses
- 0101.21 - - Pure-bred breeding animals
- 0101.29 - - Other
- 0101.30 - Asses
- 0101.90 - Other





# Training Contents



## HS CODE - 07031010

<b>07</b>	—	<b>Edible Vegetables and Certain Roots &amp; Tubers</b>
<b>CHAPTER</b>		
<b>03</b>	—	<b>Onions, Shallots, Garlic, Leeks and Other Alliaceous Vegetables, Fresh or Chilled</b>
<b>HS HEADING</b>		
<b>10</b>	—	<b>Fresh or Chilled Onions and Shallots</b>
<b>HS SUB HEADING</b>		
<b>10</b>	—	<b>Fresh or Chilled Onions</b>

## HS CODE - 07031011

<b>07</b>	—	<b>Edible Vegetables and Certain Roots &amp; Tubers</b>
<b>CHAPTER</b>		
<b>03</b>	—	<b>Onions, Shallots, Garlic, Leeks and Other Alliaceous Vegetables, Fresh or Chilled</b>
<b>HS HEADING</b>		
<b>10</b>	—	<b>Fresh or Chilled Onions and Shallots</b>
<b>HS SUB HEADING</b>		
<b>11</b>	—	<b>Organic Onions</b>



## Training Contents



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## TRADE AGREEMENTS

- Greater Arab World Free Trade Agreement(GAFTA)
- EU Free Trade Agreement
- AGADIR Free Trade Agreement(Jordan , Egypt , Morocco , Tunisia , ...)
- MERCOSUR Free Trade Agreement(Ongoing : Argentina , Brazil , Ecuador , Venezuela , ...)
- Other One to One or group of countries Free Trade Agreement are also available



## Training Contents



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## CERTIFICATE OF ORIGIN / MOVEMENT

- ARAB WORD CERTIFICATE
- INTERNATIONAL CERTIFICATE
- EUR1 FORM FOR LEBANESE INDUSTRIAL PRODUCTS
- \*\*FORMA IF DESTINATION IS EUROPE OR FORMA IF DESTINATION IS USA\*\*



# Training Contents



65374		 		الجمهورية اللبنانية غرفة التجارة والصناعة والزراعة في بيروت وجبل لبنان	
<b>شهادة منشأ</b>					
بموجب أحكام اتفاقية تيسير وتنمية تبادلات التجاري بين الدول العربية					
1- المصدر وعنوانه كاملاً:		2- المنتج وعنوانه كاملاً:			
3- المستورد وعنوانه كاملاً:		4- بلد المنشأ:		5- تم تطبيق التراكم مع دول أخرى <input type="checkbox"/> نعم <input type="checkbox"/> اسم الدولة <input type="checkbox"/> لا	
6- تفاصيل الشحن:		7- ملاحظات:			
8- وصف السلع، العلامة التجارية (إن وجدت)، عدد ونوع وأرقام الطرود:		9- الوزن القابل (كغ) أو مقاييس أخرى (لتر، متر، مكعب، الخ): 10- رقم وتاريخ الفاتورة			
11- إقرار وتعهد المصدر: أقر بأن جميع البيانات المذكورة أعلاه صحيحة وأن السلع الوارد وصفها أعلاه مستوفاة للشروط والمعايير اللازمة لاكتساب صفة المنشأ. المكان: _____ التاريخ: _____ التوقيع: _____		12- توقيع وخاتم الجهة المصدرة للشهادة: التوقيع: _____ الخاتم: _____ التاريخ: _____		13- تصديق الجهة الحكومية المختصة: التوقيع: _____ الخاتم: _____ التاريخ: _____	



# Training Contents



**ENI  
CBCMED**  
Cooperating across borders  
in the Mediterranean

34969



غرفة التجارة والصناعة والزراعة  
Chamber of Commerce Industry  
and Agriculture  
of Beirut and Mount-Lebanon  
مجلس تجارة وصناعة وزراعة بيروت وجبل لبنان

## Certificate of Origin شهادة منشأ

العلامات والأرقام Marks & Numbers	الكمية Quantity	نوع البضاعة Description of Goods	الوزن الصافي Net Weight	الوزن القائم Gross Weight	القيمة Value



# Training Contents



## EXAMPLE OF HS CODE USAGE ON INVOICE ON CERTIFICATE OF ORIGIN/ AUTHENTICATION DOCUMENTS





# Training Contents



## Certificate of Origin

U-65774

شهادة منشأ  
Certificate of Origin

Chamber of Commerce, Industry and Agriculture

ICC

الكمية والوزن Quantity & Weight	الكمية Quantity	نوع البضاعة Description of Goods	الوزن الصافي Net Weight	الوزن الخالص Gross Weight	القيمة Value
25 PCS IN PKG		BIJOUX EN ARGENT (AS PER THE INVOICE NO. SIW21-000066 DATE: 09/09/2021 BEARING OUR CHAMBER SEAL & NO. 1-7428) HS CODE: 71131110	117.70 GR	850 GR	2326 USD

## Invoice

Page: 2 / 2

PE BOTRYS 1 SM + DIV 51(2) ST DIA IG	2.75g	5.45g	2	\$198.00	\$212.00
Sterling Silver Necklace - Icy Grey Diamonds: 16p, 0.10ct					
PE BOTRYS 1-S + DIV 22(5) ST DIA BLK	2.20g	4.40g	2	\$105.00	\$212.00
Sterling Silver Necklace - Black Diamonds: 14p, 0.09ct					
POPPY 4(5) S ST DIA IG 4P RU 1P	4.30g	4.30g	1	\$130.00	\$139.00
Sterling Silver Ring - Icy Grey Diamonds: 4p, 0.12ct - Ruby: 1p, 0.04ct					
POPPY 5(7) S ST DIA CO 5P BLK 1P	7.40g	7.40g	1	\$154.00	\$154.00
Sterling Silver Ring - Cognac Diamonds: 6p, 0.22ct Black Diamond: 1p, 0.05ct					
POPPY 5(7) S ST DIA RU 6P IG 1P	7.20g	7.20g	1	\$140.00	\$145.00
Sterling Silver Ring - Rubies: 6p, 0.2ct - Icy Grey Diamond: 1p, 0.05ct					
SAWSENE	3.60g	3.60g	1	\$60.00	\$60.00
Sterling Silver Ring					
CUSTOMER FEES	0.00g	- g	1	\$0.00	\$0.00
H.S. CODE: 71131110					

### HS CODE : Jewelry - Silver (71131110)



# Training Contents



## Certificate of Origin

62814

شهادة منشأ

10-09 14.09.21 0049189

2- المنتج ومصدره كامل  
شركة السلع الدولية ش.م.ل  
لبنان - الشوف - لبنان

4- بلد المنشأ  
لبنان

5- تم تطبيق الترتيب مع نوع آخر  
نعم ☐ لا ☒  
اسم الدولة  
لبنان

7- ملاحظات  
لا يوجد

8- وصف السلع، العلامة التجارية (إن وجدت)، عدد ونوع وأرقام الطرود  
كتب:  
قد جرى طبعها في لبنان  
الكمية: ٧ طرود  
الوزن: ٧٥ كغ  
Tariff Number: 49019900

9- الوزن الخام  
الكتل (أو مغايير)  
أخرى التي من  
مكتب الخ:  
٢٠٢١/٠٩/٠٦ تاريخ الفاتورة: 21-00035  
٧٥ كغ

## Invoice

COMMERCIAL INVOICE # SALES: 21-00035

Date: 9/6/2021

Currency : USD

#	HS Code	Code	TITLE	QTY	PRICE	AMOUNT
1	49019900	9781927087930	ProtectEd Student Workbook KG1+PG(87923)	45	3.00	135.00
2	49019900	9781927087947	ProtectEd Student Workbook KG2+PG(87923)	40	3.00	120.00
3	49019900	9781927087954	ProtectEd Student Workbook G1+ PG (87961)	40	3.00	120.00
4	49019900	9781988310633	ProtectEd Student Workbook G2+PG (87961) NE	85	3.00	255.00
Total in USD						630.00

Amount in Words : Six Hundred & Thirty USD  
Number of Cartons = 7 Cartons  
Weight of the Shipment = 75 Kgs.  
Tariff Number 49019900  
Country of Origin Lebanon

HS CODE : Books(490199)



# Training Contents



## Certificate of Origin

## Invoice

U-65674

شهادة منشأ  
Certificate of Origin

111 24 1200 2000  
Chamber of Commerce Industry  
and Agriculture  
of the State of Palestine

ICC  
INTERNATIONAL CHAMBER OF COMMERCE

الكميات و العلامات و الرموز	الكمية Quantity	نوع البضاعة Description of Goods	الوزن الصافي Net Weight	الوزن الخالص Gross Weight	القيمة Value
190 PKGS	190 PKGS	MALBAN & NOUGAT ASSORTED SWEET & CHOCOLATE ( AS PER THE INVOICE NO.1121 DATE: 14/09/2021 BEARING OUR CHAMBER SEAL & NO. 1-7445) HS CODE: 17049000/18069000	3244 KG	3567 KG	27391 US\$

Malban & Nougat Assorted Sweet	102	1836	\$7.25	\$13,311.00
Chocolate	88	1408	\$10.00	\$14,080.00
<b>TOTAL</b>	<b>190</b>	<b>3244</b>		<b>\$27,391.00</b>

Only Twenty Seven Thousand Three Hundred Ninty One US DOLLARS

Quantity	190
Net Weight (kg)	3244
Whole Weight (kg)	3567

HS CODE 17049000/18069000

HS CODES : Chocolate (180690) and confectionery (170490)



# Invoice

Description	Details	Qty	Price	Disc	Vat (11%)	Total
WET TISSUE SACHET	CHICKEN POP	40000 PC	0.017	0.00	0.00	680.000
WET TISSUE SACHET	PLUS	30000 PC	0.017	0.00	0.00	510.000
WET TISSUE SACHET	CRAZY COOKIES	40000 PC	0.017	0.00	0.00	680.000
WET TISSUE SACHET	PIZZA ROLLS	30000 PC	0.017	0.00	0.00	510.000
WET TISSUE SACHET	ALMA	19600 PC	0.017	0.00	0.00	333.200
WET TISSUE SACHET	SWICH	30000 PC	0.017	0.00	0.00	510.000
ورق مقطع مطبوع	SWICH	100,000 KG	3.250	0.00	0.00	325.000
ورق مقطع مطبوع	SWICH	100,000 KG	3.250	0.00	0.00	325.000
PAPER BAGS	SWICH	200,000 KG	3.750	0.00	0.00	750.000
CUPS	STEAK BURGER	25000 PC	0.070	0.00	0.00	1,750.000
FORKS/HVYDUTY10*100/1000PC		5000 PC	0.060	0.00	0.00	300.000
HS CODE FORKS : 62159900	تشهد بان البضاعة المعروضة في هذه الفاتورة هي من مشا ايتاني و ان قيمتها حقيقية و مطابقة لقواعد دافترنا و ان هذه الفاتورة هي لوحيد الصادرة عنا لهذه البضاعة كما انه ليس لها علاقة بغير ائيل او مروت بعوان اسم ايتاني و ليست مستوردة من أية مواد مصنعة في اسرائيل					
HS CODE WET TISSUE: 48182000						
HS CODE PAPER BAGS : 48193000						
HS CODE CUPS : 48236990						

HS CODES : Forks : 821599 | Cut papers : 481964  
Wet issue : 481820 | Paper Bags : 485930 | Cups : 48236990

# Training Contents



## Certificate of Origin

64638

رقم الشهادة : ٢٠٢١/٠٩/١٥

التاريخ : ٢٠٢١/٠٩/١٥

شهادة منشأ

موجب اعتماد اتفاقية تيسير وتنمية التبادل التجاري بين الدول العربية

2- المنتج وعنوانه كاملاً

3- تاريخ زراعي لنبات

4- بلد المنشأ

5- تم تطبيق الترتيب مع دول أخرى

6- بلد المنشأ

7- ملاحظات

8- وصف السلع، العلامة التجارية (إن وجدت)، عدد ونوع وأرقام الطرود

9- الوزن القابل (نقح) أو مغايير (أخرى للتر. متر. مكتب الخ)

10- رقم وتاريخ الفاتورة

للحفظ

07099990 / خضار

08109090 / فواكه

الوزن الصافي 4350 كغ

## Invoice

Item Description	C/Unit	C/Qty	Unit	Qty	PRICE	TO
مشمش ذهبي	apricots	BOX	375	Kg	1,125.00	5.30
كوسا	Zucchini	BOX	50	Kg	450.00	1.90
تفاح أصفر	Apple yellow	BOX	20	Kg	160.00	3.10
لوبيا ببنيرية	Green Beans	BOX	14	Kg	112.00	3.10
تفاح أحمر	Red Apple	BOX	10	Kg	80.00	3.10
باذنجان طويل	Long Eggplant	BOX	30	pack	240.00	2.00
انجاص	Pears	BOX	10	pack	80.00	3.60
مقبي	Wild cucumbers Mekte	BOX	10	Kg	90.00	3.10
ثوم ناشف	Garlic Extra	BOX	10	Kg	100.00	3.70
بنندرة جبيلة	Red Beefsteak Tomato	BOX	10	Kg	80.00	2.60
خيار	Cucumber	BOX	50	pack	500.00	2.20
فليفلة خضراء	Pepper Green Halabiya	BOX	17	Kg	136.00	2.60
فليفلة حمراء	Pepper Red Halabiya	BOX	13	Kg	104.00	2.60
حار أحمر	Red chili	BOX	20	Kg	140.00	2.80
قرنبيط	Cauliflower	BOX	42	Kg	400.00	2.10
تفاح أخضر	Green Apple	BOX	30	Kg	240.00	3.10
خوخ أصفر	Plum yellow	BOX	35	Kg	70.00	5.20
خوخ أحمر	Red Plum	BOX	35	Kg	70.00	3.40
ملفوف أحمر	Red Cabbage	BOX	10	Kg	130.00	2.10
			791			

رقم التعريف الجمركي : 08109090 / فواكه

07099990 / خضار

الوزن الصافي 4350 كغ

Note : net weight : 4350 kg

Gross Total:

Discount:

Total Taxable:

Total Vat 11%

## HS CODES : Fruits (081090) and Vegetables(07099990)



# Training Contents



<https://youtu.be/2TIMhZd4ccw>



# Training Contents



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## The Harmonized System (HS) – HS LOOKUP

For HS Code Consultation :

<https://www.wcotradetools.org/en/harmonized-system>

In Lebanon , HS Codes information are available on

<https://www.customs.gov.lb>





# Training Contents



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## TARIC CODE

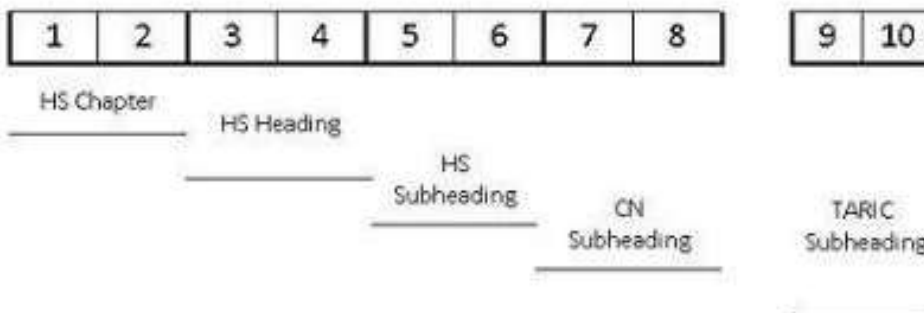
**TARIC, the integrated Tariff of the European Union**, is a multilingual database integrating all measures relating to EU customs tariff, commercial and agricultural legislation. It also makes it possible to collect EU-wide statistics for the concerned measures.

The TARIC code (TARif Intégré Communautaire; Integrated Tariff of the European Communities) is designed to show the various rules applying to specific products when imported into the EU.

TARIC Code is composed from 10 Digits



## Structure of the TARIC codes and of the additional codes



HS Chapter	2 digits	E.g. 18 - Cocoa and Cocoa Preparations
HS Heading	2 digits	E.g. 1806 - Chocolate and other food preparations containing cocoa
HS SubHeading	2 digits	E.g. 1806 10 - Cocoa powder, containing <b>added sugar</b> or other sweetening matter
CN SubHeading	2 digits	E.g. 1806 10 15 - Containing no sucrose or containing <b>less than 5%</b> by weight of sucrose (including <b>invert sugar</b> expressed as sucrose) or isoglucose expressed as sucrose
TARIC Sub Heading	2 digits	E.g. 1806 10 15 00





## TARIC measure information [\[Show all information\]](#)

The reference date is 18-09-2021

Last TARIC update: 17-09-2021

Area: Lebanon - LB

Goods nomenclature code: 18061090

Measure type:

Order number:

Measure publication start date must be after:

Measure publication start date must be before:

Legal base:

### SECTION IV PREPARED FOODSTUFFS; BEVERAGES, SPIRITS AND VINEGAR; TOBACCO AND MANUFACTURED TOBACCO SUBSTITUTES

#### CHAPTER 18 COCOA AND COCOA PREPARATIONS

**1806** Chocolate and other food preparations containing cocoa : (18061)

**1806 10** - Cocoa powder, containing added sugar or other sweetening matter :

**1806 10 90 ▼** - - Containing 80 % or more by weight of sucrose (including invert sugar expressed as sucrose) or isoglucose expressed as sucrose

[ERGA OMNES \(ERGA OMNES 1011\)](#)

→ Restriction on entry into free circulation (27-05-2020 - ) [R0625/20](#)  
(C0597)

Excluding: Iceland (IS) , Liechtenstein (LI) , Norway (NO)

[\[Show conditions\]](#)

→ Import control of organic products (01-01-2017 - ) [R0834/07](#)  
(C0808)

Excluding: Switzerland (CH) , Iceland (IS) , Liechtenstein (LI) , Norway (NO)

[\[Show conditions\]](#)

→ Third country duty (01-07-2000 - ) : **8.00 % + 41.90 EUR / 100 kg** [R2204/99](#)

→ Non preferential tariff quota (01-01-2021 - 31-12-2021) : **43.00 %** (Order number: 090085) [R0928/06](#)

Excluding: United Kingdom (GB)

[All third countries \(ALLTC 1008\)](#)

→ Veterinary control (21-04-2021 - ) [R0632/21](#)  
(C0634) (C0686) (C0732)

Excluding: Andorra (AD) , Switzerland (CH) , Faroe Islands (FO) , Greenland (GL) , Iceland (IS) , Liechtenstein (LI) , Norway (NO) , San Marino (SM)

[\[Show conditions\]](#)

[Lebanon \(LB\)](#)

→ Tariff preference (01-04-2006 - ) : **0 %** [D0356/06](#)



REGIONE AUTONOMA DI SARDEGNA  
REGIONE AUTONOMA DELLA SARDEGNA



# Training Contents



For TARIC Code consultation :

[https://ec.europa.eu/taxation\\_customs/dds2/taric/taric\\_consultation.jsp](https://ec.europa.eu/taxation_customs/dds2/taric/taric_consultation.jsp)



# Training Contents



## LECTURES

---

THANK YOU!



# Training Contents



## LECTURES

**الرئيسية** ▼ من نحن ▼ النظام المنسق ▼ إحصاءات التجارة الخارجية ▼ منشورات ▼ مكافحة ▼ خدمات إضافية

### الاتفاقيات التجارية

جميع الإتفاقيات

### التقييدات والمحظورات

جدول التقييدات  
والمحظورات

### المذكرات التكهيلية والإعفاءات

شروطات المذكرات  
التكهيلية  
جدول المذكرات  
التكهيلية  
تعديلات المذكرات  
التكهيلية  
الإعفاءات العامة  
والرسوم المخفضة  
تعديلات الإعفاءات  
العامة والرسوم  
المخفضة

### التعريفات الجهركية

القواعد العامة لتفسير  
النظام المنسق  
**جدول التعريفات**  
**المتكاملة**  
تعديلات التعريفات  
الجهركية





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## LECTURES

النظام المنسق // الاتفاقيات التجارية

### الاتفاقيات التجارية

الرمز	الإتفاقية	نص الإتفاقية	
EC	إتفاقية الشراكة الأوروبية		لائحة الدول
AC	إتفاقية التيسير والتنمية العربية		لائحة الدول



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## LECTURES

									
الصفحة الرئيسية									
من نحن									
النظام المنسق									
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منشورات									
مكافحة									
خدمات إضافية									
فور تحديثها									
رمز النظام المنسق	نوع البضائع	معدل الرسم	VAT	مذكرات تكميلية	تقييدات ومحظورات	إشفاقيات تجارية	نصوص التعديل	نصوص التنبيد	
01.01	حيول وحمير وبنغال وكوادن (نعال)، حية.								
	- حيول :								
0101.21	-- أصلية للإنسان	5 %	11 %				AC EC		
0101.29	-- غيرها	5 %	11 %				AC EC		
0101.30	- حمير	5 %	11 %				AC EC		
0101.90	- غيرها	5 %	11 %				AC EC		
01.02	حيوانات حية من فصيلة الأبقار.					(001)			
	- أبقار :								
0102.21	-- أصلية للإنسان	0 %	0 %			(001)	AC		
0102.29	-- غيرها	0 %	0 %			(001)	AC		
	- حواميس :								
0102.31	-- أصلية للإنسان	0 %	0 %			(001)	AC		
0102.39	-- غيرها	0 %	0 %			(001)	AC		
0102.90	- غيرها	0 %	0 %			(001)	AC		

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## LECTURES

## Search by Keyword

الصفحة الرئيسية من نحن النظام المنسق إحصاءات التجارة الخارجية منشورات مكافئة خدمات إضافية



قور تحديثها

رمز النظام المنسق	نوع البضائع	معدل الرسم	VAT	مذكرات كمية	تقييدات وخطوات	إشفاقيات تجارية	نصوص التعديل	نصوص التبييد
09.10	زنجيل وزعفران وكركم وزعفران وأوراق عار (زبد) وكركم وبهارات وأفاويه أخرى.							
	- زنجيل:							
0910.11	-- غير مجروش ولا مسحوق	5 %	11 %				AC EC	
0910.12	-- مجروش أو مسحوق	5 %	11 %				AC EC	
0910.20	- زعفران	5 %	11 %				AC EC	
0910.30	- كركم	5 %	11 %				AC EC	
	- بهارات وأفاويه أخرى:							
0910.91	-- مخاليط مذكورة في الملاحظة 1-ب من هذا الفصل (322)	5 %	11 %	(322)			AC EC	
0910.99	-- غيرها:							
0910.99.10	--- زعفران	70 %	11 %			(174)	AC EC	
	حد أدنى : 1000 LL							
0910.99.90	--- غيرها	5 %	11 %			(172)	AC EC	

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## LECTURES

الصفحة الرئيسية	من نحن	النظام المنسق	إحصاءات التجارة الخارجية	منشورات	مكافحة	خدمات إضافية
<p>التعريف الجمركي // جدول التعريف الجمركي</p> <p><b>جدول التعريف الجمركي</b></p> <p>إدخال</p>						
<p>تعريف الإحصاءات</p> <p>نوشات إحصائية</p> <p>إحصاءات سنوية</p> <p>إحصاءات شهرية</p> <p>مقارنة إحصائية لعشر سنوات</p> <p>إحصاءات خاصة</p> <p>تحليل إحصائية</p>						
<p>01 حيوانات ومنتجات حيوانية</p> <p>الفصل</p> <p>01 حيوانات حية</p> <p>02 لحوم وأحشاء وأطراف للأكل</p>						
<p>شرح مفصل</p> <p>شرح مفصل</p> <p>شرح مفصل</p>						



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المكاتب الجمركية
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حسب الفصول التعريفية HS2
حسب البنود التعريفية HS4
حسب البنود الفرعية HS6
حسب الأرقام التعريفية HS8

### البلدان

حسب البلدان
-------------

حسب المكاتب الجمركية والأقسام التعريفية HS1
حسب المكاتب الجمركية والفصول التعريفية HS2
حسب المكاتب الجمركية والبنود التعريفية HS4
حسب المكاتب الجمركية والبنود الفرعية HS6
حسب المكاتب الجمركية والأرقام التعريفية HS8

حسب الأقسام التعريفية HS1 والبلدان
حسب الفصول التعريفية HS2 والبلدان
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حسب البلدان والأقسام التعريفية HS1
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الصفحة الرئيسية من نحن النظام المنسق إحصاءات التجارة الخارجية منشورات مكافحة خدمات إضافية

إحصاءات التجارة الخارجية // إحصاءات سنوية - حسب الأقسام التعريفية HS1

نوع التقرير: حسب الأقسام التعريفية HS1 [1 إلى 1]

طريقة البحث: سنوية

السنة: 2021

نوع التجارة: تجارة خاصة (استيراد و تصدير)

مدى المعلومات: من 01/01/2021 إلى 31/3/2021

تصدير

إستيراد

طن الصافي ▼	الف \$ ▼	مليون ل.ل. ▼	طن الصافي ▼	الف \$ ▼	مليون ل.ل. ▼
4,901	18,818	28,377	49,450	173,738	261,997
4,901	18,818	28,377	49,450	173,738	261,997



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## LECTURES

الصفحة الرئيسية من نحن النظام الهيكلي إحصاءات التجارة الخارجية مشورات وكافة أدوات إضافية

إحصاءات التجارة الخارجية // إحصاءات سنوية - حسب البلدان والأقسام التعريفية HS1

نوع التقرير: حسب البلدان والأقسام التعريفية HS1 [1 إلى 21]

طريقة البحث: سنوية

البلدان: مجموعة بلدان

السنة: 2017

نوع التجارة: تجارة خاصة (إستيراد و تصدير)

مدى المعلومات: من 01/01/2017 إلى 31/12/2017

تصدير

إستيراد

البلدان	HS	شرح مختصر	مليون لد	الف \$	طن الصافي	مليون لد	الف \$	طن الصافي
فرنسا	01	حيوانات ومنتجات حيوانية	92,959	61,644	15,168	7	4	1
فرنسا	02	منتجات المملكة النباتية	11,796	7,822	8,241	973	645	145
فرنسا	03	شحوم و دهون وزيوت حيوانية أو نباتية	4,447	2,949	1,998	178	118	17
فرنسا	04	منتجات صناعة الاغذية, مشروبات, تبغ	159,321	105,650	55,724	12,796	8,485	3,240
فرنسا	05	منتجات معدنية	31,594	20,951	32,293	178	118	192
فرنسا	06	منتجات الصناعات الكيماوية	393,194	260,739	13,979	4,977	3,300	261
فرنسا	07	لدائن ومطاط ومصنوعاتها	21,782	14,445	3,276	756	501	96
فرنسا	08	جلود, فراء, ومصنوعاتها	12,766	8,466	33	1,282	850	59
فرنسا	09	خشب و مصنوعات, قجم خشبي, فلين	3,861	2,561	884	132	87	7
فرنسا	10	عجائن خشب, ورق وكرتون	33,828	22,432	7,974	3,580	2,374	489
فرنسا	11	مواد نسجية ومصنوعاتها	18,938	12,558	520	7,966	5,283	67



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**YEP MED**

# MARITIME SECTOR & PORTS

Institutional & Regulation: Entities – Guidelines

**Rami Semaan**

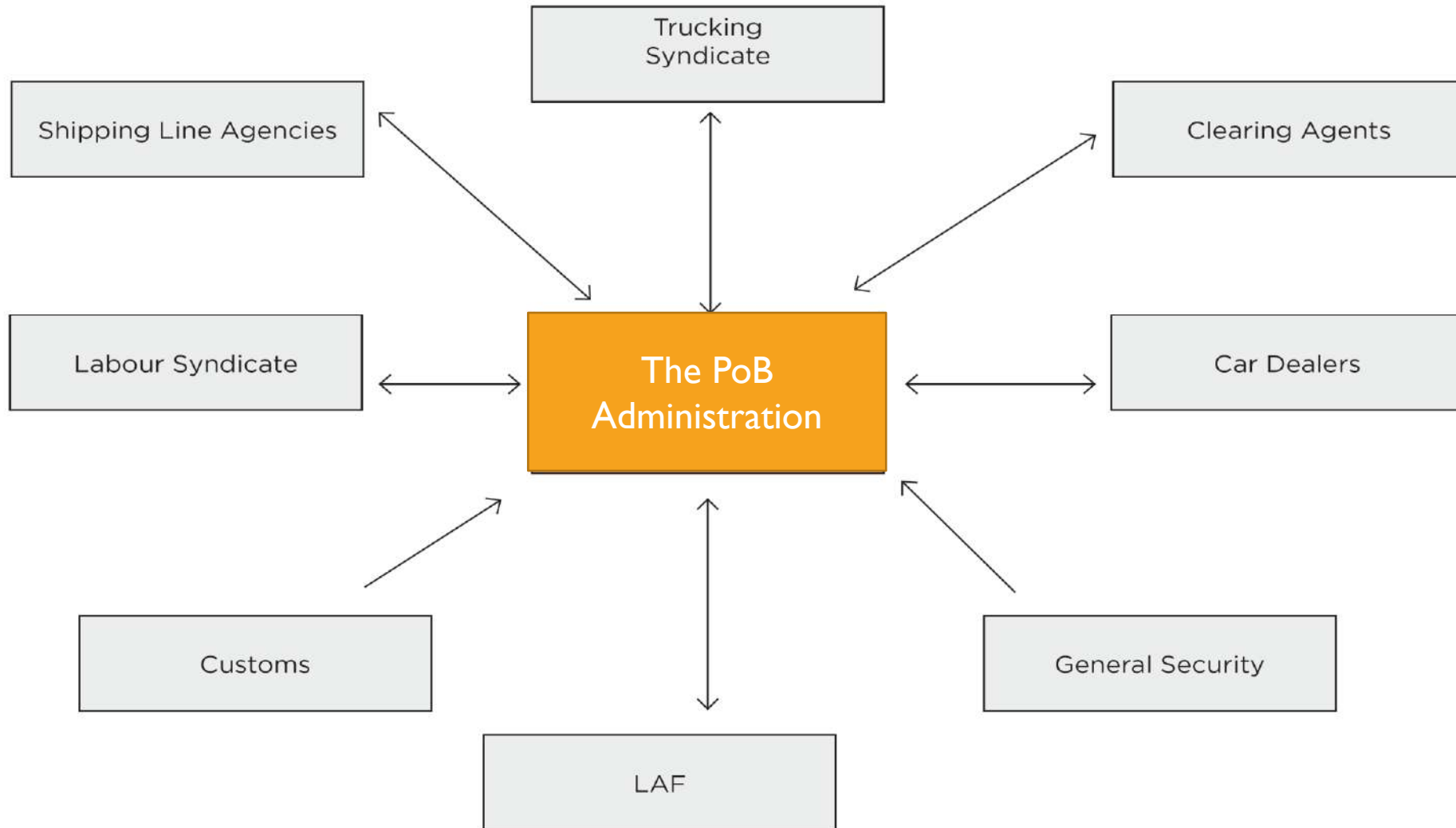
# MARITIME TRANSPORT IN LEBANON

- Maritime transport in Lebanon is the most important channel for external trade.
- There are four main ports in Lebanon, all of which are managed by public entities:  
Port of Beirut - Port of Tripoli - Port of Sidon - Port of Tyre
- The port of Beirut is the main contributor to sea transport.

# MARITIME TRANSPORT IN LEBANON

- Maritime transport in Lebanon is concentrated around Beirut, Lebanon's major port.
- Lebanon has multiple key players involved in coastal zone management. The most important actors are:
  - The Ministry of Public Works and Transport → responsible for urban development and has jurisdiction over ports and the maritime public domain
  - The Ministry of Interior and the municipalities → have jurisdiction over the coastal areas (the government exercises administrative and financial control over the municipalities)
  - The Council for Development and Reconstruction (CDR) → is the executing agency for most government development projects and is the main actor with respect to land-use planning
  - The Ministry of Environment. → Issues decisions pertaining to specifications and rates relative to reducing pollution of air, water and soil, as well as ensure a national environmental legal protection of the ports.

# POB'S MANAGEMENT AND INSTITUTIONS



# POB'S MANAGEMENT AND INSTITUTIONS



## Customs

- Import/export of all cargo
- Payment of tax
- Inspection of requested containers.



## LAF

- Security surveillance throughout the port
- Security checks at all the gates.
- PoB has no direct control over LAF activities

## General Security

- Control and security of all persons and trucks entering and exiting the port
- Control the issuing of Port permits.



# POB'S MANAGEMENT AND INSTITUTIONS





## MARITIME ACTIVITIES NEAR THE MARITIME BORDERS

- At the southern maritime border
  - no maritime activities take place due to political conflicts between the two countries involved;
- At the northern maritime border (border with Syria)
  - no major competition between different uses is currently experienced.



## PORT OF BEIRUT GOVERNANCE

- In 1990, the 30-year concession for the “Compagnie de Gestion et d’ Exploitation du Port de Beyrouth SAL” (CGEPB) ended
- the PoB has been a national public property managed by a temporary administrative committee, the “Temporary Committee for Management and Investment of the Port of Beirut”.
- The Temporary Committee is responsible for spending its revenues, specifying the works needed, and awarding corresponding contracts.
- Container terminal operations at the PoB are subcontracted by the authorities to the Beirut Container Terminal Consortium (BCTC).
- BCTC signed a ten-year management contract in 2005, which was then extended for five years and has since been renewed on a three-month rolling basis.
- By the end of 2021, a new contract was signed with CMA-CGM to operate the Terminal Container in PoB.

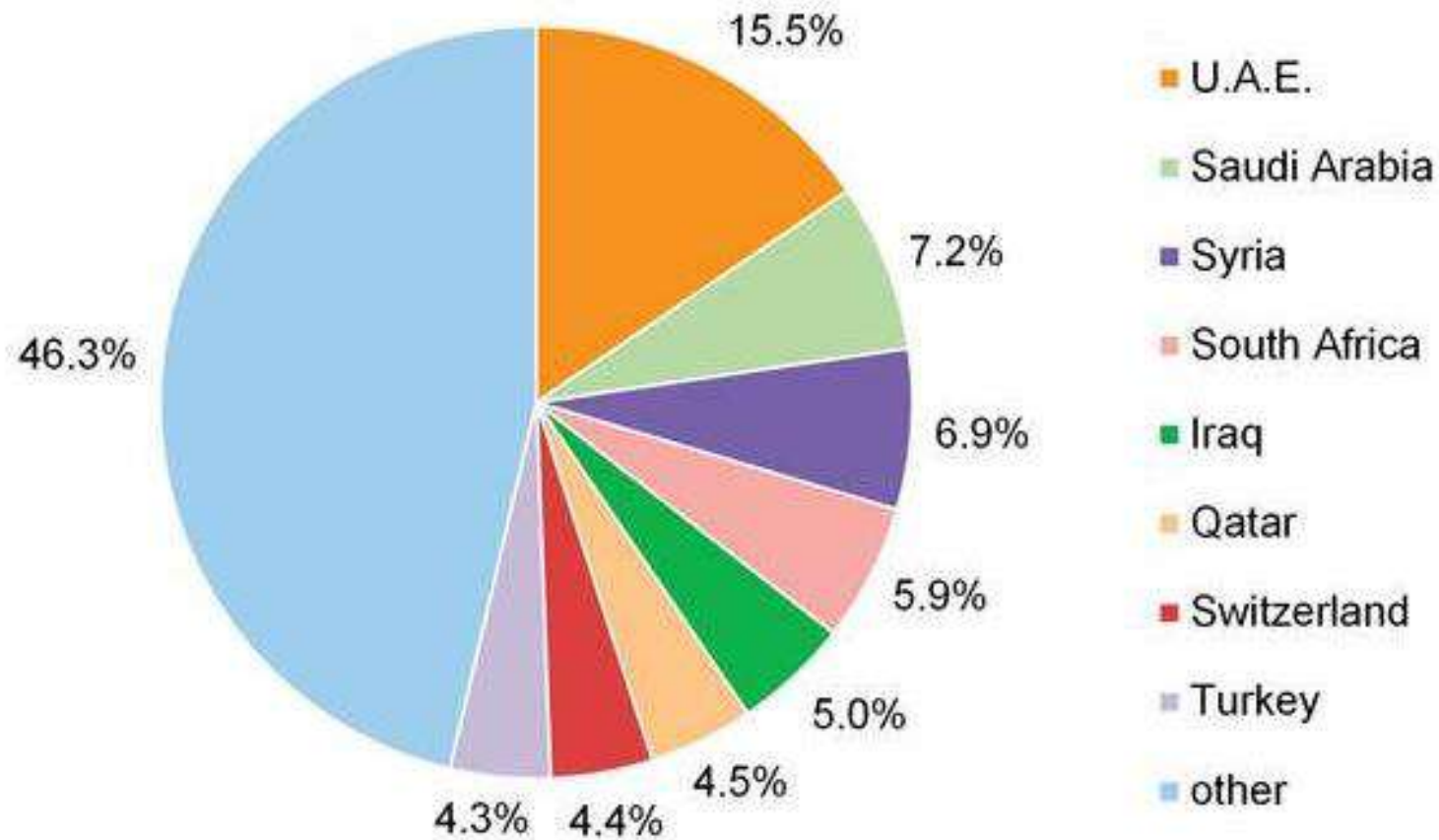
# LEBANESE SHIPPING AND CUSTOMS

- The shipping industry is a major contributor to the Lebanese economy,
- The Port of Beirut is the largest shipping and clearing point in Lebanon, through which approximately 70% of the incoming and outgoing trade traffic to and from the country passes
- The industry, which provides international transportation, logistic and household services, covers the ocean division, air freight division, land freight division, custom brokerage division, packing, insurance and warehousing.
- The Lebanese Customs is comprised of two parallel institutions
  1. the Higher Council for Customs which sets the policies,
  2. The Customs Directorate which performs Customs control and clearance functions. (is perceived by traders and logistics service providers as highly corrupt agency)

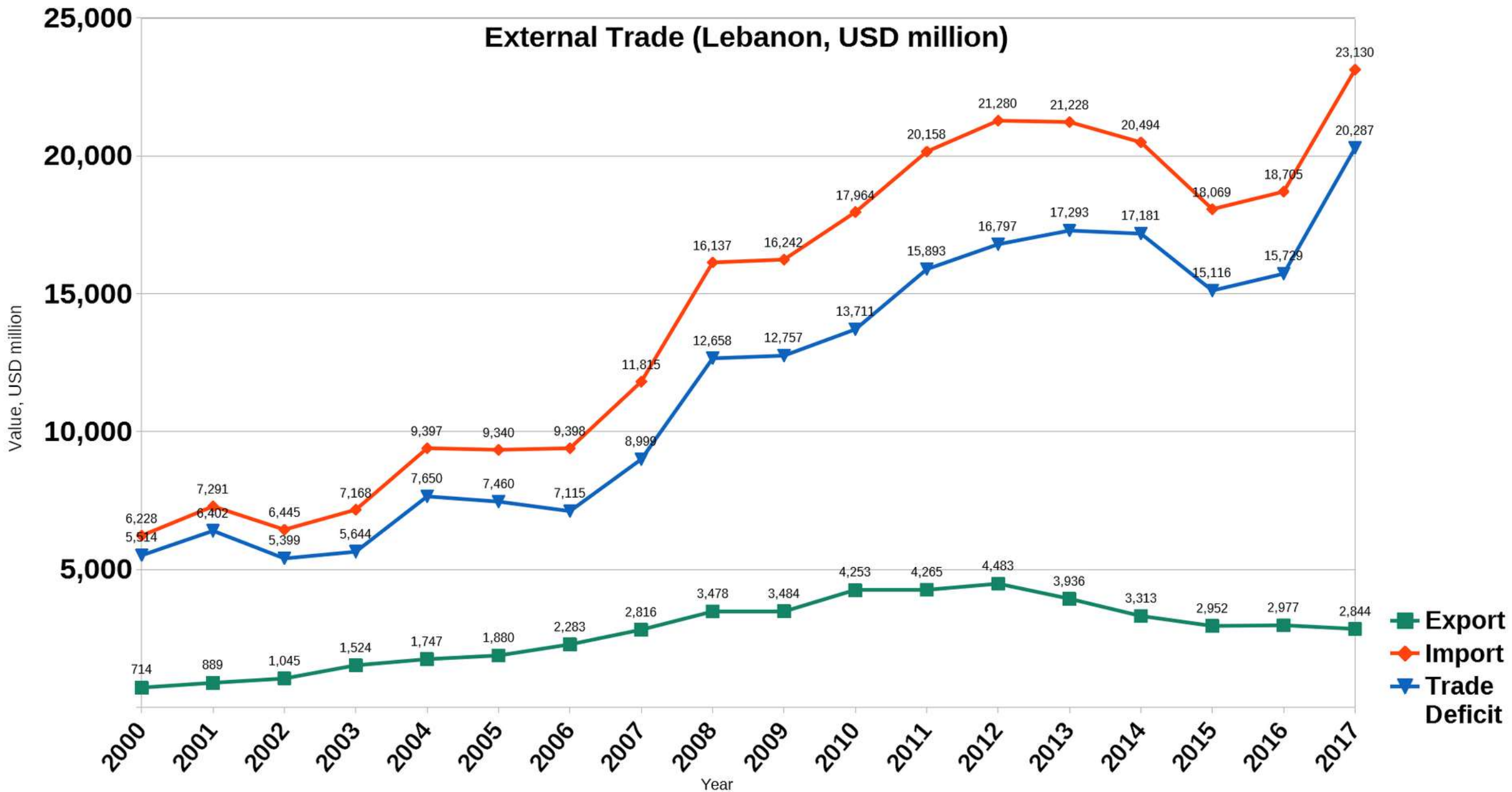
The Customs Law is outdated and does not include internationally recommended good practices.

The adoption of a new Customs law and its respective regulations, together with a reorganization of the Customs administration (removing the duality), should be a priority reform.

## LEBANON MAJOR EXPORT DESTINATIONS (2018)



- **Exports:** vegetable products, textiles, and nonprecious metals, are sent mainly to Middle Eastern countries.
- **Imports:** consumer goods, machinery and transport equipment, petroleum products, and food come largely from European countries, China, and the United States.



# MARITIME LAWS AND DECREES IN LEBANON

1. UN Convention on the Law on the Seas (UNCLOS), concluded in 1982 to replace the 1958 conventions:
  - An international agreement that defines the rights and responsibilities of nations with respect to their use of the world's oceans, establishing guidelines for businesses, the environment, and the management of marine natural resources.
2. Legislative Decree No 138 (September 1983)
  - Concerning territorial waters and sea areas
  - Width of Lebanon's territorial waters is fixed at 12 nautical miles from the seashore
  - Specification of navigation routes (may be effected by virtue of a Council of Ministers decree issued on the recommendation of the Minister of Public Works and Transport and the Ministers of Finance and National Defense)

# MARITIME LAWS AND DECREES IN LEBANON

## 3. Decree No. 6433

- Delineation of the boundaries of the exclusive economic zone of Lebanon
- Definition of the exclusive economic zone and its borders

## 4. Law No 163 (August 2011)

- Delimitation and Declaration of the Maritime Limits of the Lebanese Republic
- The exclusive economic zone of the Lebanese does not exceed 200 nautical miles in accordance with the UN Convention on the Law on the Seas

## 5. The Merchant Shipping Code (1947)

- The main piece of legislation in Lebanon regulating the carriage of goods by sea





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**YEP MED**

# MARITIME SECTOR & PORTS

Operation & Services: Maritime - Land

**Rami Semaan**

## OVERVIEW

- A port is a maritime facility which may comprise one or more quays where ships may dock to load and discharge the following:
  1. passengers
  2. Cargo
- Ports are extremely important to the global economy, responsible for 70% of global merchandise trade by value.
- Containerization revolutionized maritime transport starting in the 1970s.
- General cargo includes goods packaged in boxes, cases, pallets, and barrels.

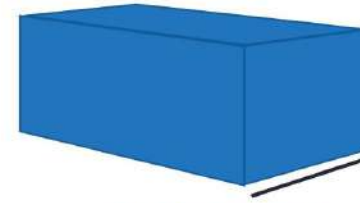
# TEU AND FEU

The twenty-foot equivalent unit (TEU) is a unit of cargo capacity, used for container ships and container ports.

It is based on the volume of a 20-foot-long container, a standard-sized metal box which can be easily transferred between different modes of transportation, such as ships.

The forty-foot equivalent unit (FEU) is a standard container with the same width but a doubled length of forty feet called a 40-foot container.

## 20 ft container:



Width: 7.7 ft (2.35 m)

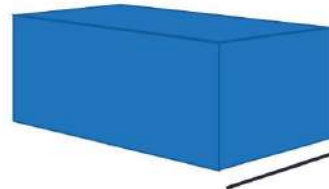


Length: 19.4 ft (5.9 m)

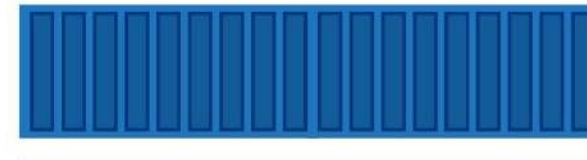
Height: 7.9 ft (2.39 m)

**Total cubic capacity:** 1,172 cu ft (33.2 m<sup>3</sup>) **Payload capacity:** 55,126.9 lbs (25,000 kg)

## 40 ft container:



Width: 7.7 ft (2.35 m)

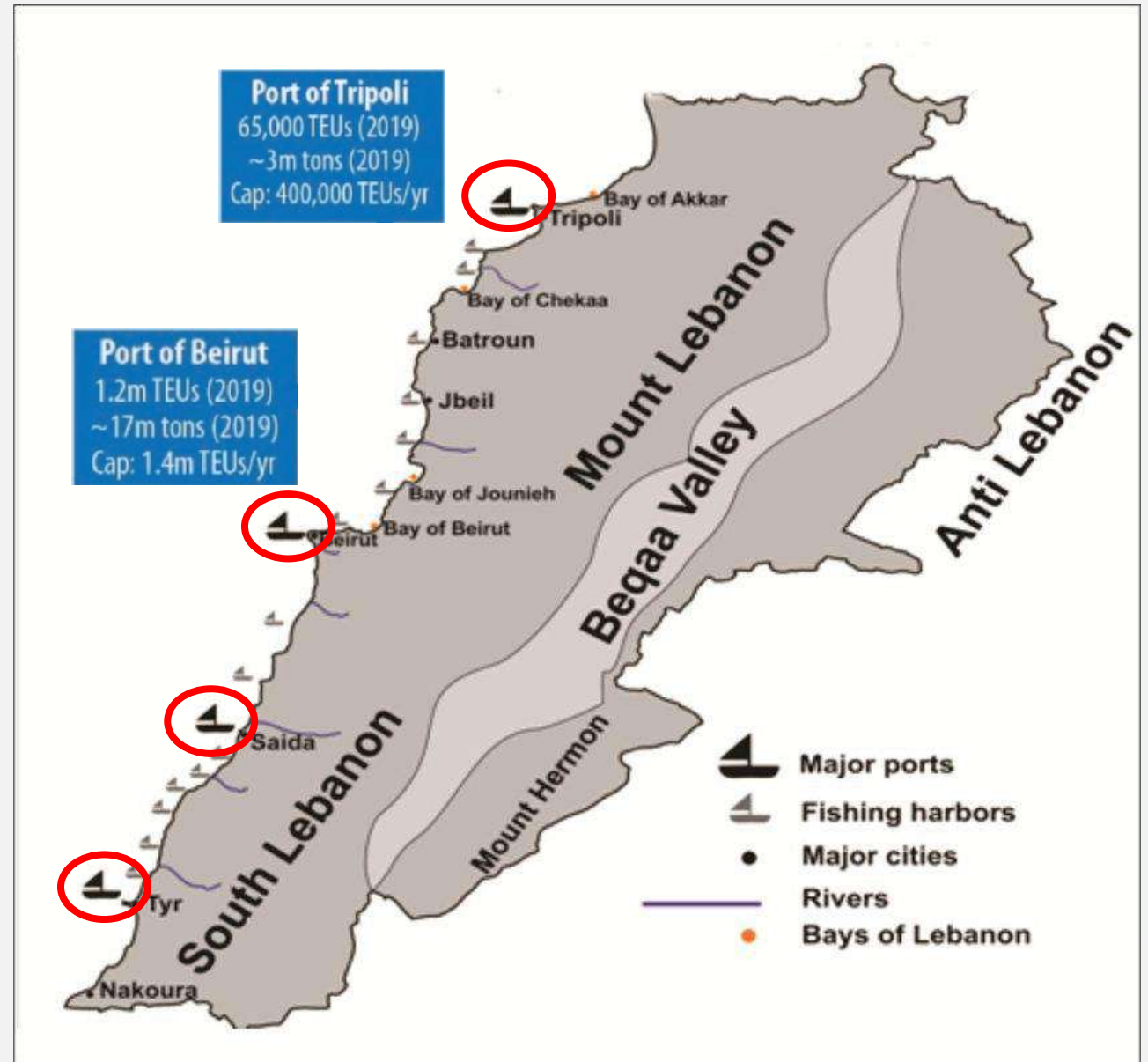


Length 39.5 ft (12.03 m)

Height: 7.9 ft (2.39 m)

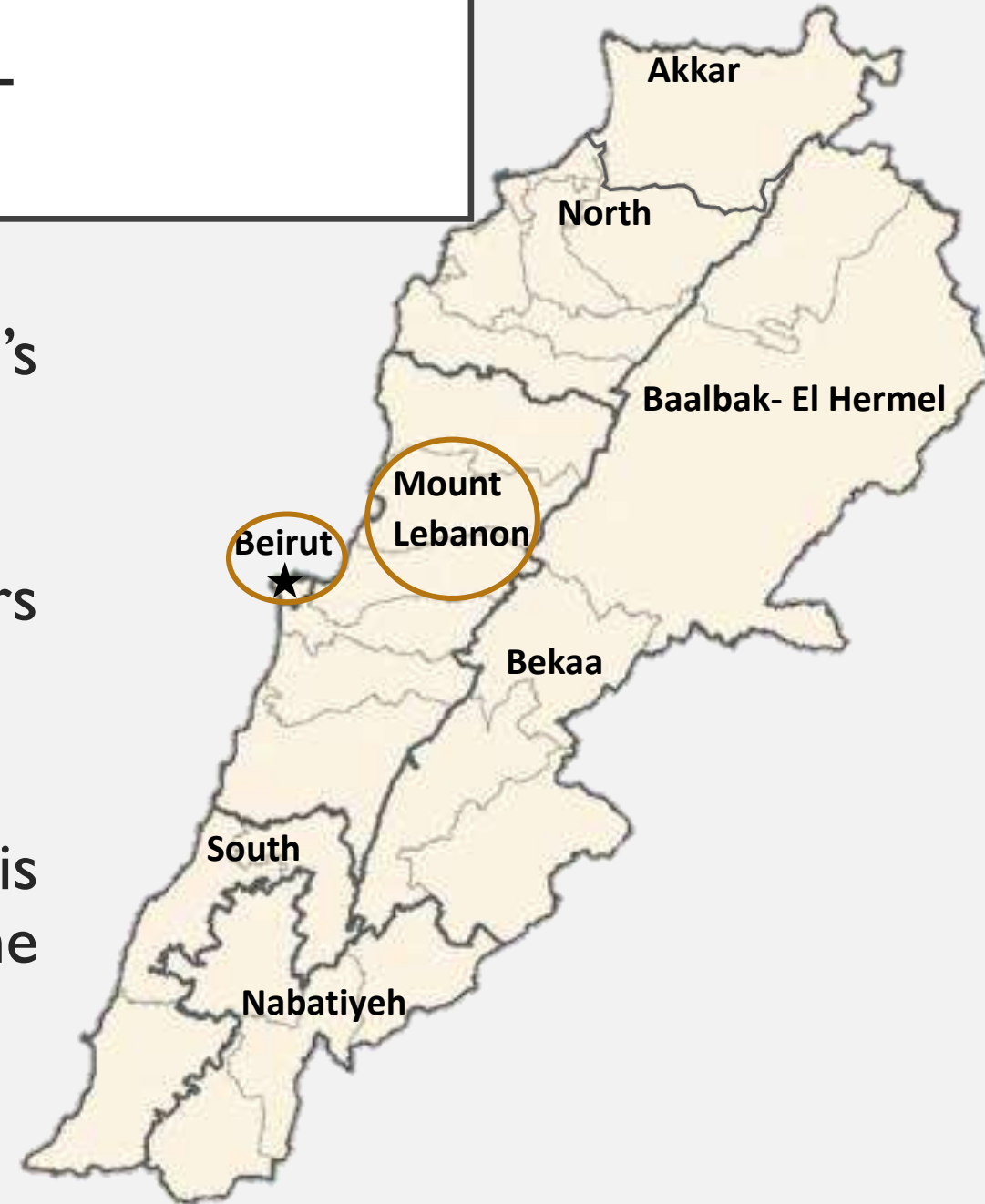
**Total cubic capacity:** 2,389 cu ft (67.7 m<sup>3</sup>) **Payload capacity:** 61,200 lbs (27,600 kg)

THERE ARE FOUR  
MAIN PORTS IN  
LEBANON  
PORT OF BEIRUT (1<sup>ST</sup>)  
PORT OF TRIPOLI (2<sup>ND</sup>)  
PORT OF SIDON  
PORT OF TYRE



## PORT OF BEIRUT

- The POB handles 82% of Lebanon's imports and exports.
- It controls over 98% of all containers handled at Lebanese ports.
- Most import cargo handled at the POB is destined for the City of Beirut and the Mount Lebanon district.

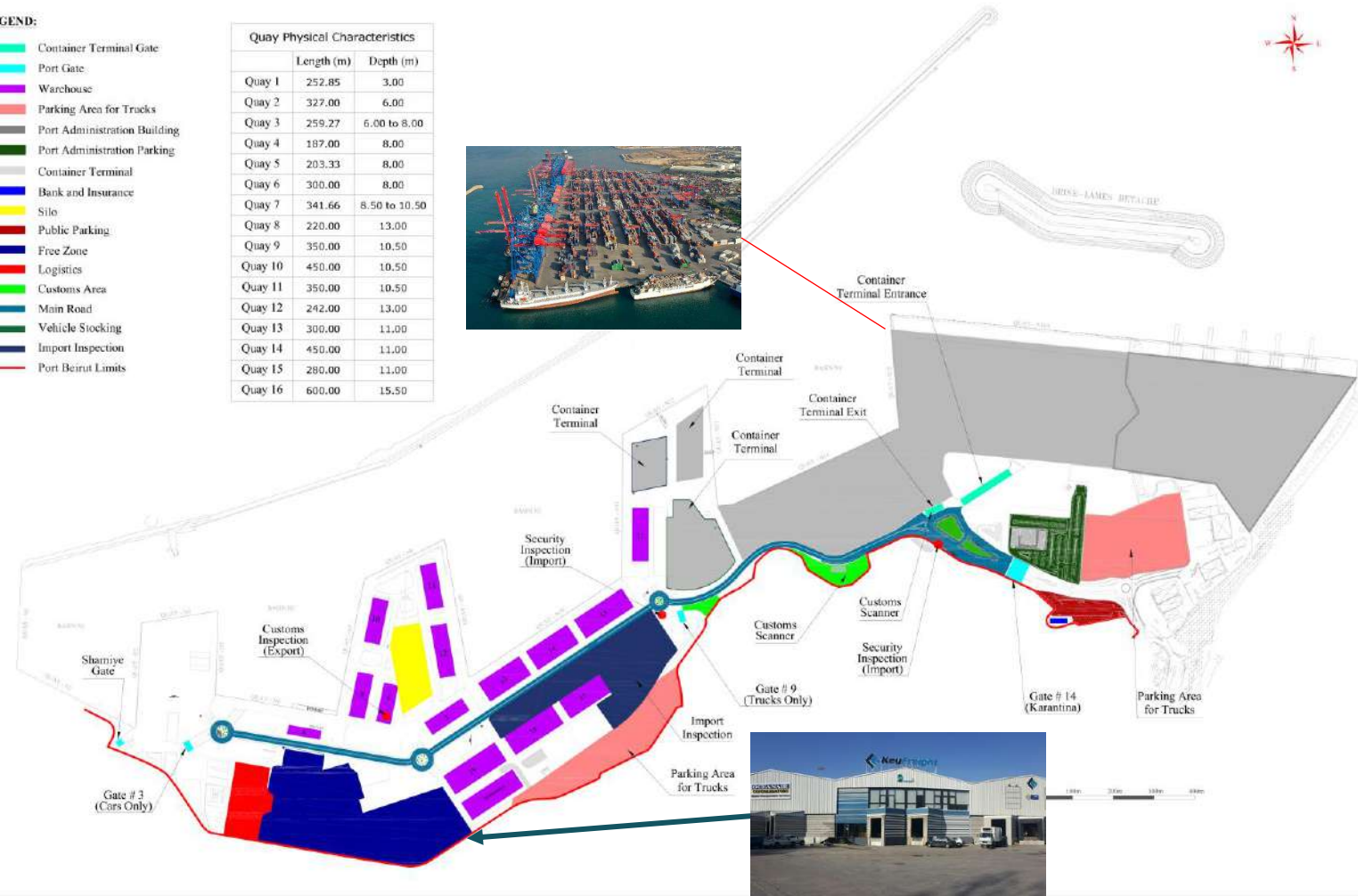


# POB'S PHYSICAL CAPACITIES

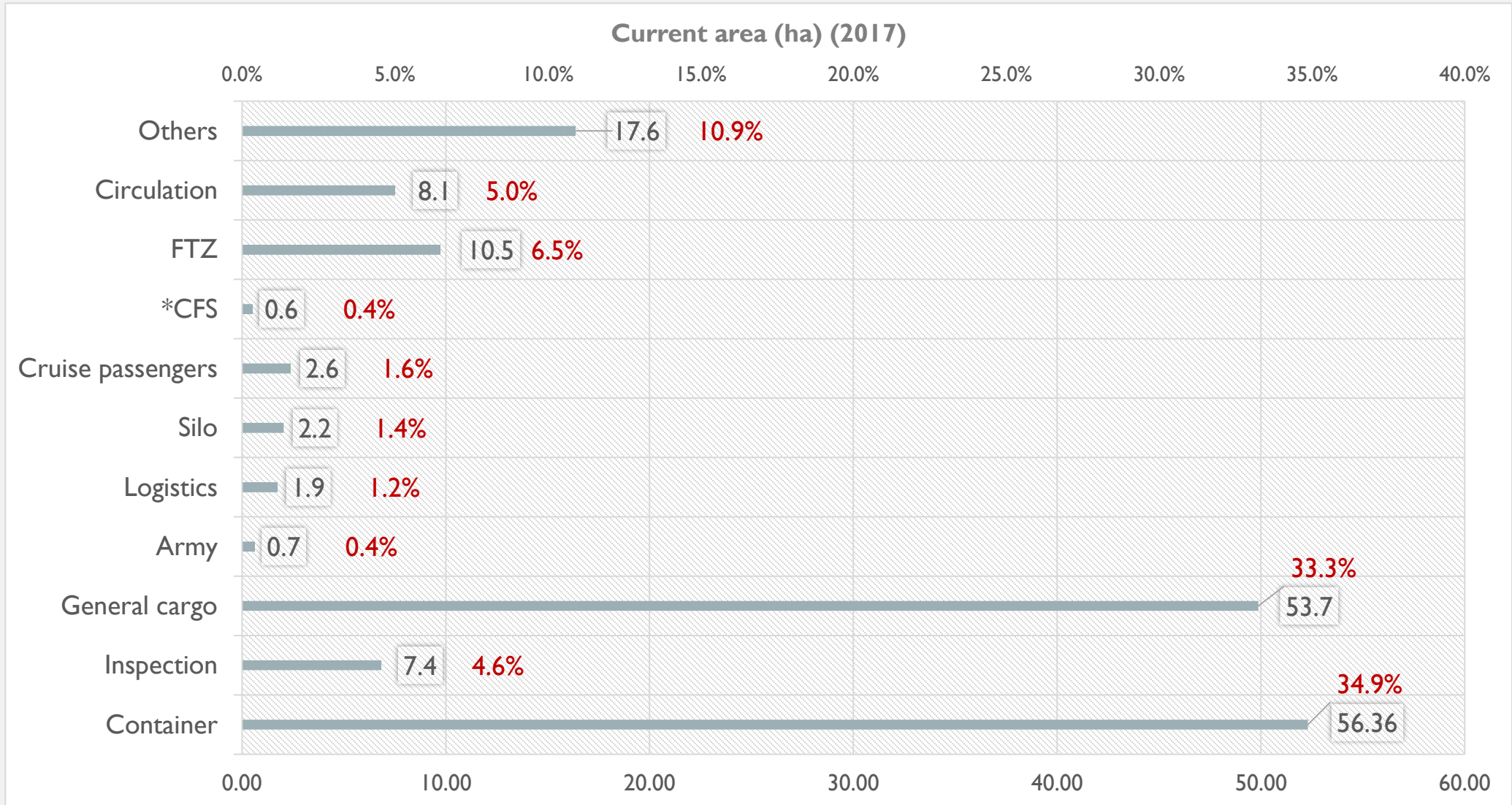
## LEGEND:

- Container Terminal Gate
- Port Gate
- Warehouse
- Parking Area for Trucks
- Port Administration Building
- Port Administration Parking
- Container Terminal
- Bank and Insurance
- Silo
- Public Parking
- Free Zone
- Logistics
- Customs Area
- Main Road
- Vehicle Stocking
- Import Inspection
- Port Beirut Limits

	Length (m)	Depth (m)
Quay 1	252.85	3.00
Quay 2	327.00	6.00
Quay 3	259.27	6.00 to 8.00
Quay 4	187.00	8.00
Quay 5	203.33	8.00
Quay 6	300.00	8.00
Quay 7	341.66	8.50 to 10.50
Quay 8	220.00	13.00
Quay 9	350.00	10.50
Quay 10	450.00	10.50
Quay 11	350.00	10.50
Quay 12	242.00	13.00
Quay 13	300.00	11.00
Quay 14	450.00	11.00
Quay 15	280.00	11.00
Quay 16	600.00	15.50



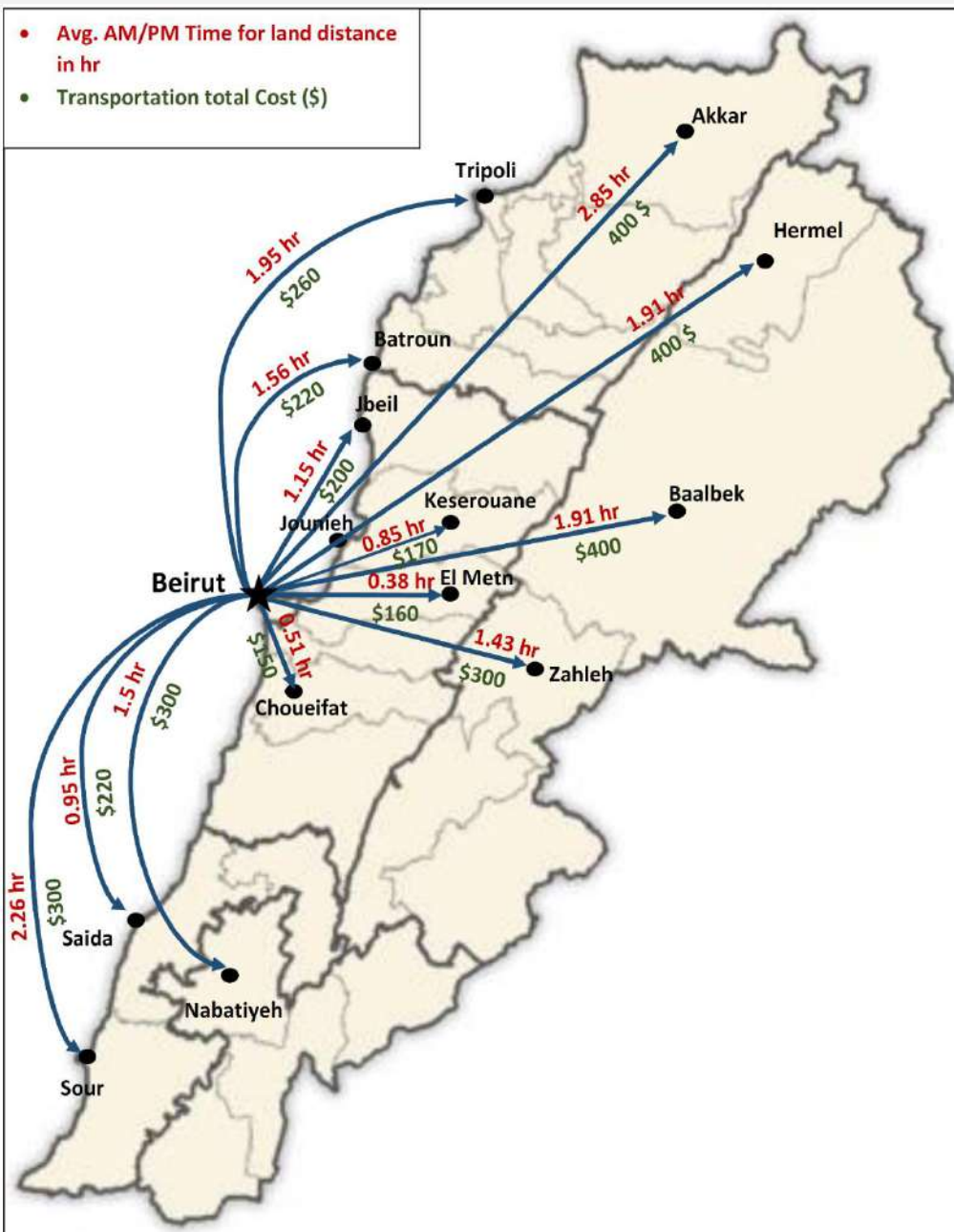
# PORT OF BEIRUT





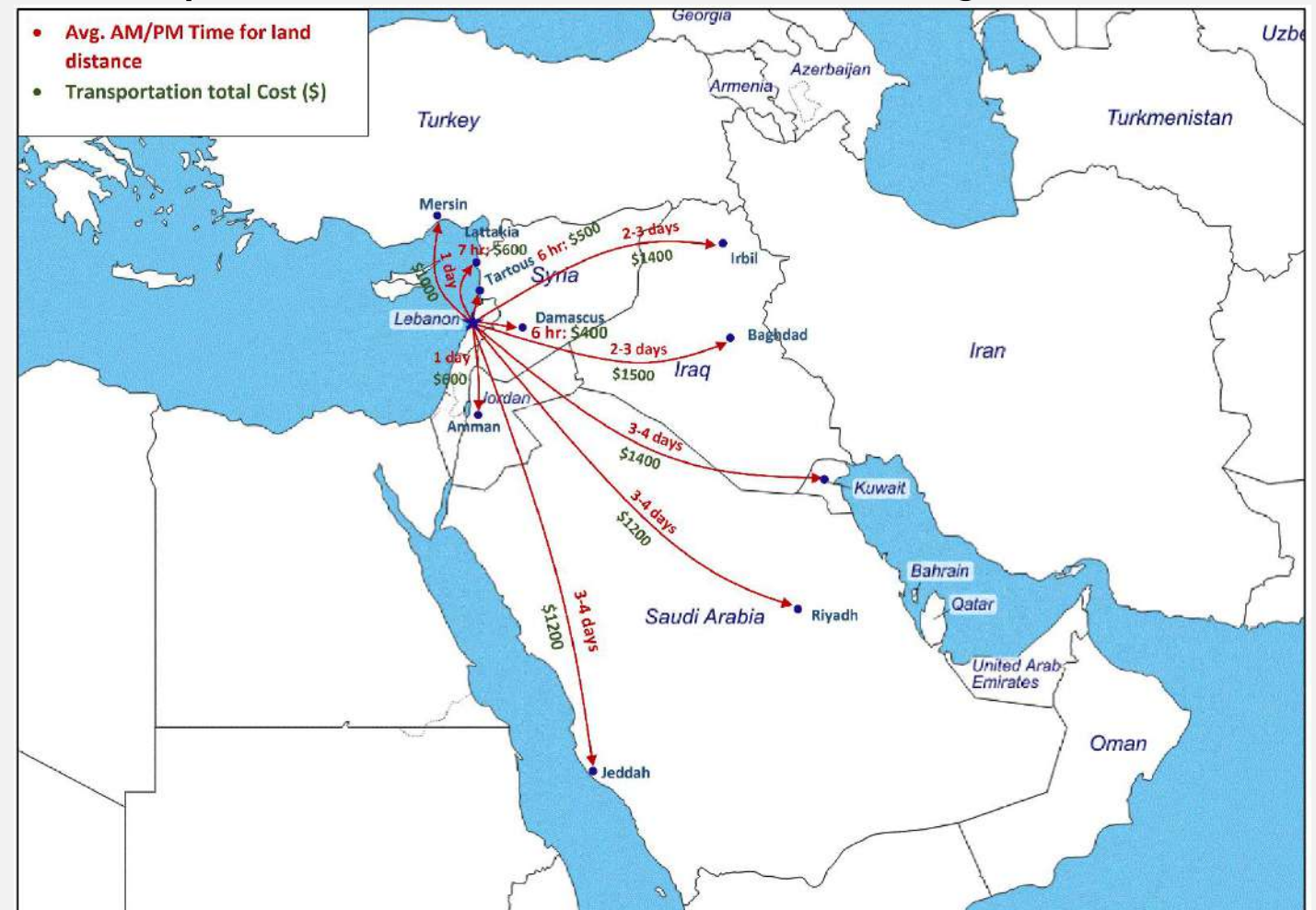
## PORT OF BEIRUT

<b>Year</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
Nbr. Ships	2261	2242	2132
Total TEU (In/Out/Full/Empty, Local+ Transshipment)	1,305,038	1,305,755	1,229,081
Goods Imp. & Exp. (G.C. + Containers) (1000 Tons)	8 281	8 217	8 737



# PORT'S ROLE AT A NATIONAL AND REGIONAL LEVEL

## Transportation Cost at a national and regional level



# TRAVEL TIME FROM CAPITAL CITY TO MAJOR TOWNS

## HRS. (KM)

	Beirut	Tripoli	Saida	Batroun	Tyre	Aley	Chtaura	Halba (akkar)
Beirut		1.2 (88)	0.75 (46)	1 (56)	1.5 (91)	0.25 (14)	0.75 (40)	2 (114)
Tripoli			2 (136)	0.5 (33)	2.5 (175)	1.5 (92)	1.5 (86)	0.5 (30)
Saida				2 (100)	0.75 (45)	0.75 (43)	1 (66)	1 (55)
Batroun					2 (147)	1 (63)	1 (65)	1 (63)
Tyre						1 (54)	2 (106)	2.5 (204)
Aley							0.5 (28)	2 (116)
Chtaura								1.5 (104)

## SYRIAN WAR'S EFFECT ON LEBANON'S IMPORTS AND EXPORTS

- The Port of Beirut came under significant pressure following the outbreak of the war in Syria in 2011
- Imports through Syria's ports decreased significantly
- The Lebanese Ports became an important gateway for trade for Syria and Lebanon.
- Exporters from both countries have shifted operations from land to sea routes, leading to an increase in exports through the port

Border crossings connecting Lebanon to Syria		
From	To	Travel time from Beirut
Masnaa	Damascus	2 hours
Abboudiye	Aleppo	5 hours
Al-Qaa	Homs	2.3 hours
Aarida	Latakia	3 hours

## PORT OF TRIPOLI

- The Port of Tripoli is the 2<sup>nd</sup> port in Lebanon after the Port of Beirut, it is located only 30 km away from the border with Syria
- It has an approximate area of 3M m<sup>2</sup>, with a water area of 2.2 M m<sup>2</sup>, a land area of 320,000 m<sup>2</sup>, and a 420,000 m<sup>2</sup> dump area reserved for the future Container Terminal and Free Market Zone.
- The Port is managed by a Board of Directors composed of 5 members, appointed for 3 years by the Ministry of Public Works and Transport (MPWT).

# PORT OF TRIPOLI



## FZ AT THE PORT OF TRIPOLI

The Free Zone is managed by the Administration of the Port of Tripoli.

Total Area	151,750 m <sup>2</sup>
Number of Warehouses	55
Number of Yards	46

These zones contain several closed Warehouses with ceilings and open space Yards used for storage of goods.

	Zone A	Zone B	Zone C
Warehouses	17,235 m <sup>2</sup>	15,918 m <sup>2</sup>	18,401 m <sup>2</sup>
Yards	10,595 m <sup>2</sup>	10,160 m <sup>2</sup>	39,350 m <sup>2</sup>



## PORT OF TRIPOLI

Year	2017	2018	2019	2020
Nbr. Ships	771	665	608	424
volume of imports (Tons)	1,535,138	1,504,691	1,531,905	1,124,409
volume of exports (Tons)	396,640	342,187	520,711	407,690
Transit goods (Tons)	35,716	20,431	58,680	70,984

## PORT OF TRIPOLI PERFORMANCE

- The presence of a rear zone of an area reaching 1,200,000 m<sup>2</sup>.
- The building of a new berth that is 15m deep and 600m long in an initial phase (with a length expansion to 1200 m in a second phase.)
- The presence of storage areas inside the Port, the Free Zone, and the Free Economical Zone.
- The availability of areas near the port to build correlated dry ports.
- The location of the port only 30 km away from the border with Syria, and thus accessible to the Gulf and the Arab World.
- Low Taxes and Tariffs, and reduced fees for hired labor.

# PORT OF SAIDA

- Saida is located on the southern coast of Lebanon, 43 km south of Beirut and 37 km north of Tyre
- Due to its geographic position, Saida has been closely linked to the sea throughout history.
- There are two ports currently in the southern city
  1. The old one which is operational (not enough storage)
  2. The new one is currently under construction
- The two ports are operated by an independent company (Port of Saida Authority) that is owned by the Lebanese Government.



## PORT OF SAIDA

Year	2017	2018	2019
Nbr. Ships	126	132	103
volume of exports and imports (Tons)	262,425	288,928	241,970
export of scrap metal (%)	49%	53%	47%
Import of rocks and marbles (%)	29%	32%	42%
import of asphalt (%)	12%	9%	3%
different kinds of goods	10%	7%	8%

## PORT OF SAIDA (NEW PORT)



## PORT OF TYRE

- The Port of Tyre is a small harbor that lies in south Lebanon.
- The port control operates during the daytime
- Vessels bound for Tyre must report to Beirut prior to arrival for acceptance for berthing.
- Customs is available upon request. No night-time berthing / sailing.
- The port is of little use for large cargo operations.
- There is no cargo handling equipment at the port and Warehousing facilities apart from the open area storage which is limited to vehicles.





## PORT OF TYRE





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

Chambre Internationale de Navigation de Beyrouth

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## المرفأى البحرية التجارية فى لبنان



محطة الحاويات فى مرفأ طرابلس



محطة الحاويات فى مرفأ بيروت



مرفأ صور



مرفأ صيدا

## أعداد

## ايلى اميل زخور

## رئيس الغرفة الدولية للملاحة فى بيروت

## النائب الاول لرئيس الاتحاد العربى لغرف الملاحة البحرية



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### المرافئ البحرية التجارية في لبنان

يوجد في لبنان ٤ مرافئ بحرية تجارية هي: صور، صيدا، طرابلس وبيروت. وقد انشئت هذه المرافئ في العهد الفينيقي في القرن الثالث قبل الميلاد، وشكلت هذه المرافئ في حينه مراكز استراتيجية لكل الغزاة الذين تعاقبوا واستولوا على الساحل الشرقي للبحر الابيض المتوسط. واشتهرت هذه المرافئ انها كانت تتعامل مع المستعمرات والبلدان المجاورة وخصوصا مع مصر القديمة .

- في ما يلي ملخص عن مرافئ صور وصيدا وطرابلس، على ان يكون مرفأ بيروت هو الموضوع الرئيسي لمحاضرتي:

### مرفأ صور

يقع مرفأ صور على بعد ٤٠ كيلومتراً جنوب مدينة صيدا، تبلغ مساحته حوالي ٢١ الف متر مربع، وهو يضم ٥ ارصفة صغيرة، بعمق مياه يتراوح ٤,٥ امتار و ٧ امتار، وتقتصر حركة الملاحة فيه على استقبال بواخر الرو/رو المخصصة للسيارات المستوردة من اوروبا.

واستقبل مرفأ صور في العام ٢٠٢١ ٤ سفن رو/رو فقط التي افرغت حوالي ١٢٠٠ سيارة مستعملة. وكان المرفأ سجل رقما اكبر في العام ٢٠١٧، عندما استقبل اكثر من ١٠ سفن رو/رو التي افرغت اكثر من ٥٤٠٠ سيارة مستعملة.

ويذكر ان مرفأ صور بحاجة الى ورشة توسيع وتطوير وتعميق وبناء كاسر للموج (Break Water) ليتمكن من تأدية دوره اقتصاديا بصورة آمنة.

وهناك توجه لدى المسؤولين المعنيين بالمرافئ اللبنانية لتحويل مرفأ صور الى مرفأ سياحي بالاضافة الى دوره الحالي باستقبال سفن الرو/رو.

### مرفأ صيدا

تقع مدينة صيدا على بعد ٤٣ كيلومترا جنوب العاصمة بيروت، وتعتبر مدينة صيدا عاصمة لبنان الجنوبي ويوجد فيها مرفأان: المرفأ القديم والمرفأ الجديد.

المرفأ القديم لا يتجاوز عمق مياهه الـ ٦ امتار ويقتصر عمله على استقبال البواخر الصغيرة الحجم.

اما المرفأ الجديد فانجزت منه مرحلتان حتى الان، ويستوعب حاليا البواخر المتوسطة الحجم، وعمق مياهه لا تتجاوز الـ ٩,٥ امتار، ويضم رصيفا بطول ٢٧٥ مترا. وهناك مرحلة ثالثة لاستكمال بنيته التحتية وهي مرتبطة برصد الاعتمادات اللازمة التي تتيح بناء ارصفة جديدة وعنابر لتخزين البضائع المستوردة، بالاضافة الى مساحات اضافية لبناء مراكز لوجستية لخدمة البواخر التي تؤمه.

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ويذكر انه بعد الانفجار القاتل والمدمر في عنبر نيترات الامونيوم في مرفأ بيروت في ٤ آب من العام ٢٠٢٠، تم تحويل باخرتين على متتهما ١١ الف طن من القمح الى مرفأ صيدا الجديد. ويذكر ان الوزن الاجمالي للبضائع المفرغة في مرفأ صيدا بلغ ٩٩٧ الف طن في العام ٢٠١٩، معظمها من (الرخام والبلاط)، في حين بلغ وزن الاجمالي للبضائع المصدرة عبره ١١٦ الف طن، معظمها من الخردة (Scrap).

### مرفأ طرابلس

يقع مرفأ طرابلس على الساحل الشرقي للبحر الابيض المتوسط وهو مرفأ عاصمة الشمال مدينة طرابلس، ثاني اكبر مدن لبنان بعد العاصمة بيروت. وكان مرفأ طرابلس يعتبر البوابة الرئيسية لدخول البضائع براً الى سوريا والعراق والاردن ودول الخليج العربي، نظراً لقربه من الحدود اللبنانية السورية الشمالية ودون عقبات جغرافية، اذ يبعد ٣٠ كيلومتراً. وشهد مرفأ طرابلس خلال السنوات الماضية ورشات تحديث وتطوير وتعميق عدة، كان اخرها بناء محطة الحاويات تضم رصيفاً بطول ٦٠٠ متراً وعمق ١٥ متراً ومجهزة برافعتين جسريتين (Shore gantry cranes)، بالإضافة الى المنطقة الحرة، والمنطقة الاقتصادية الخالصة القائمة بمحاذاته التي ستخصص لاقامة المصانع والمعامل والشركات اللوجستية، ويعتبر طرابلس يعتبر محطة رئيسية لاستيراد الاخشاب والحبوب والاسمدة الى لبنان. ولا بد من الاشارة الى ان تشغيل محطة الحاويات شكل نقلة نوعية لعمل مرفأ طرابلس، اذ اصبح يستقبل سفن حاويات وعلى متنها حاويات محملة من بلدان في شرق آسيا والشرق الاوسط واوروبا، ويشحن حاويات محملة بالبضائع اللبنانية الى هذه البلدان، بالإضافة الى اعتماد محطة الحاويات في المرفأ من قبل شركة الملاحة الفرنسية CMACGM مركزاً لعمليات المسافنة (Transshipment) نحو مرفأى البلدان المجاورة. ويذكر ان شركة "Gulftainer" الاماراتية كانت قد فازت بامتياز تشغيل محطة الحاويات في مرفأ طرابلس في العام ٢٠١٣، ولمدة ٢٥ عاماً، ولكن في نهاية شهر شباط من العام ٢٠٢١، ابرمت شركة الملاحة الفرنسية "CMA CGM" صفقة ادت الى استحوادها على امتياز تشغيل هذه المحطة. وتجدر الاشارة الى ان مرفأ طرابلس استقبل بواخر عدة تم تحويلها من مرفأ بيروت بعد الانفجار في المرفأ في ٤ آب من العام ٢٠٢٠، وذلك طيلة مدة اغلاقه التي استمرت اسبوعاً. وكان مرفأ طرابلس قد بدأ باستقبال بواخر الرو/رو التي على متنها الشاحنات المحملة بالبضائع التركية والقادمة من مرفأى مرسين واسكندرون التركيين في العام ٢٠١٤، بعد اغلاق الحدود البرية بين سوريا وتركيا بسبب الاحداث الامنية الدامية التي اندلعت وامت سوريا.

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ويشهد مرفأ طرابلس، حركة جيدة لبواخر الرو/رو القادمة من المرفأ التركية نظراً لقرب تركيا من لبنان واجور الشحن البحري المتدنية مقارنة مع اجور الشحن من المرفأ الاوروبية من جهة، والانخفاض المستمر لسعر صرف الليرة التركية امام العملات الاجنبية من جهة اخرى.

وفي ما يلي جدول مقارنة بحركة مرفأ طرابلس ومجموع الواردات المرفئية خلال الاشهر الاحد عشر الاولى من العامين ٢٠٢١ و ٢٠٢٢.

وتظهر هذه المقارنة ارتفاعاً كبيراً بحركة مرفأ طرابلس الاجمالية وزيادة قياسية بوارداته المرفئية.  
Summary of Tripoli Port Statistics in 1<sup>st</sup> 11 months of 2022 compared with the same period of 2021

Description	1 <sup>st</sup> 11 months of 2022	1 <sup>st</sup> 11 months of 2021	+ / -	+ / - %
Number of vessels which called at Tripoli Port	826	677	+149	+22%
Total Cargo (tons)	3,194 million	2,203 million	+991 thousand	+45%
Total Imports (tons)	1,820 million	1,595 million	+225 thousand	+14%
Total exports (tons)(thousand)	1,374 million	608 thousand	+766 thousand	+126%
Total Cars	4,955	3,357	+1,598	+48%
Total Containers (TEU)	74,539	70,138	+4,401	+6%
Total Containers Imported (TEU)	38,438	36,388	+2,050	+6%
Total Containers Exported (TEU)	36,101	33,750	+2,351	+7%
Total trailers	25,172	18,710	+6,462	+35%
Total Trailers discharged	12,826	9,200	+3,626	+39%
Total Trailers loaded	12,346	9,510	+2,836	+30%
Total Port revenues LP (billion)	456,793	41,809	+414,984	+993%

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## مرفأ بيروت

- يشكل مرفأ بيروت مركز التقاء للقارات الثلاث، آسيا، أوروبا وأفريقيا.
- مرفأ بيروت متجذر في التاريخ، بناء الفينيقيون في القرن الثالث قبل الميلاد وشهد مراحل عدة من الدمار والاعمار نتيجة الحرب التي شهدها لبنان، فهو كطائر الفينيق ينبعث دائما من رماده.
- كل الغزاة الذين استولوا على الساحل الشرقي للبحر الابيض المتوسط، أدركوا المركز الاستراتيجي المهم لمرفأ بيروت، من الرومان مروراً بالفتح الاسلامي العربي والعثمانيين وصولاً الى الفرنسيين، فحوّلوه الى قاعدة بحرية لمراكبهم الحربية وجعلوا من مدينة بيروت مركزاً تجارياً مركزياً في شرق المتوسط.
- قبل الحرب اللبنانية التي اندلعت في العام ١٩٧٥، أطلق على مرفأ بيروت لقب "مرفأ العرب" لأنه الاقرب جغرافياً الى بعض العواصم العربية كدمشق وعمان وبغداد من المرفأ العربية الاخرى.
- عندما شنت اسرائيل عدوانها على مصر في العام ١٩٦٧، واحتلالها للضفة الشرقية لقناة السويس، أغلقت القناة أمام حركة التجارة البحرية بين أوروبا والشرق الاوسط وشبه القارة الهندية والشرق الاقصى، والعكس صحيح، فاضطرت دول الشرق الاوسط والخليج العربي للتفتيش عن بديل، فكان مرفأ بيروت البديل المناسب، وإلا اضطرت السفن الى الدوران حول رأس الرجاء الصالح والذي يتطلب الابحار أكثر من ١٤ يوماً أي خسارة المزيد من الوقت وارتفاع الكلفة اليومية للسفن
- تحوّل مرفأ بيروت الى مركز للبضائع المستوردة برسم الترانزيت البري الى الدول العربية كالسعودية والاردن والعراق والكويت والخليج العربي، فكانت البواخر التي تؤمّه تفرغ حمولاتها في مستودعاته وعلى أرصفتها، ومن ثم يعاد تحميلها على الشاحنات التي تقوم بنقلها برا عبر الاراضي السورية الى مقصدها النهائي في العمق العربي.
- في العام ١٩٧٣، بلغ الوزن الاجمالي للبضائع المفرغة في مرفأ بيروت أكثر من ٣,٤ ملايين طن، من ضمنها أكثر من مليون طن من البضائع برسم الترانزيت البري الى الدول العربية، أي ما نسبته أكثر من ٣٠ بالمئة.
- في العام ١٩٧٣، تمكن الجيش المصري عبور قناة السويس في ٦ تشرين الاول ١٩٧٣.
- في العام ١٩٧٥، أعيد فتح القناة أمام الملاحة البحرية العالمية، أي بعد ٨ سنوات على إغلاقها.
- مع اندلاع الحرب اللبنانية في العام ١٩٧٥، اندثر العصر الذهبي لمرفأ بيروت الذي دمر وأحرق وأغلق أمام حركة الملاحة البحرية، مما أدى الى انتقال حركة البضائع برسم الترانزيت البري الى مرفأ الدول المجاورة كمرفأ طرطوس واللاذقية السوريين، ومرفأ مرسين واسكندرون التركيين.
- في العام ١٩٩٠، وضعت الحرب اللبنانية أوزارها فأعيد فتح مرفأ بيروت أمام الملاحة البحرية.

- حصلت الدولة اللبنانية على قروض عدة ميسرة من البنك الاوروبي للاستثمار وبعض الصناديق العربية لإعادة إعمار مرفأ بيروت وإعادة بناء مستودعاته وبناء قسم من الحوض الخامس الذي يضم الرصيفين ١٥ و ١٦.
- في العام ١٩٩٨، فازت سلطة موانئ دبي "Dubai Port Authority (DPA)" بمناقصة لتجهيز وتشغيل محطة الحاويات في الحوض الخامس لمدة ٢٠ عاماً مقابل ٢٢٥ مليون دولار وفق نظام الـ "B.O.T." ، على أن تنجز مشروع التجهيز وتبدأ المحطة بتقديم خدماتها في العام ٢٠٠١.
- كانت خطة سلطة موانئ دبي تقضي باعتماد مرفأ بيروت مركزاً (HUB) لاستقبال بواخر الحاويات القادمة من القارة الأوروبية، حيث يتم تفريغ الحاويات في مرفأ بيروت ويعاد نقلها برا الى مقصدها النهائي في الخليج العربي أو الى موانئ دبي، ومن ثم يعاد شحنها على البواخر الى مقصدها في شبه القارة الهندية والشرق الاقصى، والعكس صحيح.
- كما أن الدولة اللبنانية كانت تعد مشروعاً لبناء شبكة سكك حديدية لربط مرفأ بيروت بالخليج العربي وخصوصاً بموانئ دبي، مما سيعزز دور مرفأ بيروت المحوري على الصعيد النقل البري بواسطة الشاحنات والسكك الحديدية.
- إن طول الطريق من مرفأ بيروت الى موانئ دبي لا يتجاوز الـ ٢٦٠٠ كلم ويمكن للشاحنة عبورها خلال ثلاثة أيام، ما يؤدي الى تقصير مدة الرحلة التي تبلغ سبعة أيام عبر مرور البواخر في قناة السويس وبالتالي توفير الوقت وتسديد رسوم العبور فيها.
- فجأة ودون سابق إنذار فسخت سلطة موانئ دبي عقد التجهيز والتشغيل لأسباب لم يكشف عنها.
- في العام ٢٠٠٤، وبناء على المطالبة المستمرة وإلحاح من الغرفة الدولية للملاحة في بيروت، وافقت الدولة على إجراء مناقصة جديدة لتشغيل محطة الحاويات لمدة عشر سنوات، على أن تقوم إدارة مرفأ بيروت بتجهيزها من واردات المرفأ الذاتية.
- وفي العام ٢٠٠٤، فاز الكونسورتيوم البحري الذي يضم الشركات الثلاث التالية بالمناقصة لإدارة وتشغيل محطة الحاويات:

- 1- "Mercey Docks & Harbour Company (MDHC)", England.
- 2- "International Maritime Associates (IMA)", USA.
- 3- "Beirut Container Terminal Consortium (BCTC)", Lebanon.

مرفأ بيروت تحول الى مرفأ محوري في شرق المتوسط

- بدأت محطة الحاويات تقديم خدماتها في آذار (مارس) من العام ٢٠٠٥، بلغ طول رصيفها الرئيسي رقم (١٦) ٦٠٠ متراً مجهز بـ ٣ رافعات جسرية (gantry cranes) للتعامل مع بواخر الحاويات وبغطاس مياه بلغ ١٥,٥ متراً، وبقدرة استيعابية ٦٥٠ ألف حاوية نمطية سنوياً.
- إن الخدمات الجيدة التي تقدمها المحطة والتسهيلات الجمركية والتعرفة المرفئية المنافسة لتفريغ وشحن الحاويات برسم المسافنة، شجعت خطوطاً بحرية عالمية على اعتماد مرفأ بيروت مركزاً (HUB) لعمليات المسافنة (transshipment) نحو مرفأ البلدان المجاورة في سوريا وتركيا ومصر وقبرص واليونان وغيرها من المرفأ في شرق المتوسط.
- في العام ٢٠٠٥، اعتمدت شركة الملاحة السويسرية "MSC" التي تحتل حالياً المرتبة الأولى في العالم، وشركة الملاحة الفرنسية "CMA CGM" التي تحتل المرتبة الرابعة، محطة الحاويات في مرفأ بيروت مركزاً لعمليات المسافنة لخطوطها البحرية العاملة من المرفأ الصينية والشرق الأقصى من جهة، والمرفأ الأوروبية من جهة أخرى.
- بعد بدء تشغيل محطة الحاويات في العام ٢٠٠٥، ارتفعت حركة الحاويات في مرفأ بيروت من ٣٩٠ ألف حاوية نمطية قبل العام ٢٠٠٤، الى ١,٣٠٥ مليون حاوية في العام ٢٠١٨، و ١,٢٢٩ مليون حاوية نمطية في العام ٢٠١٩.
- عندما اندلعت الاحداث في سوريا في العام ٢٠١١، وتوسعت وأدت الى إغلاق الحدود البرية السورية مع كل من الاردن والعراق، شلّت حركة شحن الصادرات اللبنانية برا الى العمق العربي.
- أمنت محطة الحاويات في مرفأ بيروت البديل عن الطريق البري، فقد انقذت الصناعيين والمزارعين من كارثة حتمية، فتمكن الصناعيون والمزارعون من متابعة شحن صادراتهم بواسطة بواخر الحاويات الى الدول العربية.
- لقد ارتفع عدد الحاويات المصدرة ملأى بالصادرات اللبنانية الى العمق العربي من ٢٥٠٠ حاوية نمطية شهرياً، الى أكثر من ٨٥٠٠ حاوية نمطية عبر محطة الحاويات في مرفأ بيروت.
- بلغت حصة حركة المسافنة في العام ٢٠١٨ (٤١٩ ألف حاوية نمطية) أي ما نسبته ٣٢ بالمئة من المجموع العام للحاويات، و ٤٧٢ ألف حاوية نمطية في العام ٢٠١٨، أي ما نسبته ٣٨ بالمئة من المجموع العام.
- شهد مرفأ بيروت تنفيذ مشروع جديد لتوسيع محطة الحاويات في العام ٢٠١١، فأصبح طول رصيفها المركزي (رقم ١٦) ١١٠٠ متراً بدلاً من ٦٠٠ متراً، وارتفع عدد الرافعات الجسرية الى ١٦ رافعة وقدرته الاستيعابية الى أكثر من ٨٠٠ ألف حاوية نمطية سنوياً، ما أدى الى تخفيف من حدة الازدحام في مرفأ بيروت.



- واعتمدت أيضا شركات ملاحية عالمية أخرى محطة الحاويات مركزا لعمليات المسافنة نحو مرفأئ البلدان المجاورة ولو بشكل غير منتظم، وعلى سبيل المثال لا الحصر "Hamburg Sud" الالمانية، "Maersk" الدانمركية و "Cosco" الصينية.
- في العام ٢٠١١، انضم مرفأ بيروت الى لائحة المرفأئ المئة الاولى في العالم التي تتعامل مع أكثر من مليون حاوية نمطية سنويا.
- ارتفعت الواردات المرفئية من ٨٩ مليون دولار في العام ٢٠٠٤، الى ٢٣١ مليون دولار في العام ٢٠١٨، و ١٩٨,٨٨٧ مليون دولار في العام ٢٠١٩.

#### ١٧ تشرين الاول ٢٠١٩ تاريخ مفصلي

- مع اندلاع الحراك الشعبي والمظاهرات والاضرابات التي عمّت كافة المناطق اللبنانية في ١٧/١٠/٢٠١٩، بدأ مرفأ بيروت يشهد تراجعاً دراماتيكياً بحركته الاجمالية ووارداته المرفئية والجمركية.
- أدى إغلاق المصارف لمدة اسبوعين متتاليين الى تهافت المودعين الى المصارف لسحب ودائعهم، في حين لجأ مصرف لبنان والمصارف الى اتخاذ اجراءات وتدابير استثنائية من ضمنها وقف فتح الاعتمادات المستندية لاستيراد البضائع، ومنع تحويل الاموال الصعبة الى الخارج، ومنع المودعين من سحب الاموال من ودائعهم بالعملة الصعبة، وايضا وضع القيود حتى على سحب الاموال بالعملة الوطنية، ما أدى الى انخفاض كبير بحركة مرفأ بيروت الاجمالية ووارداته المرفئية.
- كما أن تفشي وباء كورونا في العالم وانتشاره في العام ٢٠١٩ أدّى الى إغلاق المصانع والمعامل أبوابها في معظم البلدان الصناعية (في آسيا وأوروبا وأميركا) وبالتالي الى انخفاض كبير بحركة التجارة البحرية العالمية وبمعدل النمو الاقتصادي العالمي، ما أثّر سلباً وبشكل كبير على حركة الحاويات برسم المسافنة عبر مرفأ بيروت.

#### انفجار مرفأ بيروت المدمر والقاتل في ٤ آب ٢٠٢٠

- أدى الانفجار المدمر والقاتل في ٤ آب ٢٠٢٠، الى تدمير المرفأ القديم الذي يستقبل البواخر العادية (general cargo) والحديد والحبوب والسيارات واهراءات الحبوب والمنطقة اللوجستية في المنطقة الحرة في المرفأ، بالإضافة الى سقوط أكثر من ٢٠٠ شهيد و ٦٠٠٠ جريح، في حين أنقذت العناية الالهية محطة الحاويات التي لحقت بها أضرار صغيرة. فقد تمكنت هذه المحطة استئناف نشاطها وتقديم خدماتها بعد اسبوع واحد على وقوع الانفجار، كما أن الارصفة ١٢ و ١٣ و ١٤ استقبلت تلك البواخر بعد ٨ ايام على وقوع الانفجار بعد أن قام الجيش اللبناني مشكورا بتنظيفها من الركام والانقاض.

### إعادة إعمار مرفأ بيروت المدمر

- يعلم الجميع أن الدولة اللبنانية مفلسة لأسباب متعددة وخزانتها فارغة، وبالتالي فهي غير قادرة على تأمين التمويل المطلوب والمقدر بمئات الملايين من الدولارات لإعادة إعمار المرفأ.
  - لذلك إن الحل الافضل لإعادة إعمار مرفأ بيروت في ظل الظروف المأساوية التي تمر بها البلاد هو اعتماد نظام الـ "B.O.T." (Build, Operate, Transfer).
  - إن اعتماد هذا النظام يفرض على الجهة الفائزة بإعادة بناء المرفأ وتجهيزه من أموالها الخاصة، مقابل ادارتها وتشغيلها للمرفأ لمدة محدودة، على أن تعيده مع تجهيزاته وآلياته الى كنف الدولة بعد انتهاء مدة التشغيل.
  - إن اعتماد هذا النظام معتمد من قبل معظم دول العالم التي تشهد مرافئها نشاطا مميزا.
  - إن اعتماد هذا النظام أثبت انه الافضل والاسلم لأن المرفأ يبقى ملكا للشعب اللبناني.
  - إن عروضاً عدة لإعمار مرفأ بيروت قدمت الى الدولة اللبنانية بعد الانفجار. ففرنسا وتركيا والصين وروسيا والمانيا... ولكن بقيت هذه العروض حبراً على ورق ولم تبصر النور حتى تاريخه.
  - إن تهافت الدول لإعادة إعمار مرفأ بيروت يؤكد أهمية موقعه الاستراتيجي في شرق المتوسط، فهو مركز إنقاء للقارات الثلاث، آسيا وأوروبا وأفريقيا، وبالتالي فإنه يؤمن للجهة التي ستديره وتشغله مركزاً محورياً ومميزاً في المنطقة، لاسيما بعد المباشرة في عمليات التنقيب عن النفط والغاز في بلوك رقم ٩ في الجنوب اللبناني والمتوقعة في الربع الثاني من العام الحالي.
  - لا بد من التأكيد ان الجهات والدول والشركات الاجنبية لن تشارك في اية مناقصة او مزايمة لاعادة اعمار المرفأ المدمر، ما لم تقم الدولة اللبنانية بتنفيذ الاصلاحات المطلوبة على كافة الاصعدة المالية والاقتصادية من قبل المجتمع الدولي خصوصاً محاسبة المرتكبين من قبل قضاء مستقل نزيه وعادل.
- انتهاء عقد ادارة وتشغيل محطة الحاويات
- انتهى عقد ادارة وتشغيل محطة الحاويات في مرفأ بيروت مع شركة "BCTC" في نهاية كانون الثاني من العام ٢٠٢٠.
  - كان من المنتظر أن تجري ادارة واستثمار مرفأ بيروت مناقصة ادارة وتشغيل محطة الحاويات خلال شهر أذار من العام ٢٠٢٠.
  - ٥ شركات عالمية متخصصة بادارة وتشغيل محطات الحاويات في العالم سحبت دفتر شروط المناقصة وهي التالية:

- مجموعة "CMA CGM" الفرنسية.
  - مجموعة "China Merchant Port"، هونغ كونغ.
  - مجموعة "Hotchison Port Holding"، هونغ كونغ.
  - مجموعة "Gulftainer"، الاماراتية.
  - مجموعة "BCTC" اللبنانية المشغلة الحالية لمحطة الحاويات.
- نظراً لعدم حصول ادارة واستثمار مرفأ بيروت على موافقة مجلس الوزراء لإجراء المناقصة، تم تأجيلها الى ان يحدد موعداً جديداً لها لاحقاً.

#### مجموعة CMACGM الفرنسية تفوز بمناقصة تشغيل وإدارة وصيانة محطة الحاويات في مرفأ بيروت

- بعد طول انتظار، اجرت ادارة واستثمار مرفأ بيروت المناقصة في ٢٠٢٢/٢/١٧ وفازت بها مجموعة CMACGM الفرنسية لمدة ١٠ سنوات.
- نصت شروط المناقصة على ان تستثمر شركة CMACGM ٣٣ مليون دولار لاعادة تأهيل وتحديث وتطوير محطة الحاويات على مختلف الاعددة خلال مدة المناقصة.
- كما نصت على ان تستثمر CMACGM اكثر من ١٩ مليون دولار من المبلغ الاجمالي خلال العامين الاولين من مدة المناقصة لتفعيل خدمات محطة الحاويات.
- وبالفعل وبعد ان استلمت شركة CMA Beirut Terminal التابعة لمجموعة CMACGM ادارة وتشغيل محطة الحاويات، سارعت الى اعادة تأهيل وتصليل بعض رافعات المحطة وآلياتها ومعداتنا واجهزتها الالكترونية، ما ساهم في تحسين وتفعيل خدمات المحطة وحل ازمة الازدحام التي كانت المحطة تعاني منها من وقت الى اخر.

#### حركة مرفأ بيروت الاجمالية في العام ٢٠٢٢ اكبر مما كانت عليه في العام ٢٠٢١

- اظهرت الاحصاءات ان حركة مرفأ بيروت الاجمالية في الاشهر الاحد عشر الاولى من العام ٢٠٢٢ جاءت اكبر مما كانت عليه في الفترة ذاتها من العام ٢٠٢١.
- ادى الاعلان المسبق في العام ٢٠٢١ عن رفع سعر صرف الدولار الجمركي الى مسارعة المستوردين والتجار الى زيادة حجم مستورداتهم استباقاً لصدور قرار من الحكومة باعتماد سعر الدولار الجمركي الجديد بهدف مضاعفة ارباحهم.
  - بدأ اعتماد سعر صرف الدولار الاميركي الجديد البالغ ١٥ الف ليرة لبنانية اعتباراً من ٢٠٢٢/١٢/١.

في ما يلي جدول بحركة مرفأ بيروت الاجمالية خلال الاشهر الاحد عشر الاولى من العام

٢٠٢٢ اكبر مما كانت عليه في الفترة ذاتها من العام ٢٠٢١

Summary of Beirut Port Statistics in 1<sup>st</sup> 11 months of 2022  
Compared with the same period of 2021

Subjects	1 <sup>st</sup> 11 month of 2022	1 <sup>st</sup> 11 month of 2021	+ / -	+ / - %
Number of vessels which called at Beirut Port	1,082	1,076	+6	+1%
Total Tonnage handled (tons)	4,821 million	4,222 million	+599 thousand	+14%
Total imports for Lebanese markets (tons)	3,937 million	3,437 million	+500 thousand	+15%
Total exports (Lebanese cargoes) (tons) (thousand)	884	785	+99	+13%
Total Containers handled (TEU)	654,344	570,661	+83,683	+15%
Total containers imported (TEU)	311,844	278,202	+33,642	+12%
Total containers imported for local market (TEU)	234,965	201,875	+33,090	+16%
Total containers imported empty (TEU)	14,408	14,426	-18	-1%
Total containers imported for transshipment (TEU)	62,471	61,901	+570	+1%
Total containers exported (TEU)	316,823	275,218	+41,605	+15%
Total containers exported with Lebanese goods (TEU)	76,504	75,043	+1,461	+2%
Total containers re-exported empty (TEU)	176,781	139,526	+37,255	+27%
Total containers re-exported (transshipment) (TEU)	63,538	60,649	+2,889	+5%
Total containers transshipment (TEU)	126,009	122,550	+3,459	+3%
Total containers restowed on board vessel (TEU)	25,677	17,241	+8,436	+49%
Total cars handled (cars)	33,216	22,396	+10,820	+48%
Total imported cars (cars)	26,744	16,093	+10,651	+66%
Total re-exported cars by sea (cars)	6,472	6,303	+169	+3%
Total port revenues (USD) (million)	??	??	-	-

لم نتمكن من نشر القيمة الاجمالية للواردات المرفئية المستوفاة عبر مرفأ بيروت خلال العامين ٢٠٢١ و ٢٠٢٢ نظراً لعدم صدورهما عن ادارة واستثمار مرفأ بيروت.

Lebanon Foreign trade in 2022 compared with 2021

Subject	2022 (USD)	2021 (USD)	+/- (USD)	+/- %
Total Import Billion	19,053	13,641	+5,412	+40%
Total Export Billion	3,492	3,887	-395 million	-10%
Trade deficit Billion	15,561	9,754	+5,807	+60%

Import	2022 (USD)	Share %
1-Port of Beirut	12,150 B.	64%
2-Rafic Hariri Airport	3,564 B.	19%
3-Port of Tripoli	2,010 B.	11%
4-Masna border	765 M.	4%

Export	2022 (USD)	Share %
1-Port of Beirut	1,603 B.	46%
2-Rafic Hariri Airport	1,040 B.	30%
3- Masna border	442 M.	13%
4-Port of Tripoli	308 M.	9%

Top 5 Export countries To Lebanon in 2022

Export To Lebanon	2022 (USD)	Share %
1-China	2,675 B.	14%
2-Turkey	2,419 B.	13%
3-Greece	1,820 B.	10%
4-Italy	1,062 B.	6%
5-USA	968 M.	5%

Top 5 Import countries from Lebanon in 2022

Import from Lebanon	2022 (USD)	Share %
1-U.A.E	747 M.	21%
2-Syria	356 M.	10%
3-Egypt	168 M.	5%
4-Iraq	160 M.	5%
5-Qatar	146 M.	4%

# Distance between Ports and the following capital cities



Beirut- Damascus	120 Km.	Beirut- Amman	235 Km.	Beirut- Bagdad	1085 Km.
Lattakia- Damascus	360 Km.	Lattakia- Amman	625 Km.	Lattakia- Bagdad	1475 Km.
Tartous- Damascus	260 Km.	Tartous- Amman	525 Km.	Tartous- Bagdad	1375 Km.
Aqaba- Damascus	452 Km.	Aqaba- Amman	335 Km.	Aqaba- Bagdad	1185 Km.
				Umm Qasr - Bagdad	2702 km.



**YEP MED COURSE**

**VT2 – VT3:**

# International Trade and International Operations

**30<sup>th</sup> January – 13<sup>th</sup> February**  
**ONLINE COURSE**







## The YEP MED Project

*Digitalisation, environment, and sustainability are currently a priority for all ports and port logistics communities. Operations are also analyzed from the point of view of their impact. New generations must understand the impact of their decisions on the environment and must be able to design sustainable logistics chains.” – Eduard Rodés, Director of the Escola Europea – Intermodal Transport*

# The YEP MED Project



The "Youth Employment in the Ports of the Mediterranean" (YEP MED in short) project, co-financed by the European Neighbourhood Instrument (ENI) Cross-Border Cooperation (CBC) Mediterranean Sea Basin (MED) Programme and led by the Escola Europea – Intermodal Transport (Spain), aims to develop port-logistics training and vocational (TVET) resources adapted to sector needs to strengthen youth employability; increase and upgrade local employment opportunities through the creation of real dual-learning programs with job placements, strengthening the role of SME's operating in the port ecosystems for future employment creation; and setting up collaborative national and transnational partnerships between port-logistics associations, operators, SMEs, training centers and VET providers, whilst introducing a public-private partnership (PPP) co-management process.





## Objectives & Participants' profile



### Objective: To teach using the Simulated Practice Enterprise methodology

The Simulated Practice Enterprise is a methodological didactic strategy of "Learning by Doing". Its objectives are to:

- Promote the simultaneous and integrated development of functional competencies of organisational management (social, human and business) based on a methodological-didactic simulation device that allows for, within the framework of formal education, contextualized and experiential knowledge.
- Stimulate the responsible and autonomous development of the student body to become fluent in problem solving and decision-making in the event of unforeseen circumstances, incidents and conflicts produced by the dynamics of a company and its interactions with customers and suppliers.
- Develop a system that stays on top of current market developments and operations and adapts its contents to them, ensuring a seamless connection of the teaching-learning model with the local industry trends.
- Contribute to the vocational guidance of students and the employability of graduates through role-playing tests and specific tasks typical of the world of work.

### PARTICIPANTS' PROFILE & REGISTRATION

TVET students: International Trade and Transport and Logistics





## CONTENTS

**Freight forwarder and  
logistics operator**

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**ERP for Freight Forwarders**

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**Processes**

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**Commercial, Transport,  
Customs and warehouses**

**Contracts and Incoterms**

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**Insurance and International  
payments**

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**Intermodal transport**

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**Port Community System**

**External cost analysis and  
CO2 emissions**

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**Dangerous goods**

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**Temperature-Controlled  
Supply Chains**

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## CASE STUDY

**Case study 1 – Export operations**

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**Case study 2 – Import operations**

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## STRUCTURE OF THE TRAINING

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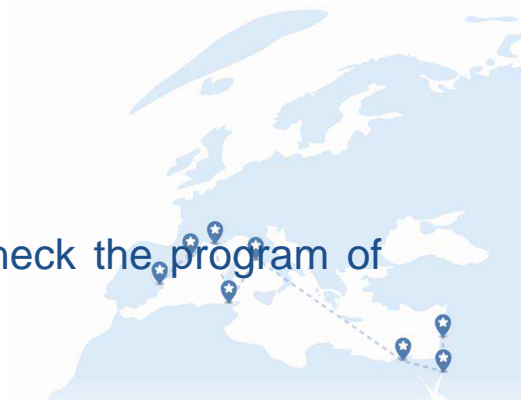
The training is structured in the following activities:

- **International lectures with all participating countries provided by Escola Europea**
- Local lectures provided by local partners in each country
- ERP Simulation teamwork:
  - **With the local team of your port community**
  - With the agents of other port communities

The **lectures and activities marked in green** in the calendar will be carried out internationally:

- International lectures will be held at the following link:
- Meetings with agents will be organized by students own means

To confirm the schedule of the **local lectures in grey**, please check the program of your local partner.



# PROGRAMME



## Monday, 30<sup>th</sup> January 2023 Introduction to contracts

14:00

### Opening Ceremony

Presentation and  
explanation of the  
course

*Eduard Rodés*

15:00

### Delivery of Contracts

Import-export  
operations: contracts,  
Incoterms, insurance.  
Documentation

15:30

**Group Discussion**  
about the contracts and  
information research

16:30

Break

17:00

**Elaboration of a  
presentation of the  
logistic chain (\*)**

18:00

**Presentation of  
logistic chain draft**

19:00

End of day 1

(\*) Groups should contact  
their agent group at  
destination





# PROGRAMME



**Tuesday, 31<sup>st</sup> January 2023** ERP Platform: Click & Cargo

**14:00**

**Introduction to the ERP Platform**  
**Francesc Margalef**

**15:00**

**Break**

**15:30**

**Presentation of Maritime Export +  
DDP - Case study -**

**Francesc Margalef**

**18:00**

**Teamwork**

**ERP Practice:**  
Preparation of Commercial Offer

**19:00**

**End of day 2**

# PROGRAMME



**Wednesday, 01<sup>st</sup> February 2023** Freight Forwarding Business

**14:00**

## **Freight Forwarder and Logistic Operators**

Commercial aspects:  
negotiation, customers  
profiles, how to fix prices

**15:00**

## **Operational Aspects**

How to build the logistics chain, transport  
suppliers (intermodal transport). Other  
operators: Customs agents, packaging, insurance

**16:00**

**Information systems  
for transport: PCS,  
Safe Sea Net, others  
(Eduard Rodès)**

**17:00**

**Break**

**17:30**

**Teamwork**  
**ERP Practice: Export Process – CIP (1/2)**

**19:00**

**End of day 3**

# PROGRAMME



**Thursday, 02<sup>nd</sup> February 2023** Export operation - ERP

**14:00**

**Teamwork**  
**ERP Practice:** Export Process – CIP (2/2)

**17:00**

**Break**

**17:30**

**Teamwork ERP practice:** DDP Quotation to agent groups at destination and Export process

**19:00**

**End of day 4**

# PROGRAMME



**Monday, 6<sup>th</sup> February 2023**

**14:00**

**15:00**

**16:00**

**External cost analysis and CO2 emissions**

- Marta Miquel

Break

**16:30**

**17:00**

**19:00**

**Presentation of Air Export Operation  
Case study**

**Francesc Margalef**

**End of day  
5**

# PROGRAMME



**Tuesday, 7<sup>th</sup> February 2023** **Transport specialties**

**14:00**

**Dangerous Goods**

**15:00**

**Temperature-Controlled Supply  
Chains**

**16:00**

**Break**

**16:30**

**Teamwork ERP practice:** Export Airfreight Operation

**19:00**

**End of day 6**

# PROGRAMME



**Wednesday, 8<sup>th</sup> February 2023** Environmental calculations

**14:00**

**Electronic Documents**

**Orlando Reveco**

**Electronic Bill of Landing**

**Jaime Paz**

**Break**

**15:30**

**16:00**

**Import Operation**

**Francesc Margalef**

**19:00**

**End of day 7**

# PROGRAMME



Thursday, 9<sup>th</sup> February 2023

14:00

19:00

Teamwork ERP practice: Preparation of Presentations

End of day  
8





# PROGRAMME



**Monday, 13<sup>th</sup> February 2023** *Review*

**14:00**

**15:00**

**17:00**

**18:00**

**19:00**

**Teamwork  
Presentations  
(Optional)**

**Final presentations & debate**

**Closing Ceremony  
and Diplomas**

*Eduard Rodés*

**End of the  
Training**



## MORE INFORMATION:

Barcelona:

[marta.miquel@escolaeuropea.eu](mailto:marta.miquel@escolaeuropea.eu)

Beirut:

[it@ccib.org.lb](mailto:it@ccib.org.lb)

Civitavecchia:

[marco.muci@escolaeuropea.eu](mailto:marco.muci@escolaeuropea.eu)

Tunis:

[rafaamraihi@gmail.com](mailto:rafaamraihi@gmail.com)





# Air Freight Transport

*Session VT2-VT3  
(Jan – Feb 2023)*

*TMS Consult*



# OUTLINE

**1**

**Freight  
Transportation**

**2**

**History**

**3**

**Integrators**

**4**

**Advantages &  
Disadvantages**

**5**

**Constraints**

**6**

**Costs**

**7**

**Exports / Imports**

**8**

**Prohibited Goods**

**9**

**Actors**

**10**

**Examples**

Freight transportation is a primary component of all supply-chain and logistics systems

Types of freight transportation:

- { – Air freight transportation
- Rail freight transportation
- Road freight transportation (Trucks)
- Ocean freight transportation





# 02

# HISTORY



1910

1st cargo moved by aircraft

1914

Regular air service began in the US

WWII

Rapid expansion of aviation industry (Large scale freight movement for war effort)

1942-1945

650,000 tons of cargo transported to support Nationalist Chinese

1948-1949

Largest airlift in history to support blockaded Berlin

2018

1870 freighters were in operation worldwide

33% large wide body (>80 tons)

33% medium wide-body (40-80 tons)

37% standard bodies (< 45 tons)

Ex: Boeing 747

# 03

## INTEGRATORS (EXPRESS CARRIERS)



Offer door-to-door services such as UPS, FedEx, and DHL.

E-commerce industry has seen significant growth in recent years (Alibaba, Amazon, etc.)

Some companies have built up their fleets of cargo planes (dedicated cargo planes, delivery trucks, and cargo centers)

Express shipping is more expensive than other transport options (owns and controls the entire transportation process)

Other than air, Integrators mainly use land transport and sometimes Sea Transport (less frequently)



# 03

# INTEGRATORS (EXPRESS CARRIERS)



	Air Freight	Air Express/Courier
Weight	100 - 3000 kgs	0.5 - 150 kgs
Volume	> 1 cbm	< 1 cbm
Transit Time	2 - 7 days	2 - 5 days
Upon Arrival Airport	None	Clearance and to-door delivery
Freight Main Mode of Transport	Sea, Land, and/or Air	Air / Land

**Small shipment size (gold, electronics, precision instruments..)**

**Security (most secure way to move cargo from point to point)**

**Cost of Capital (time-savings achieved through air cargo)**

**Inventory cost (speed allows saving time instead of operating warehouses)**



**Larger carbon footprint**

**Congestion in and around airports**

**Prohibited items**

**Noise Pollution around airports**

# 05

# CONSTRAINTS & CHALLENGES



**Cost** (> 4–5 times of road & 12–16 times of sea) (per ton.km)

*Goods are usually **time-sensitive***

**Demand** for exports **limited** from landlocked developing countries

***Congestion in ports*** and hinterland connection

Acquiring ***qualified staff***

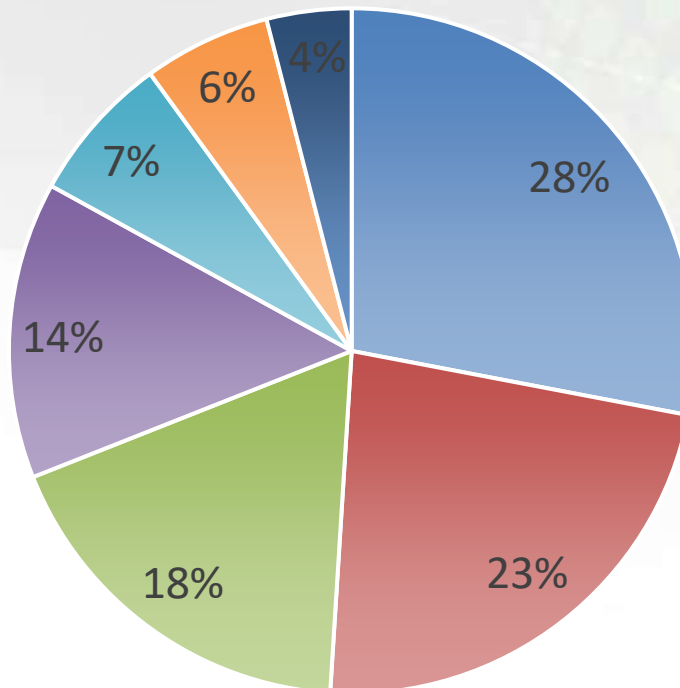
Access to ***finance***

# 06

# COSTS



Airline Operating Costs



- Fuel
- Labor
- Other Operating
- Transport-related
- Professional services
- Aircraft rents/ownership
- Non-aircraft rents/ownership

Source: A4A, US Airlines

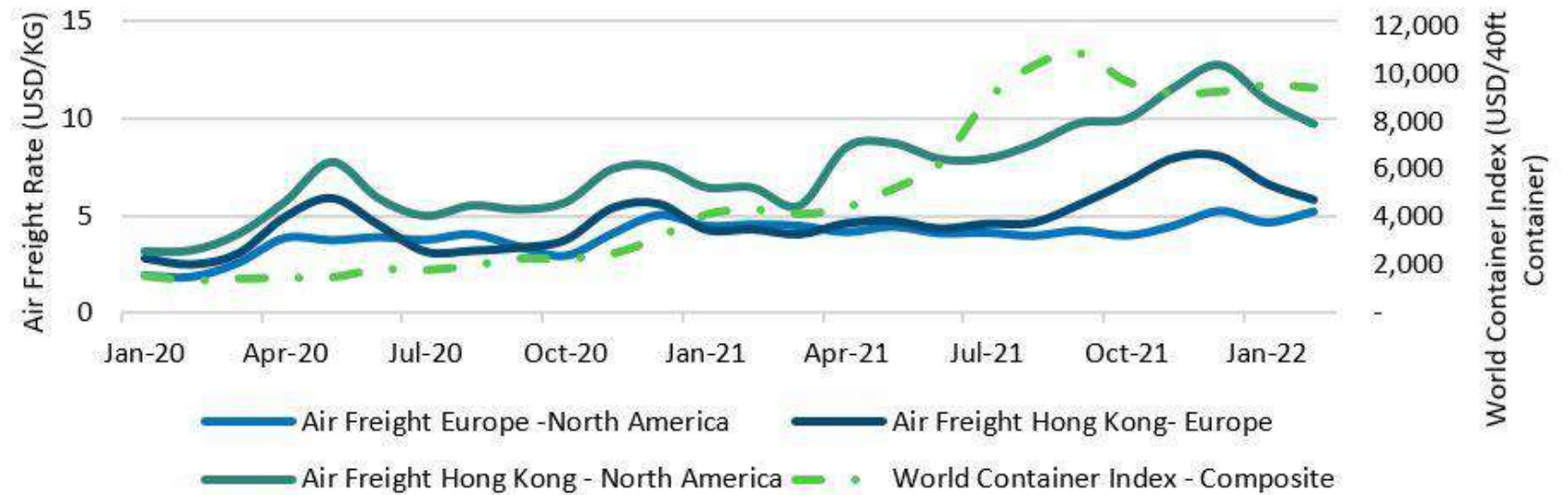


## 06

## COSTS



Major Global Air Freight Rates and World Container Index Between Jan-20 to Feb-22



Source: TAC Index & Drewry

## 06

## COSTS

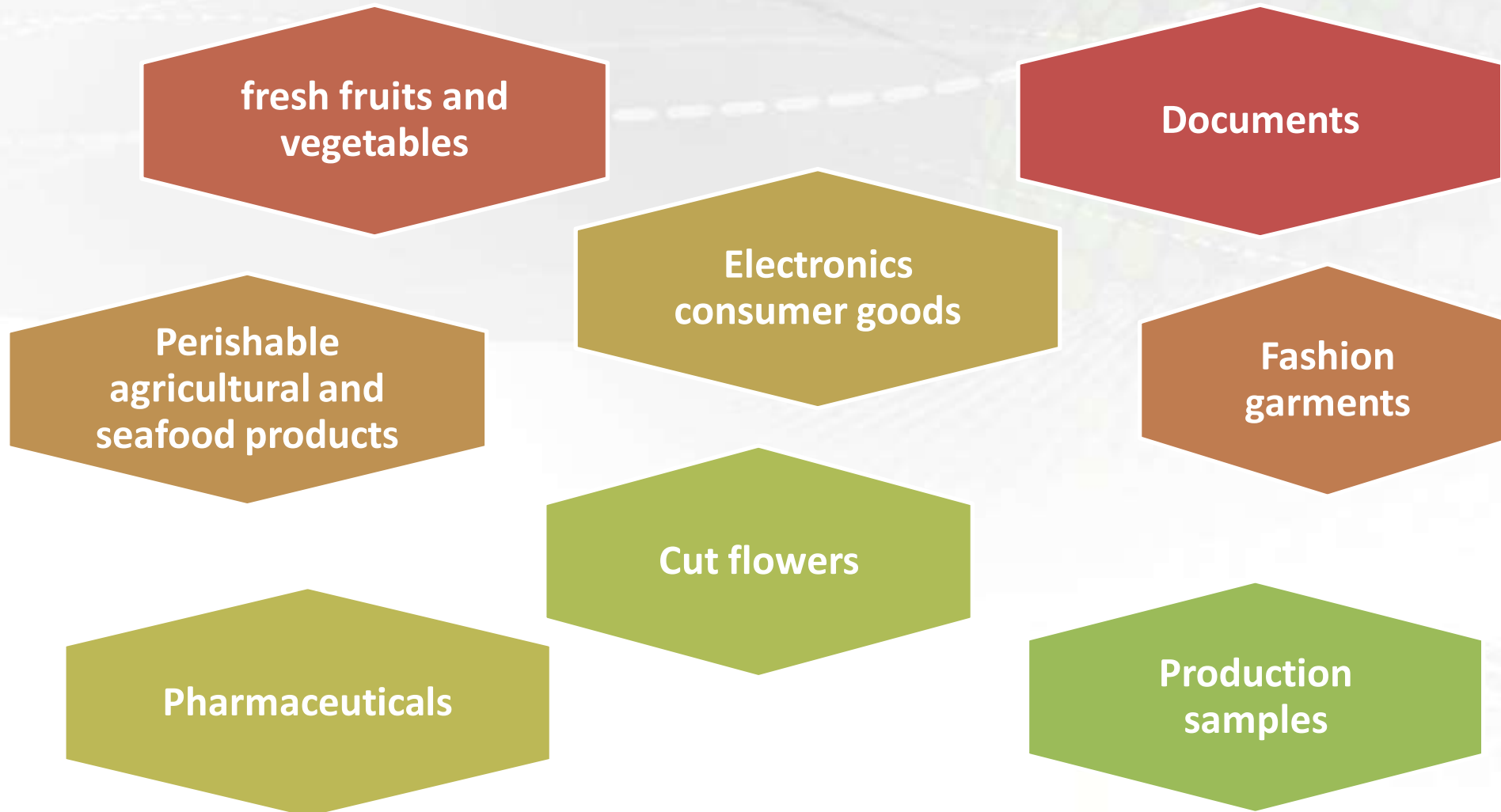


← Air freight rates' evolution between Europe and the US East Coast & between Asia & the US West Coast

	Air	Sea	Rail	Road
<b>Major Types of Goods exported/imported</b>	<ul style="list-style-type: none"><li>• Urgent goods</li><li>• High-value goods</li><li>• Intercontinental urgent mail</li><li>• Spare parts for land vehicles</li><li>• Some Perishable food</li></ul>	<ul style="list-style-type: none"><li>• Foodstuff</li><li>• Livestock &amp; animals</li><li>• LNG, CNG and other Gas-Based fuels</li><li>• Cars &amp; other vehicles</li><li>• Machinery, equipment and factory parts</li><li>• Dry bulk cargo</li><li>• Liquid bulk cargo</li><li>• Chemicals, hazardous and toxic products</li></ul>	<ul style="list-style-type: none"><li>• Freight containers</li><li>• Vehicles</li><li>• Livestock</li><li>• Commodities such as grains, coal, minerals and metals...</li></ul>	<ul style="list-style-type: none"><li>• Household goods</li><li>• Packages</li><li>• Perishables</li><li>• Clothes</li><li>• Home appliances</li></ul>



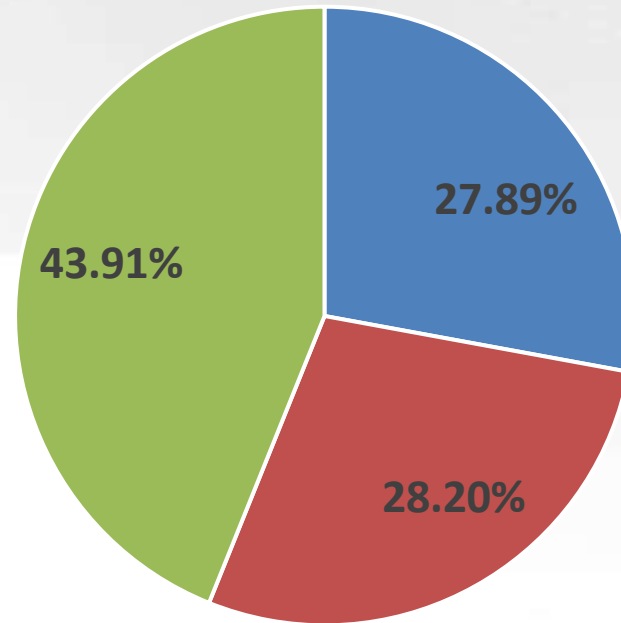
Factors	Airway	Roadway	Railway	Waterway
Cost	Very High	High	Low	Very Low
Speed	Very High	High	Low	Low
Capability	Low	Very High	Low	Very Low
Reliability	Very High	Very High	High	High
Security	Very High	Very High	High	High
Safety	Very Safe	Safe	Very Safe	Safe
Flexibility	Low	Very High	Low	Low
Availability	Low	Very High	Low	Very Low



# 08

# GOODS EXPORTED & IMPORTED

## US Imports, By Transportation Mode



■ Air ■ Road ■ Sea

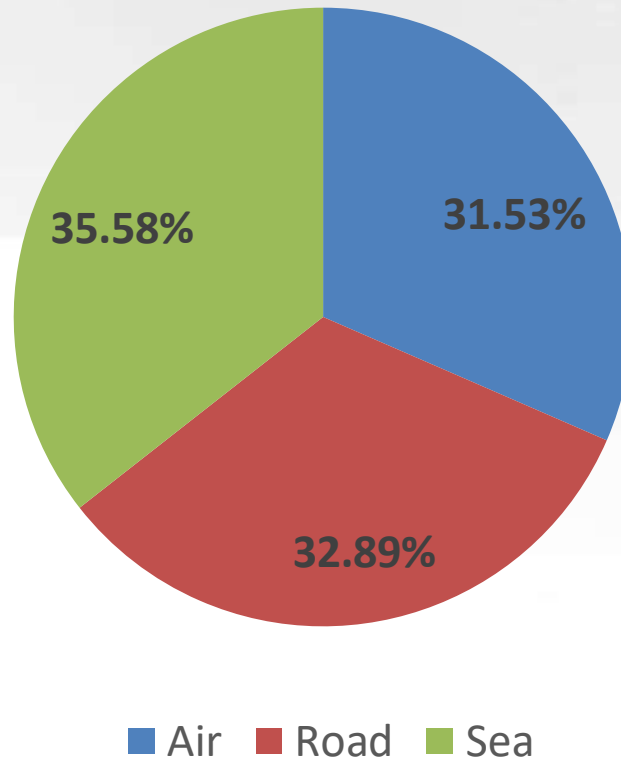
### Imports are:

- Computers
- Cell Phones
- Medicines In Pill Form
- Exports Being Returned For One Reason Or Another
- The Category Of Vaccines, Plasma And Other Blood Fractions
- Computer Chips

# 08

# GOODS EXPORTED & IMPORTED

## US Exports, By Transportation Mode



### Exports are:

- Vaccines, Plasma And Other Blood Fractions
- Medical Instruments
- Computers
- Medicines In Pill Form
- Machines For Making Semiconductors
- Diamonds
- Platinum
- Chemical Reagents
- Taps, Cocks And Valves
- Knee And Hip Replacements and Other Orthopedic Appliances





corrosives



gases

flammable  
liquidsoxidising  
materialsorganic  
peroxidestoxic  
substancesradioactive  
materialsinfectious  
substances

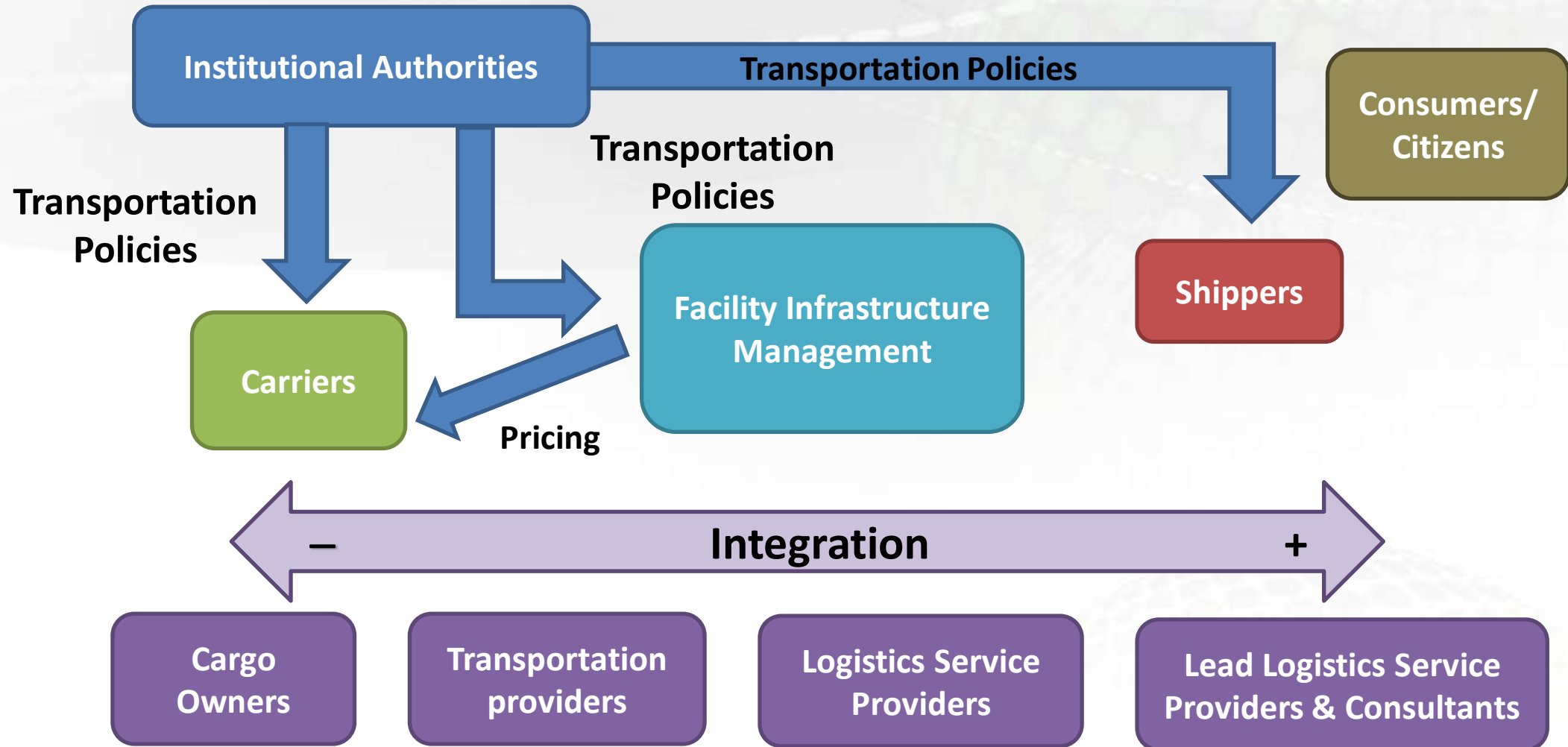
explosives

miscellaneous  
including dry ice  
and petrol enginesflammable  
solidsmagnetised  
material

# 10

# ACTORS

## Relationships among the main actors in freight transportation system



# 11

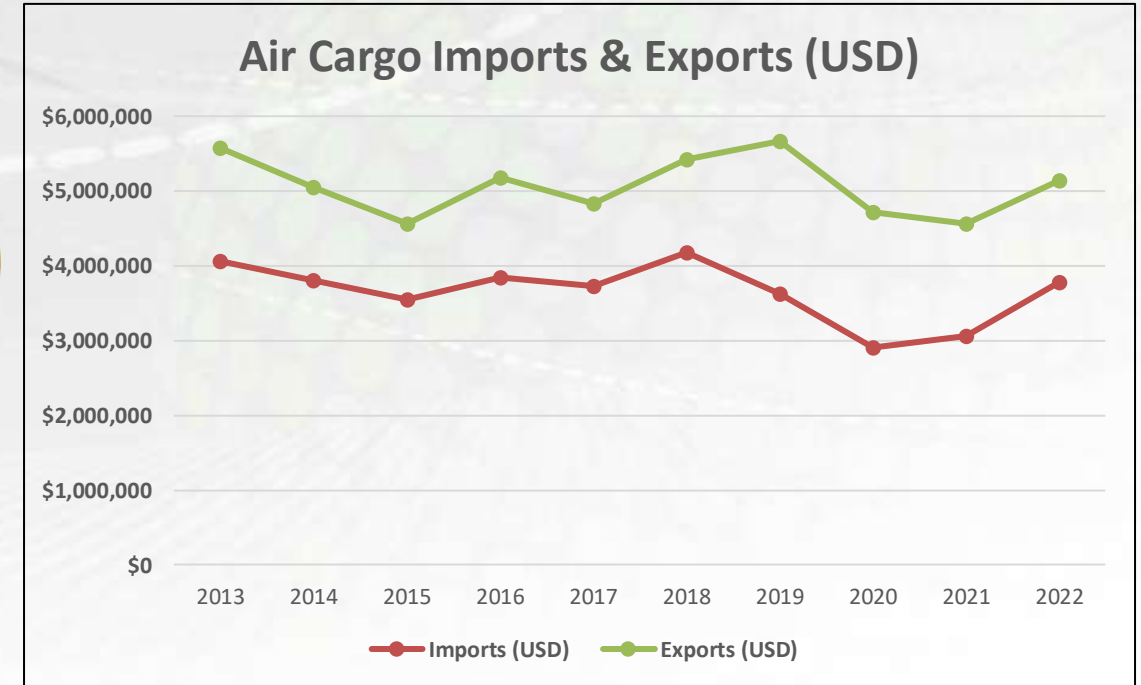
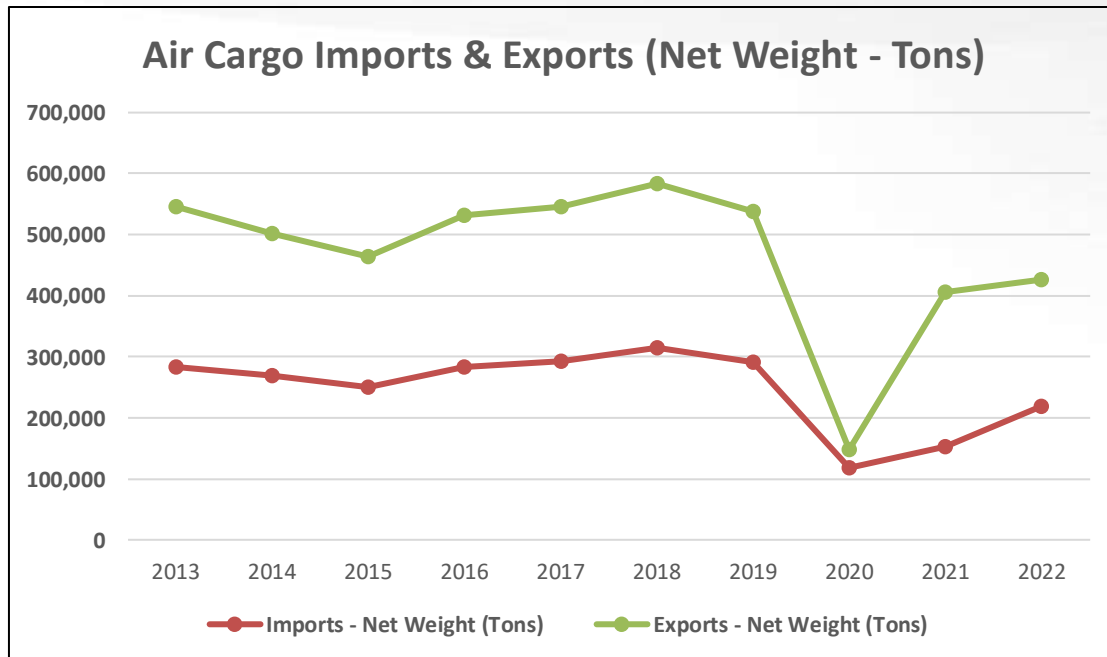
# CARGO TRAFFIC IN AIRPORTS – EXAMPLES

## Beirut - Lebanon

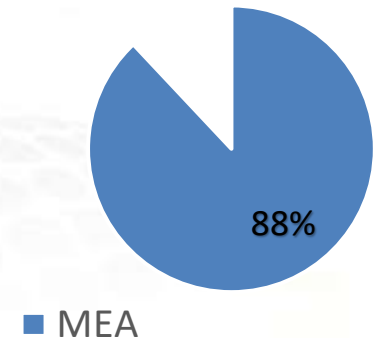
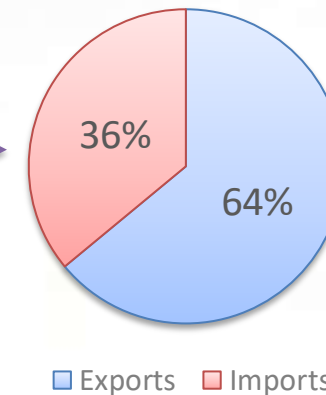
### Top five busiest air cargo routes

1. Qatar
2. UAE
3. Saudi Arabia
4. France
5. Kuwait

**Main & only  
international  
airport**



**% of Total  
Imports /  
Exports by Air**





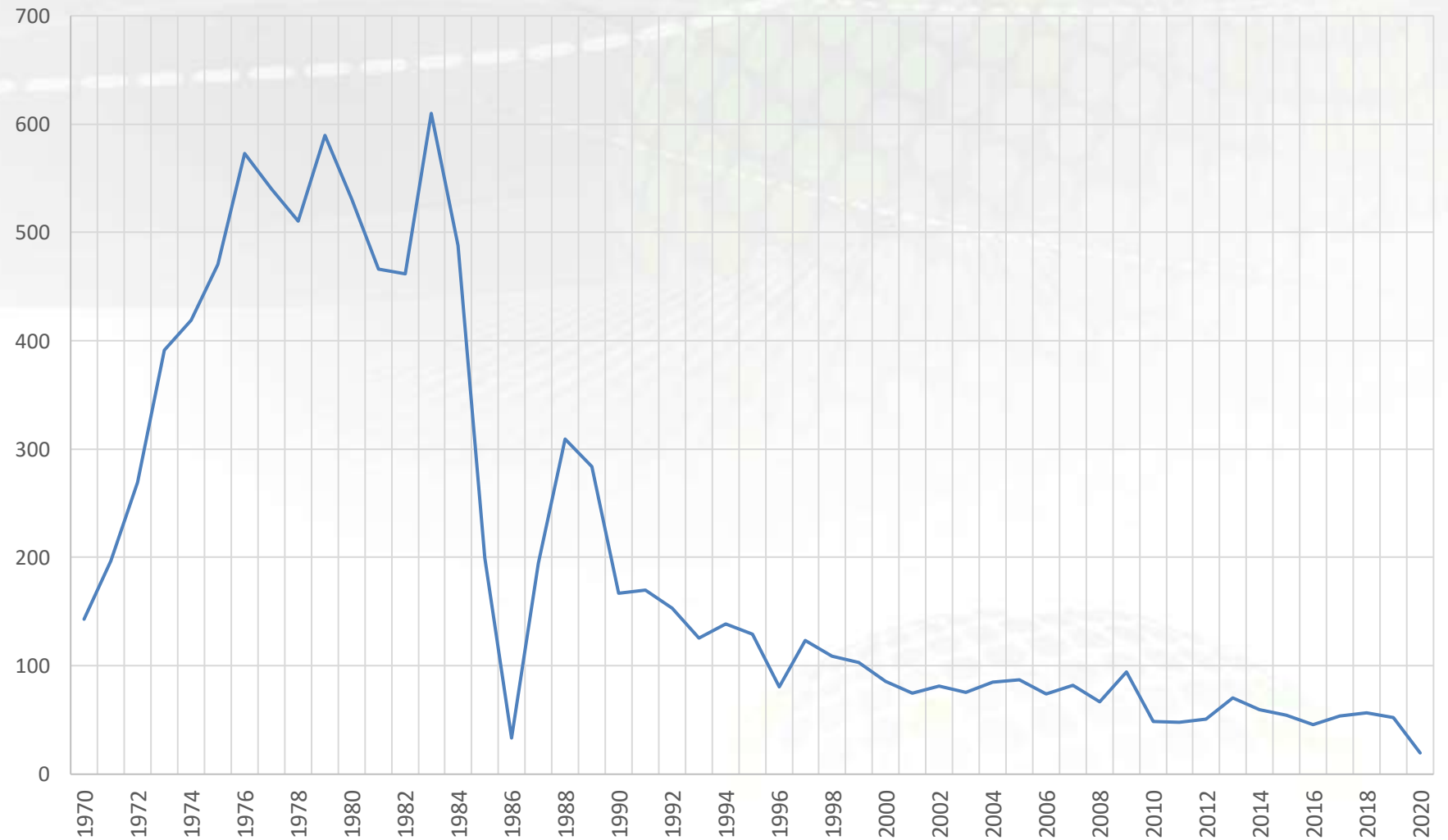
# 11

# CARGO TRAFFIC IN AIRPORTS – EXAMPLES

## Beirut - Lebanon



Air transport, freight (million ton-km)



# 11

# CARGO TRAFFIC IN AIRPORTS – EXAMPLES

## Amman - Jordan

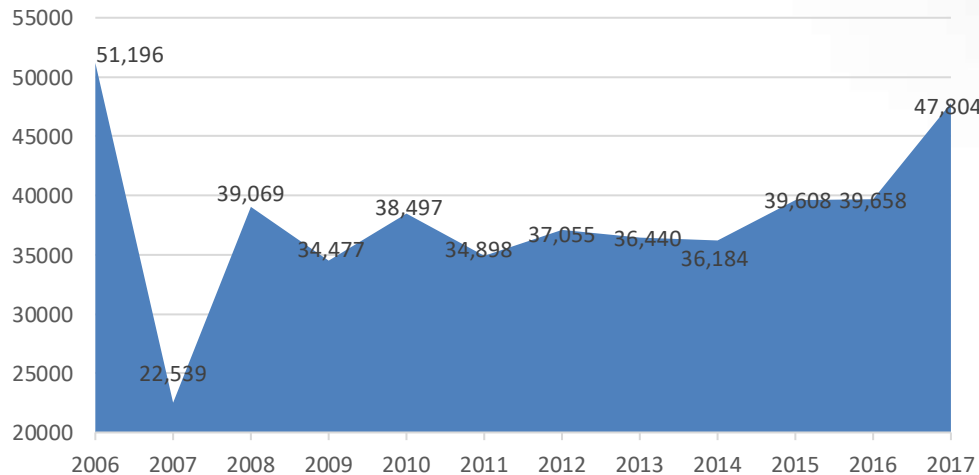
**Major imports:** food, frozen meats, clothing, medical equipment & appliances.

**Exports** are fruits and vegetables

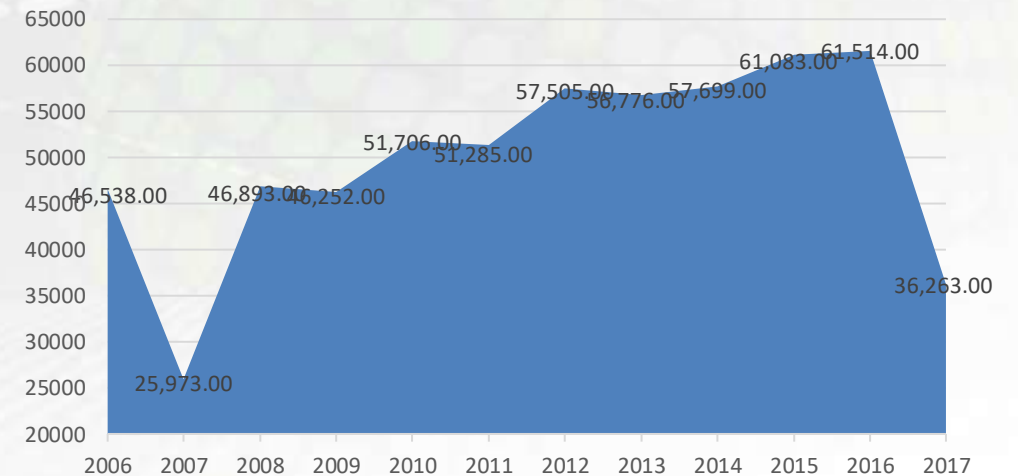
### Jordan's main airport



Air Cargo Traffic: Queen Alia International Airport - Outbound (Ton)



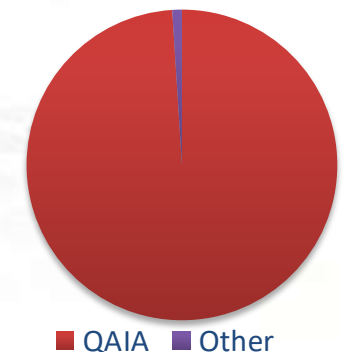
Air Cargo Traffic: Queen Alia International Airport - Inbound (Ton)



### Cargo Transport Airlines



### % Cargo (Jordan)



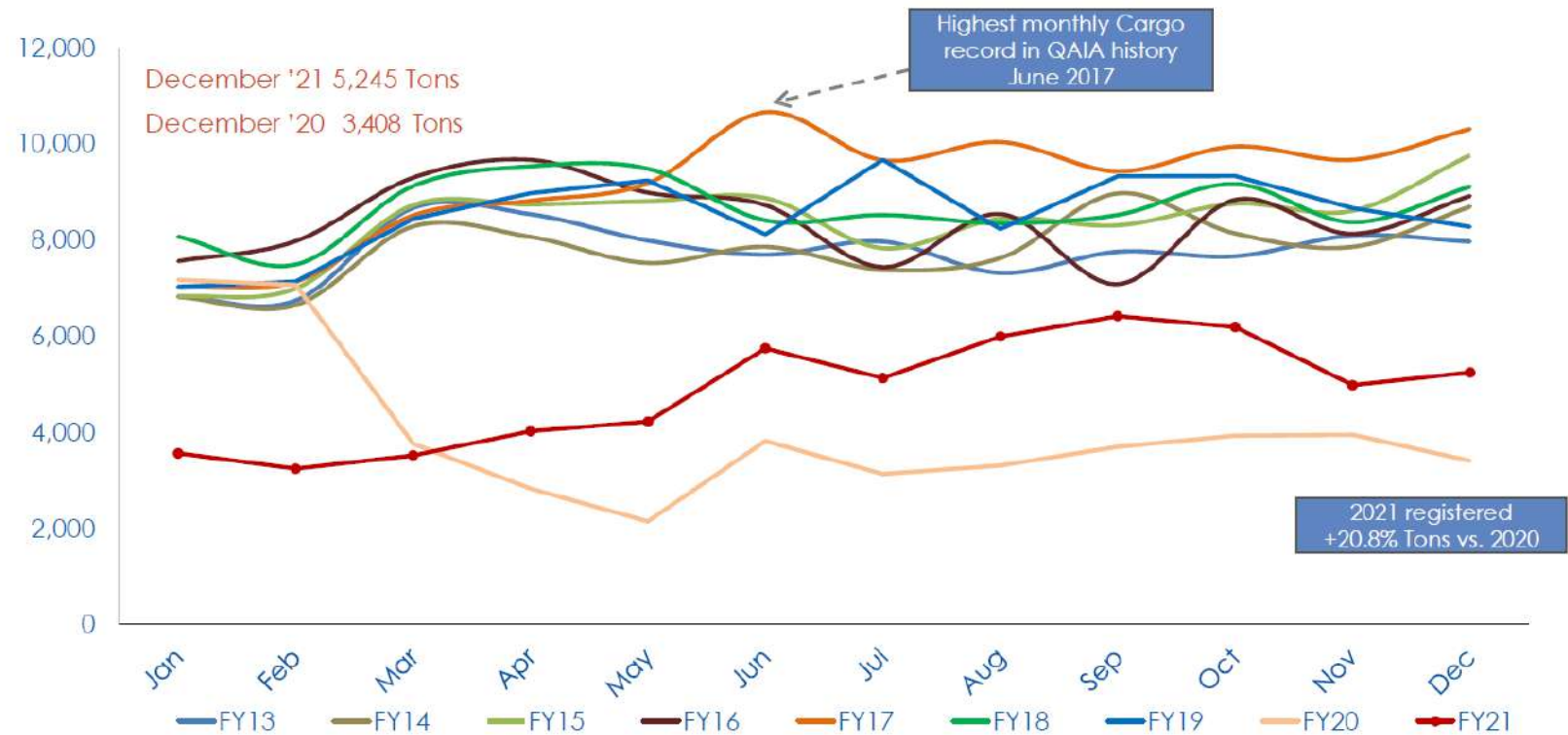
# 11

# CARGO TRAFFIC IN AIRPORTS – EXAMPLES

## Amman - Jordan



**CARGO TRAFFIC**  
TOTAL CARGO PER MONTH FY VS PREV YRS





# 11

# CARGO TRAFFIC IN AIRPORTS – EXAMPLES

## Dubai - UAE

### Types of Cargo handled:

1. General Cargo
2. Plants & Animals
3. Pharmaceuticals
4. Cold Storage
5. Express Mail
6. Perishables
7. Valuables

One of the busiest  
cargo airports in the  
world



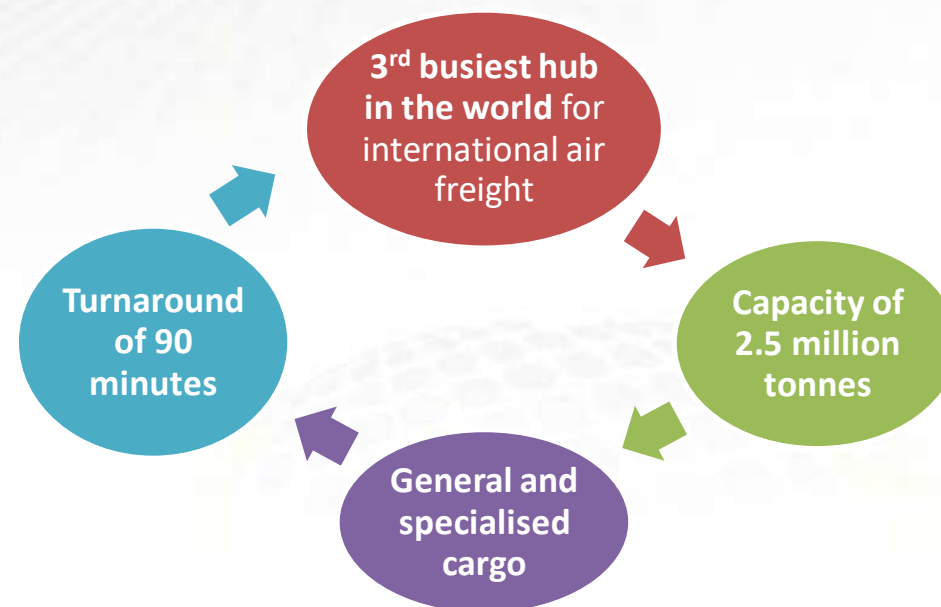
Year	Imports (in Tons)	Exports (in Tons)	Total
2015	1,354,081	1,003,486	2,357,567
2016	1,393,465	1,024,791	2,418,256
2017	1,443,609	1,066,948	2,510,557
2018	1,423,551	1,063,279	2,486,830
2019	1,374,893	1,009,664	2,384,557
2020	1,051,856	784,679	1,836,535
2021	1,259,419	975,443	2,234,862

Source - Dubai Civil Aviation Authority

## Dubai aviation sector core contribution

	2013	2020
GVA (US\$ billion - 2013 prices)	16.5	31.4
% GDP	16.5	22.2
Employment (x1000)	259.4	449.5
% economy-wide Employment	13.1	17.6

Total direct, indirect and induced impact



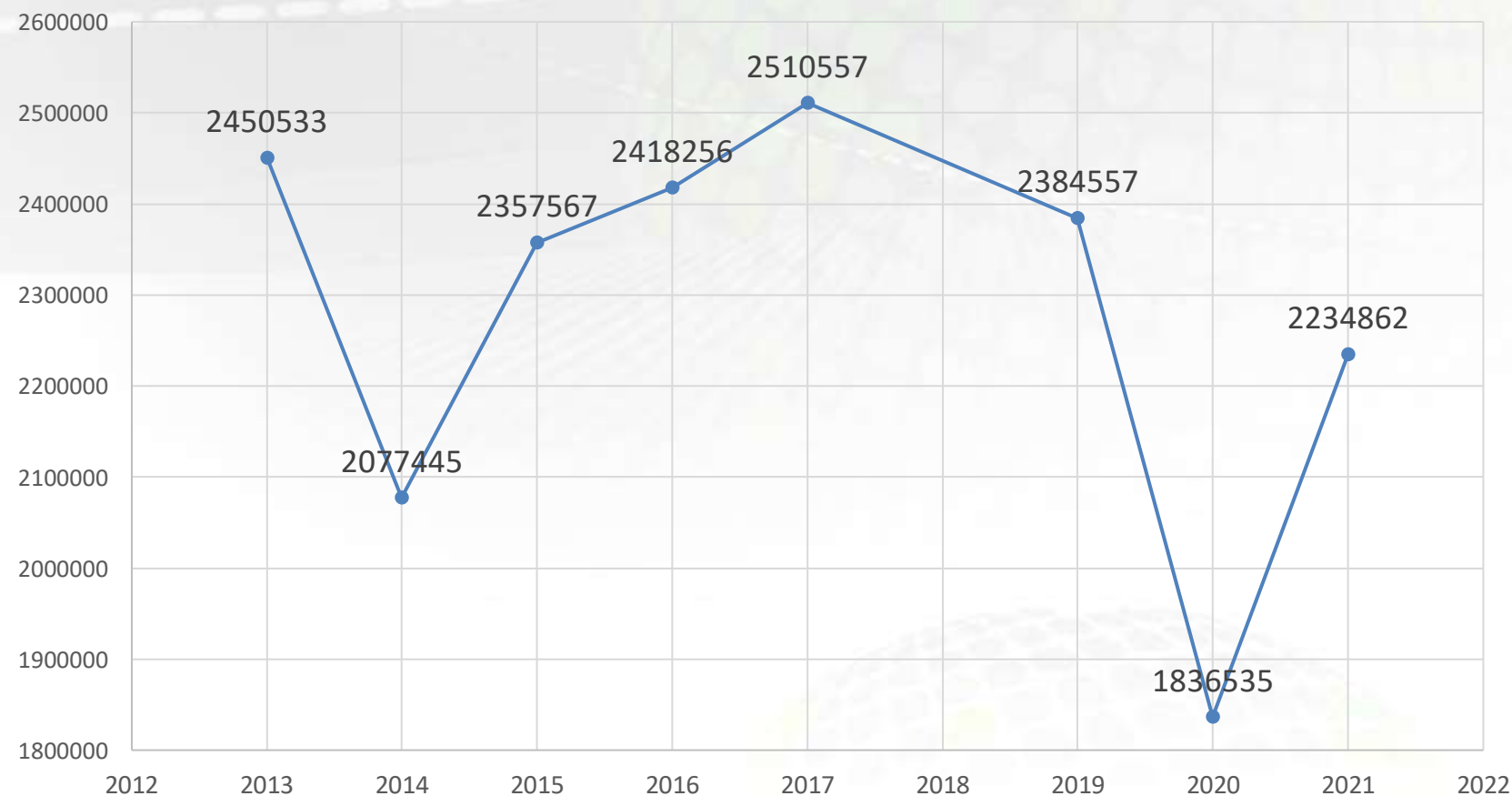
# 11

# CARGO TRAFFIC IN AIRPORTS – EXAMPLES

## Dubai - UAE



Annual volume of all freight at Dubai International Airport (Tons)



# 11

# CARGO TRAFFIC IN AIRPORTS – EXAMPLES

## Paris - France

### Sectors at Paris-charles De Gaulle:

- Luxury goods
- E-commerce & express freight
- Pharmaceuticals
- Perishables

90%

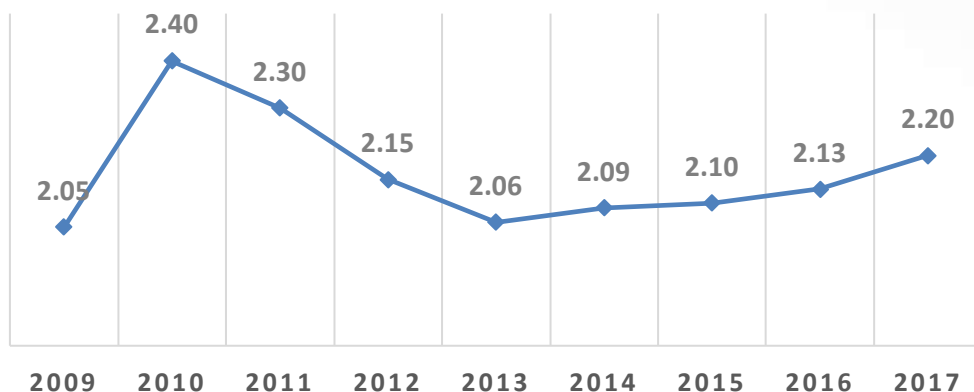
**CDG - The largest international airport in France**



ALL-CARGO AIRCRAFT MOVEMENTS  
(IN THOUSANDS)



CARGO TONNAGES IN VOLUME  
(IN MILLIONS OF TONNES)



**30%** of the total value of French exports

**90%** of air cargo transported in France



**300 hectares**

under video surveillance



**302 hectares**

of land reserves



**1 animal**

station

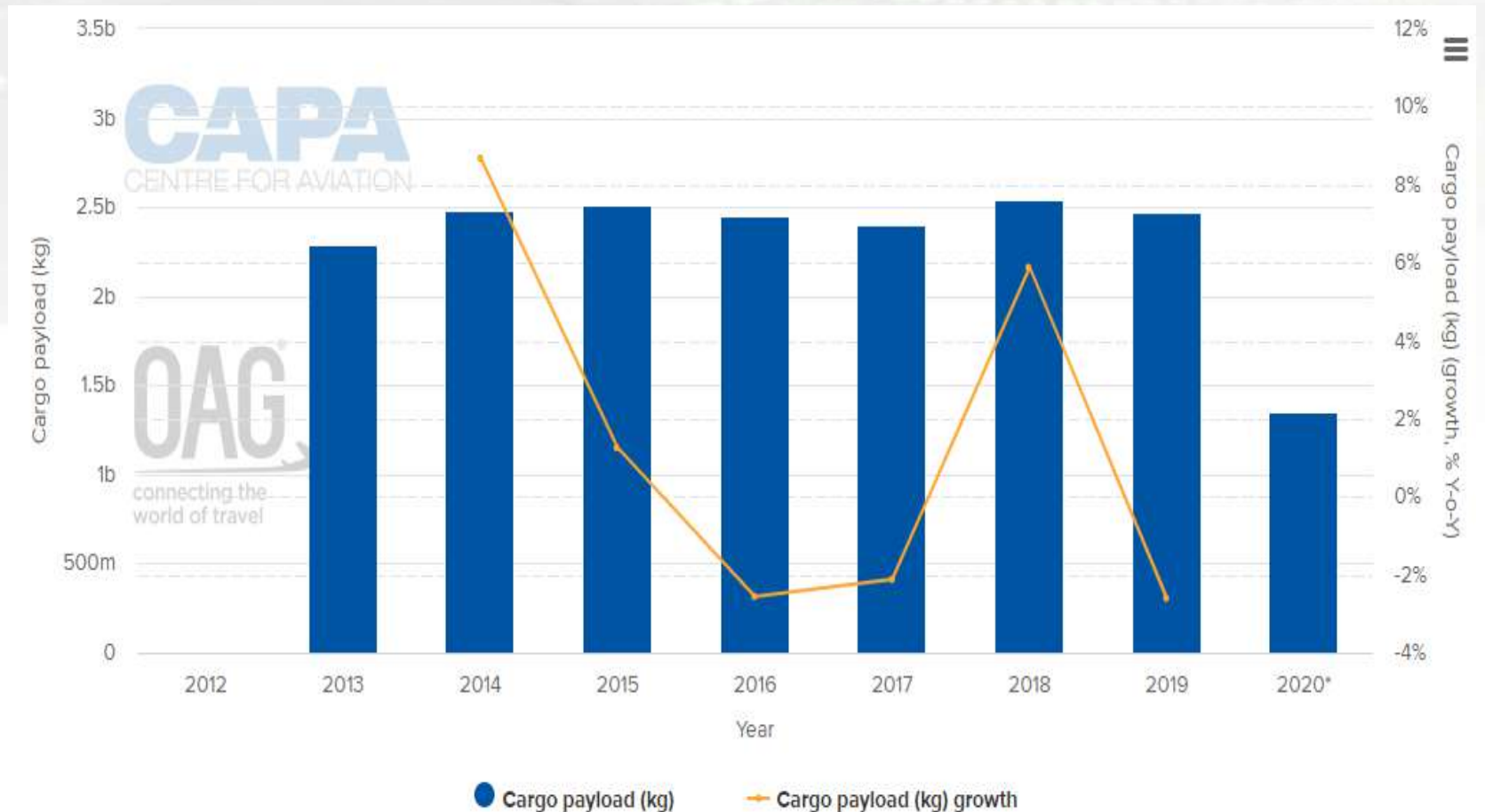
# 11

# CARGO TRAFFIC IN AIRPORTS – EXAMPLES

## Paris - France



## Paris Charles De Gaulle Airport





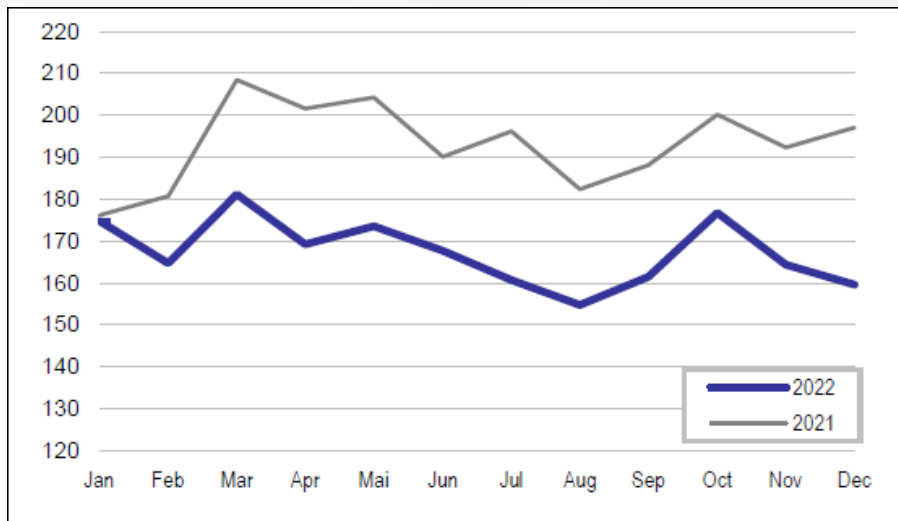
# 11

# CARGO TRAFFIC IN AIRPORTS – EXAMPLES

## Frankfurt - Germany

More than 130 passenger and cargo airlines connect Frankfurt with **357 destinations in 105 countries** (2019)

Frankfurt Airport (Monthly volume (arr.+dep.+transit; in 000))



Decline due to: airspace restrictions related to the war in Ukraine, zero-Covid strategy pursued by China, and the overall economic slowdown.

Source - Fraport Group

**Main hub & The Largest Cargo Airport in Europe**



### Expertise in:

- E-commerce & express freight
- Pharmaceuticals
- Perishables
- Animals
- Valuables
- Dangerous Goods

Directly connected to the busiest highway interchange in Europe



Can be reached by truck from all European countries



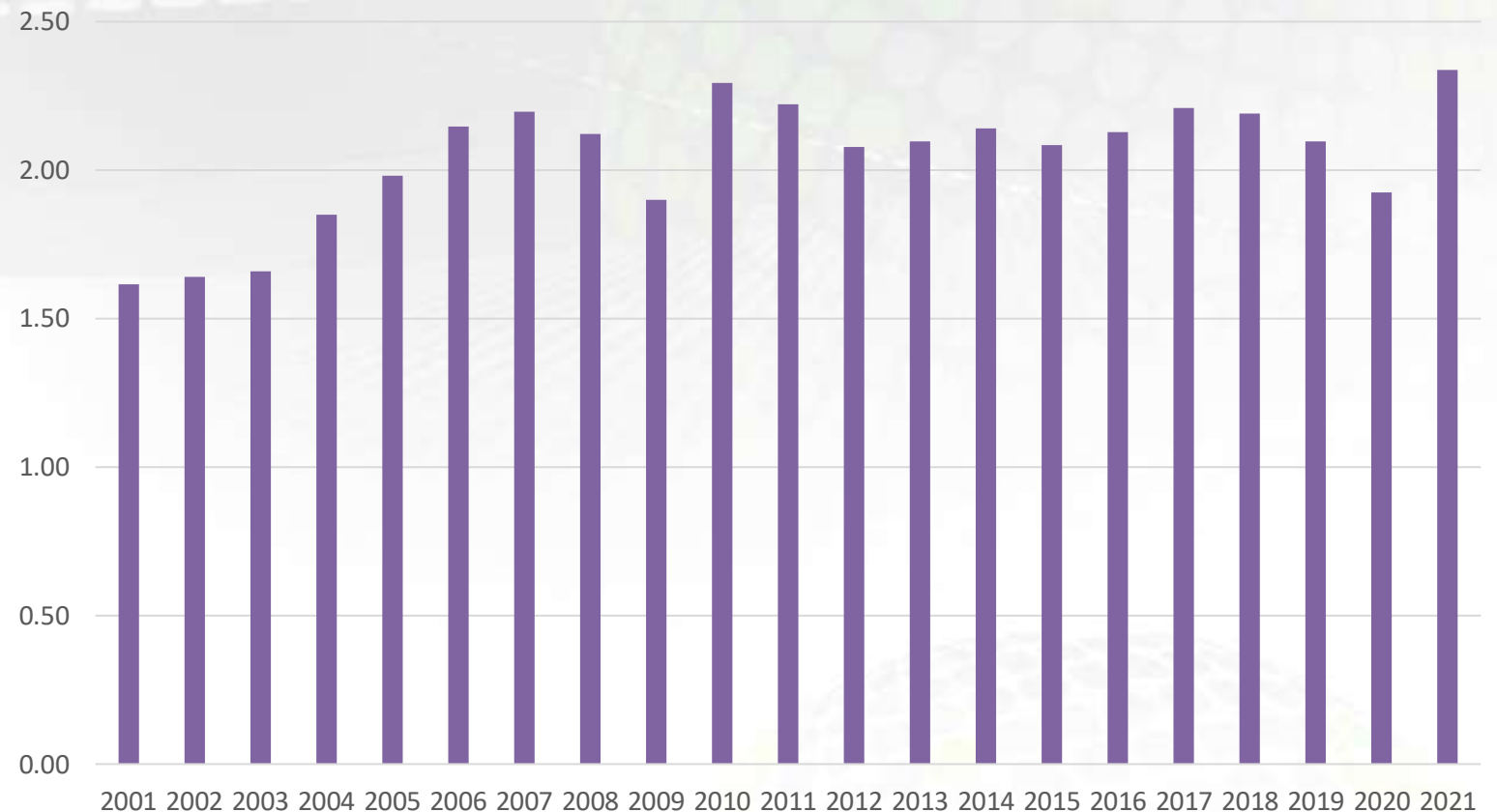
# 11

# CARGO TRAFFIC IN AIRPORTS – EXAMPLES

## Frankfurt - Germany



Cargo traffic at Frankfurt Airport from 2001 to 2021  
(in million metric tons)



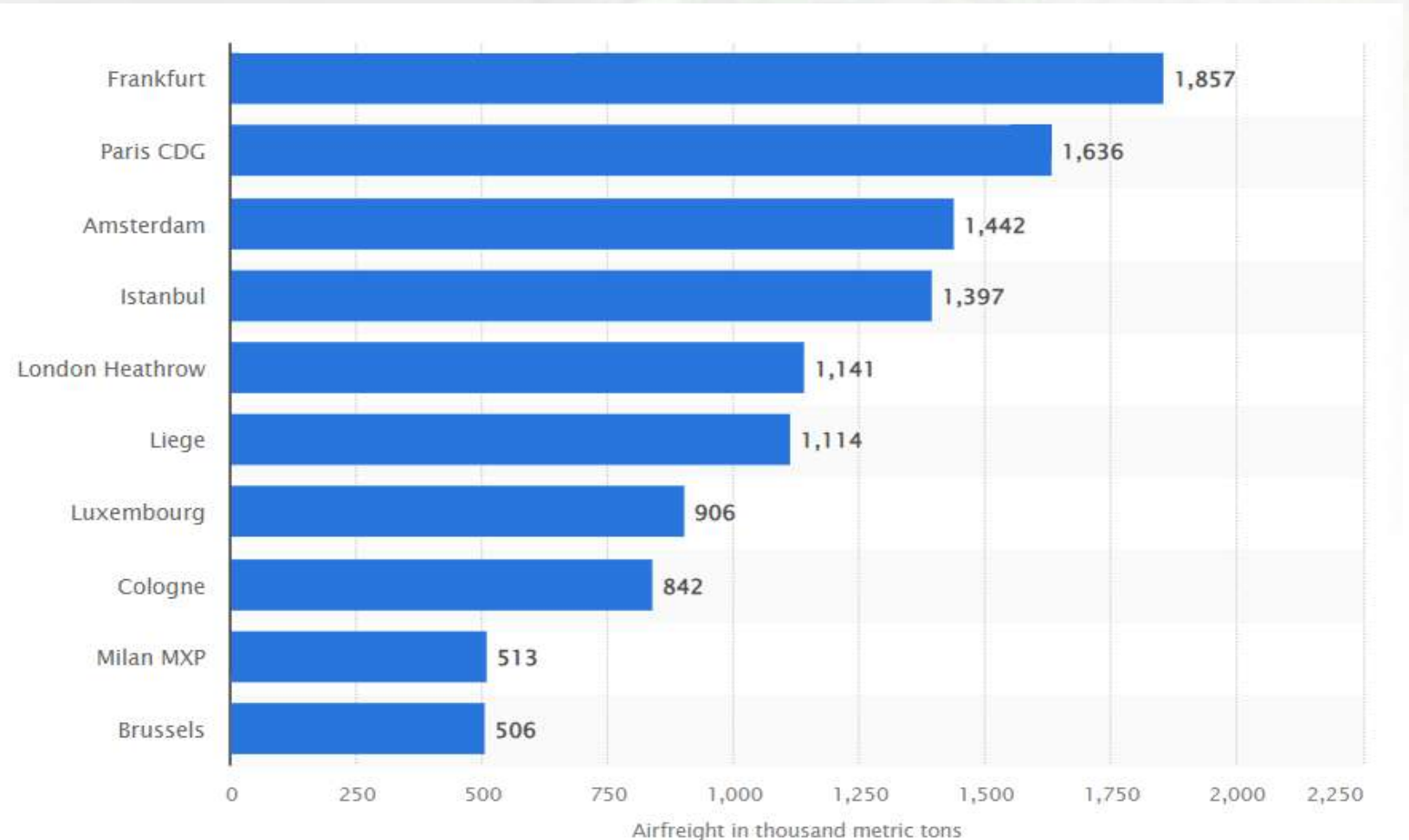
# 11

# CARGO TRAFFIC IN AIRPORTS – EXAMPLES

## Europe



Volume of airfreight processed by Europe's leading airports in 2020, by airport



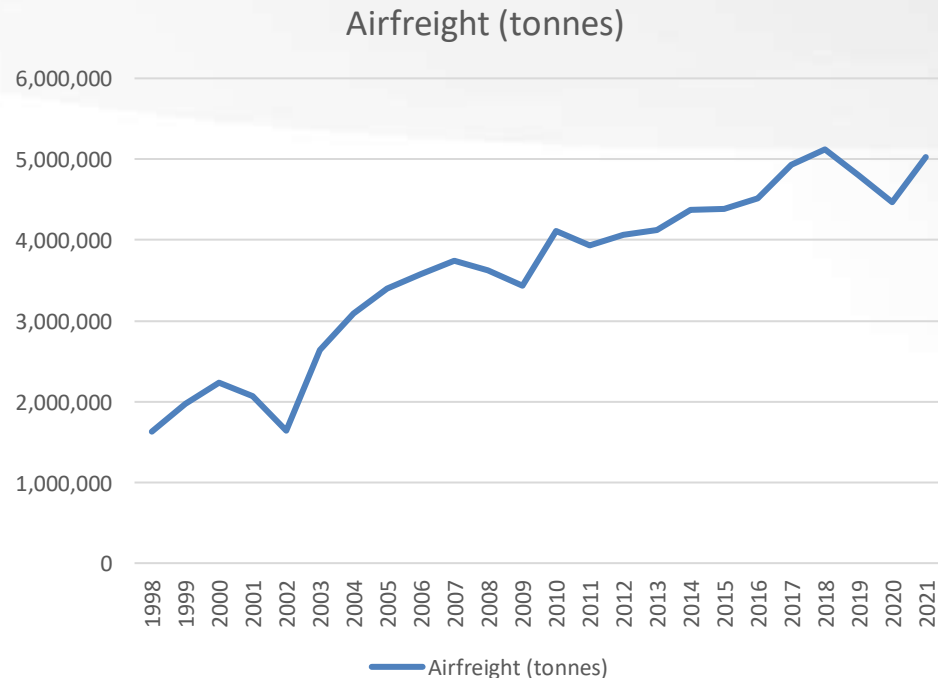


# 11

# CARGO TRAFFIC IN AIRPORTS – EXAMPLES

## Hong Kong - China

One of the largest trans-shipment centres, passenger hubs and gateways for destinations in greater China, Asia & the world.



**The world's busiest cargo gateway**



### Expertise in:

- Dangerous goods handling
- Freight consolidation
- General cargo
- Human remains transportation
- Large and oversize freight
- Live animal transportation
- Perishable cargo
- Pharmaceutical and medical transport
- Unaccompanied baggage
- Warehouse and bond operations

**Over 5 million tonnes of cargo annually**

**DHL - 35,000 parcels & 40,000 packages / hour**

**Has the world's 2<sup>nd</sup> largest stand-alone air cargo handling facility**

# 11

# CARGO TRAFFIC IN AIRPORTS – EXAMPLES

## Hong Kong - China



Source - Air Traffic Statistics at HKIA

## Hong Kong International Airport

Cargo Handled ('000 Tonnes)

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2022	Unloaded	117	100	131	123	126	122	117	113	115	115	109	112	1400
	Loaded	274	172	220	253	238	240	231	225	226	237	245	239	2800
	Total	391	272	351	375	364	363	348	339	341	351	354	351	4200
2021	Unloaded	136	109	136	123	129	132	138	138	146	151	149	159	1646
	Loaded	274	201	261	263	275	267	281	291	309	311	329	317	3380
	Total	410	310	397	386	404	399	419	429	455	462	478	477	5025
2020	Unloaded	118	117	125	99	111	114	120	118	129	133	134	144	1463
	Loaded	240	135	254	237	266	244	252	254	258	270	300	295	3005
	Total	359	252	379	337	377	358	373	372	386	403	434	439	4468
2019	Unloaded	136	112	151	133	139	136	138	130	138	142	143	145	1645
	Loaded	265	164	281	261	266	251	263	257	268	286	306	298	3165
	Total	401	276	432	394	404	387	401	387	406	428	449	443	4809
2018	Unloaded	147	123	165	148	151	154	156	154	152	156	154	155	1815
	Loaded	272	197	265	280	286	270	276	278	280	297	312	293	3306
	Total	419	321	431	428	437	424	433	432	432	453	466	448	5121
2017	Unloaded	128	126	154	136	138	142	149	144	148	148	152	159	1724
	Loaded	245	168	279	262	270	268	274	268	281	282	313	302	3214
	Total	373	294	433	398	409	410	423	412	428	430	466	462	4937

Unloaded and Loaded Cargo includes import, export, transshipment (counted twice) cargo and air

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THANK  
YOU







# Transport of Dangerous Goods

*Session VT2-VT3  
(Jan – Feb 2023)*

*TMS Consult*



# OUTLINE

**1**

**Dangerous  
Goods**

**2**

**History**

**3**

**Packaging and  
Tanks**

**4**

**Means of  
transport**

**5**

**ADR Agreement**

**6**

**Safety  
requirements**

**7**

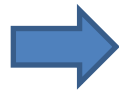
**Multimodal Transport  
of Dangerous Goods**

# 01

# DANGEROUS GOODS

Products that pose **risks** to the general public, property, and the environment (at all stages of their lifecycle)

**Hazard labels**



Small spillages of highly toxic substances may have **disastrous effects**



# 01

# DANGEROUS GOODS

Class 1: Explosives

Class 2: Gases

Class 3: Flammable liquids

Class 4: Flammable solids

Class 5: Oxidizing substances & organic peroxides

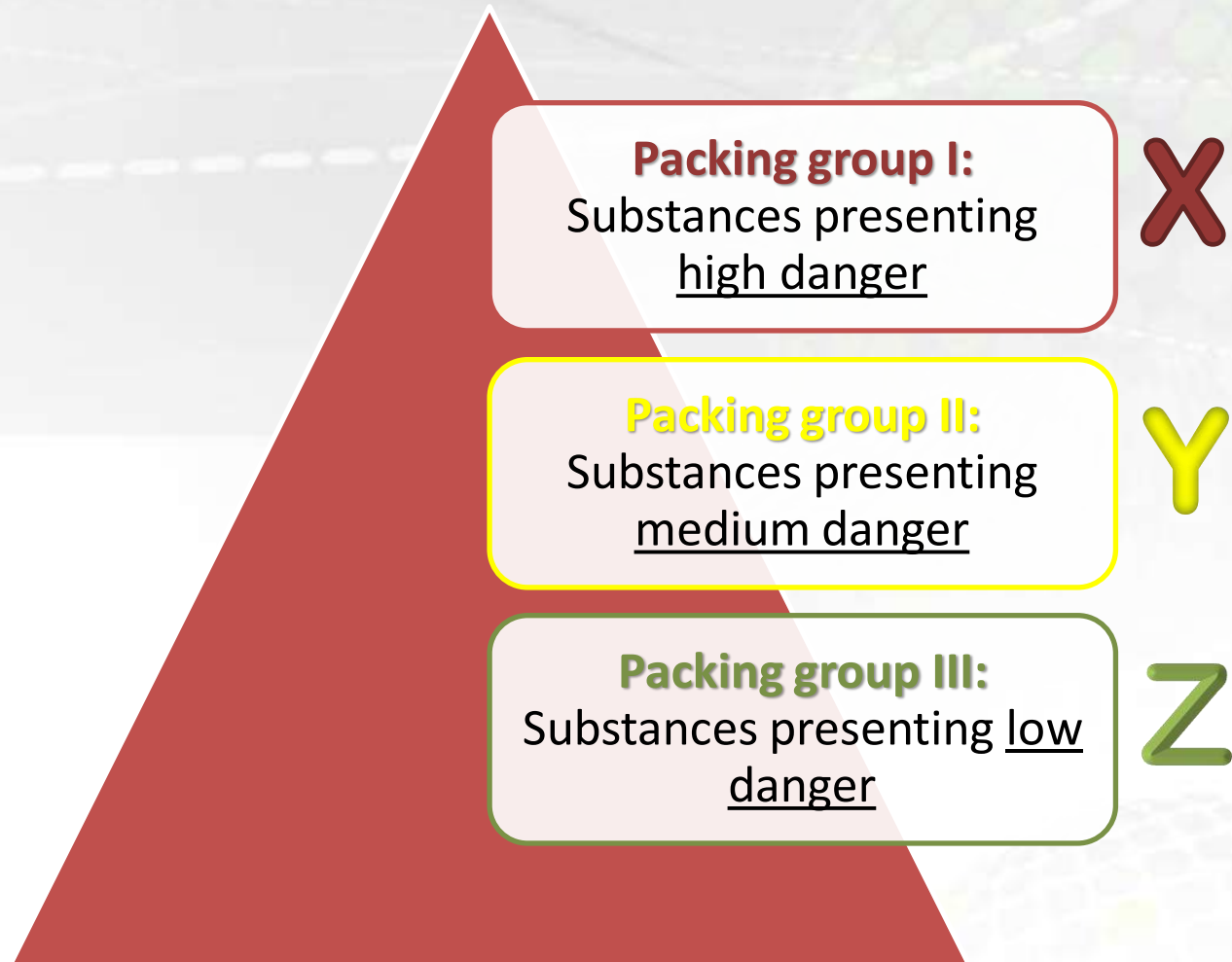
Class 6: Toxic and infectious substances

Class 7: Radioactive material

Class 8: Corrosive substances

Class 9: Miscellaneous dangerous substances & articles





# 03

# PACKAGING AND TANKS

## Classic packaging

Up to 400 kg or 450L



## IBCs\* and large packaging

400L - 3000L

500 kg - 1000 kg

\*Intermediate Bulk Containers



# 03

# PACKAGING AND TANKS



**Tanks**



# 04

# MEANS OF TRANSPORT

**Road**



**Air**



**Rail**



**Sea**

## Regulations and Agreements:



**Road → ADR**



**Air → ICAO**



**Rail → RID**



**Sea → IMO**

International Carriage of Dangerous Goods by Road (ADR)  
International Civil Aviation Organization (ICAO)  
International Carriage of Dangerous Goods by Rail (RID)  
International Maritime Organization (IMO)



# 05

# ADR AGREEMENT



Regulated international carriage of Dangerous Goods by Road (European Agreement)

Since **1957**

*Regulates* movement of all **solid, liquid and gaseous products**

**Allows** carriers of one country to carry dangerous goods to any other Contracting Party country

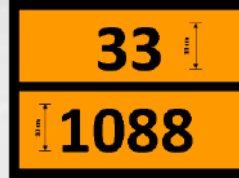
*54 Countries* are party to ADR (as of 2022)

Annex A for packaging and labels.

Annex B for construction, equipment, and use of vehicles

# 06

# SAFETY REQUIREMENTS



2 Clearly Visible  
Placards

Driver Training

Appropriate Labelling  
and Symbol

Vehicle Inspection Tests

Max. speed to 10 km/h  
below the limit

## Multimodal Transport

Requirements for air, rail, road and sea **are not all the same**

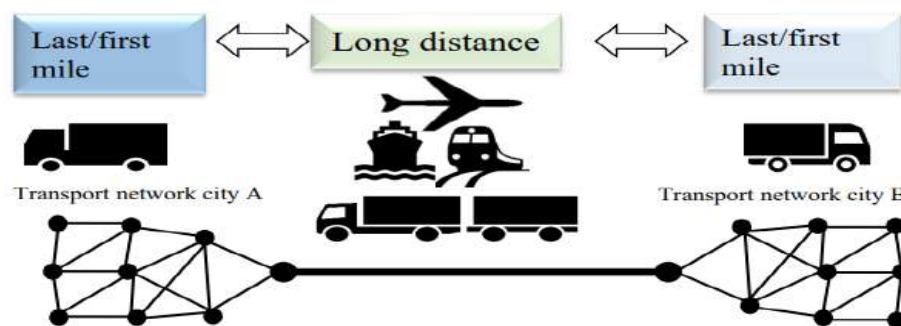


the United Nations Recommendations on the Transport of Dangerous Goods to:

Eliminate or Minimise Risks

Promote Safety

Facilitate Transportation



**DIFFICULTIES RELATED WITH:**

Different Conventions Implementation

Training Deficiencies

Unconsciousness For Dangerous Cargoes

Special Transit Regulations

Transportation Costs



## Multimodal Transport Solutions

Containerships

Company A

Company B

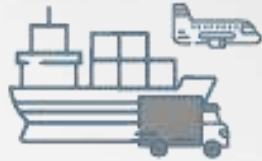
Company C

Company D

Company C

Company B

Company C



**International sea, air  
and land transport**



**Handling and storage**



**Document management &  
administrative formalities**



**Customs  
Management**



**Transparency  
throughout the process**

# MULTI-MODAL TRANSPORT OF DANGEROUS GOODS

## Multimodal Dangerous Goods Form (By UN)

### Containerships

Company A

Company B

Company C

Company D

Company C

Company B

Company C

Shipper/Consignor/Sender of Record		Transport document number -			
		Page of pages	Shipper's reference		
		Booking No.	Freight Forwarder's reference		
Consignee		Carrier (to be completed by carrier)			
Vessel Name and voyage		Emergency contact telephone (with international access code)			
Place of receipt	Port/place of loading	Additional handling information:			
Port/place of discharge	Place of final destination				
		Placards/Signs:			
Shipping marks	No. and kind of packages	Description of goods (UN No., PSN, Class, PG)	Gross mass (kg)	Net Explosive Qty (Class 1 only)	
<p><b>Use and attach continuation sheet(s) if necessary</b></p>					
Container identification No./ vehicle registration No.	Seal number(s)	Container/vehicle size & type	Tare mass (kg)	Total gross including tare (kg)	
<p><b>CONTAINER/VEHICLE PACKING CERTIFICATE</b></p> <p>It is declared that the packing of the goods into the container/vehicle identified above has been carried out in accordance with the applicable provisions.</p> <p><b>MUST BE COMPLETED AND SIGNED FOR ALL CONTAINER/VEHICLE LOADS (other than tanks) BY THE PERSON RESPONSIBLE FOR PACKING/LOADING PER 5.4.2.1.</b></p>		<p><b>SHIPPER'S DECLARATION</b></p> <p>I hereby declare that the contents of this consignment are fully and accurately described above by the proper shipping name, and are classified, packaged, marked and labelled/placarded and are in all respects in proper condition for transport according to the applicable international and national governmental regulations.</p> <p><b>MUST BE COMPLETED AND SIGNED FOR ALL DANGEROUS GOODS CONSIGNMENTS BY THE PERSON RESPONSIBLE FOR OFFERING THE DANGEROUS GOODS FOR TRANSPORT PER 5.4.1.6</b></p>			
Name of company packing container		Name of company of shipper			
Name/status of declarant		Name/status of declarant			
Place container/vehicle packed		Place and date			
Date packed:					
Signature of declarant		Signature of declarant			

Shipper/Consignor/Sender of Record		Transport document number -			
		Page of pages	Shipper's reference		
		Booking No.	Freight Forwarder's reference		
Consignee		Carrier (to be completed by carrier)			
Shipping marks	No. and kind of packages	Description of goods (UN No., PSN, Class, PG)	Gross mass (kg)	Net Explosive Qty (Class 1 only)	
<p><b>Use and attach additional continuation sheet(s) if necessary</b></p>					

# REFERENCES

*Dangerous Goods* / UNECE. (n.d.). <https://unece.org/transport/dangerous-goods>

UNTC. (n.d.). [https://treaties.un.org/Pages/ViewDetails.aspx?src=TREATY&mtdsg\\_no=XI-B-14&chapter=11&clang=\\_en](https://treaties.un.org/Pages/ViewDetails.aspx?src=TREATY&mtdsg_no=XI-B-14&chapter=11&clang=_en)

*ECE-ECA-ICAP Road Safety Workshop, 12-13 Nov. 2014* / UNECE. (n.d.). <https://unece.org/ece-eca-icap-road-safety-workshop-12-13-nov-2014>

A., A. (2020, February 22). *All About IBC Tanks - Intermediate Bulk Containers*. Nanolike. Retrieved February 7, 2023, from <https://www.nanolike.com/all-you-need-to-know-on-ibc-tanks/all-about-ibc-tanks-intermediate-bulk-containers/>

THANK  
YOU







# Temperature-Controlled Supply Chains

*Session VT2-VT3  
(Jan – Feb 2023)*

*TMS Consult*



# OUTLINE

**1**

**The Cold Chain**

**2**

**Constraints &  
Challenges**

**3**

**Logistics Process**

**4**

**Packaging**

**5**

**Temperature  
Controlled Logistics**

**6**

**Tracking**

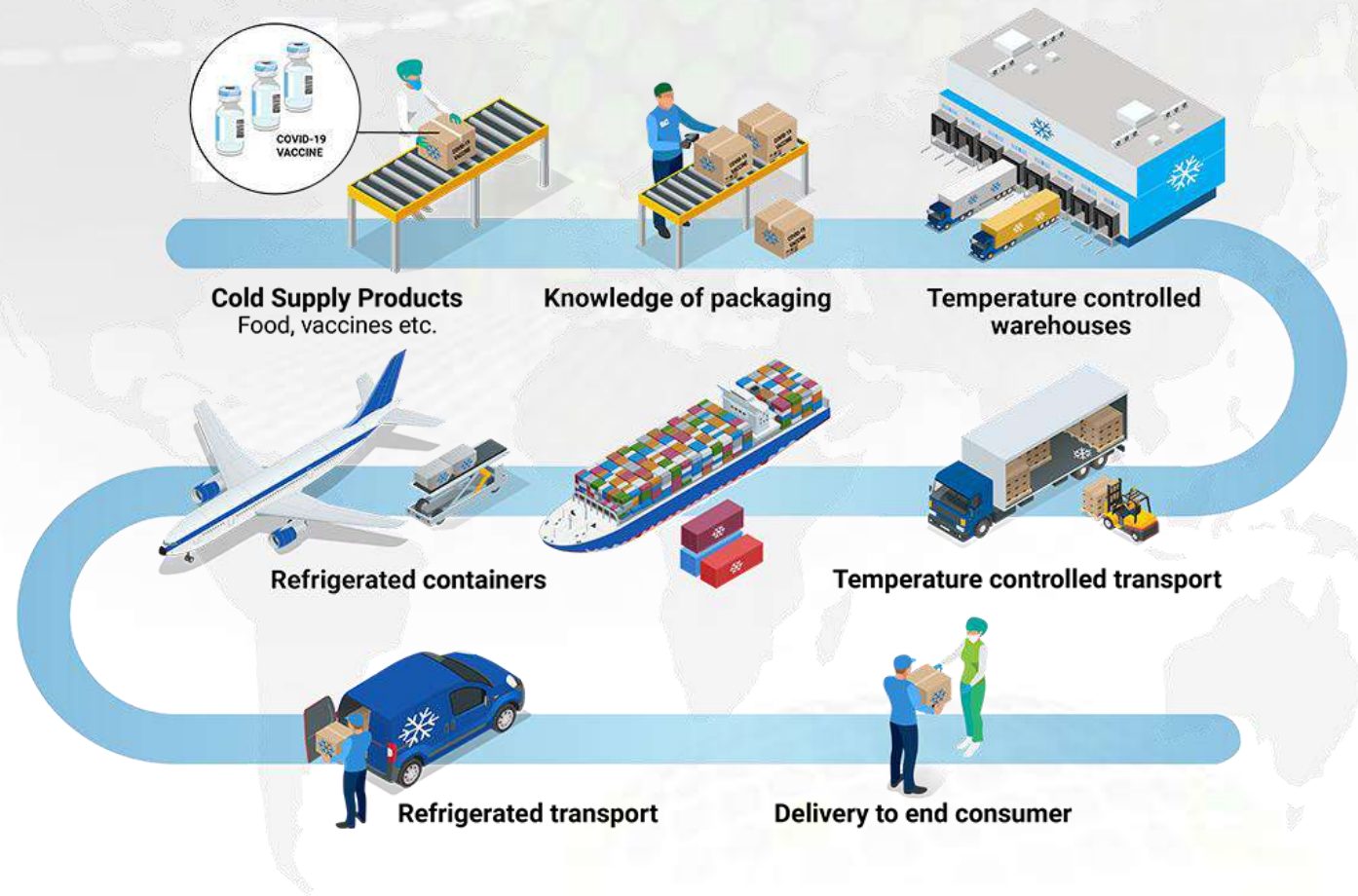


# 01

# THE COLD CHAIN

Transportation of temperature sensitive products along a supply chain

Goods Transported through **thermal and refrigerated packaging methods**



# 01

# THE COLD CHAIN



Fruits &  
Vegetables



Meat



Fish &  
Seafood



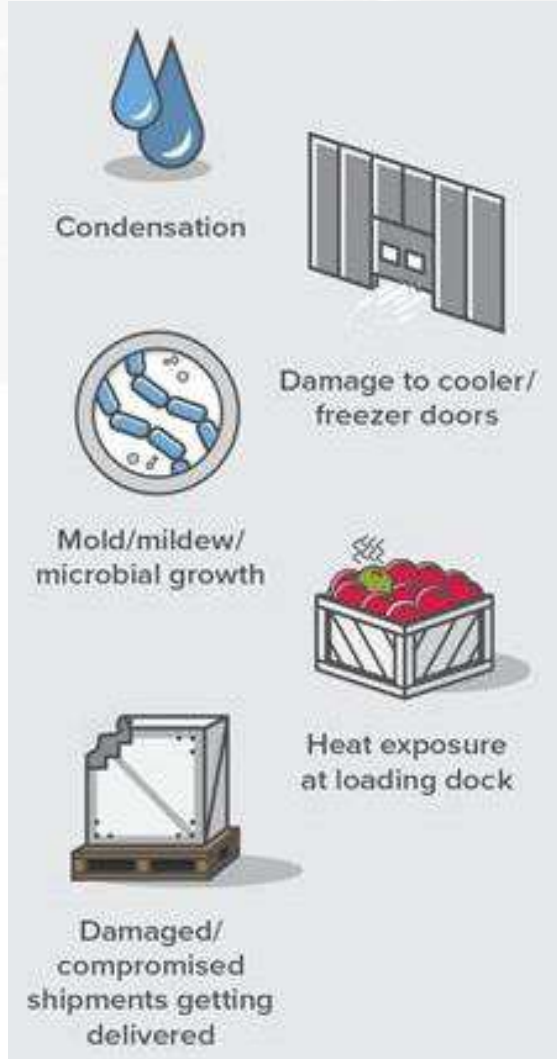
Dairy  
Products



Beverages



Pharmaceutical



Preventing *Temperature Excursions*

Complying with each country's regulations (in international logistics)

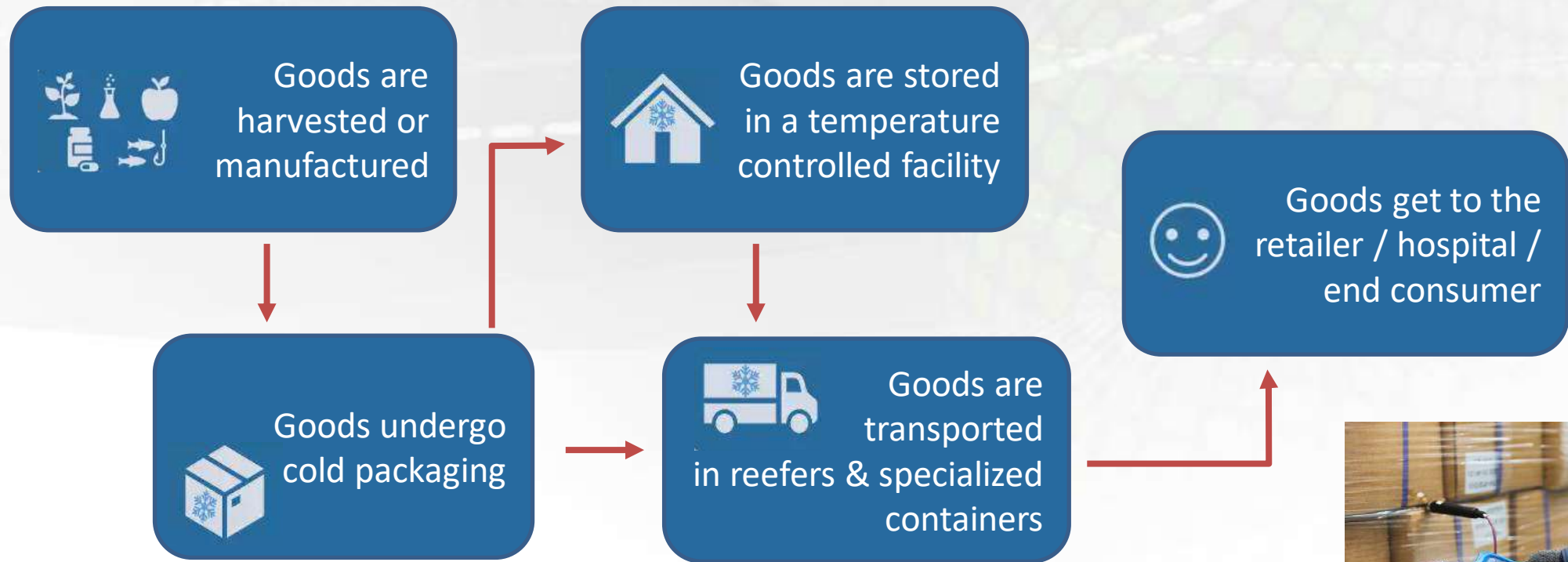
Tracking Products

**Damaged** cooler/freezer doors

Condensation (Build up of condensation in coolers and freezers)

# 03

# LOGISTICS PROCESS



**The longer the journey  
→ the more legs (and/or transportation modes) involved**



# 04

# PACKAGING



Type of packaging depends on multiple **factors**

Type of Cargo

Required  
Temperature and  
Humidity Levels

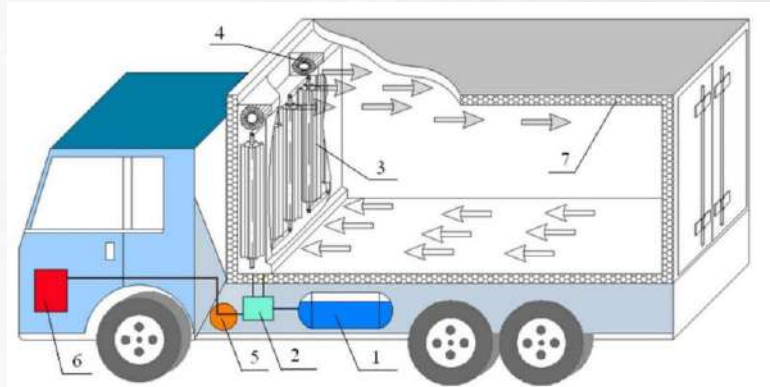
Size of shipment

Duration of transit

Outside temperature  
(for long-distance  
shipments)

# 05

# TEMPERATURE CONTROLLED LOGISTICS



Refrigerated Vehicles



Active shipping system

Air freight &  
Sea freight  
Long-term  
shipments



Passive shipping system

Short journeys

Maintain Temp  
over a set period  
of time



Airfreight vs Sea freight  
temperature-controlled logistics

- By Air:
- products with a short shelf life
  - pharma products
- By Sea:
- products with a longer shelf life
  - Less Cost



# 06

# TRACKING



Global Positioning System (GPS)



Global System For Mobile Communication (GSM)



Radio-frequency Identification (RFID)

Bluetooth Low Energy (BLE)



# 06

# TRACKING



GPS, RFID, and BLE technologies compared

	GPS	RFID	BLE
Price of tag	\$10-\$100	Passive: less than \$1 Active: \$20-\$100	\$10-\$30
Size of tag	5-100mm	Passive: less than 1mm Active: 5-30mm	5-30mm
Price of reader	Transmits over cellular network	\$100-\$750 Handheld: \$500-\$4000	Up to \$100 or a smartphone
Read range	Global	Passive: up to 10m Active: up to 100m	Up to 70m
Auto scanning	✓	✓	✓
Best for	Outdoor tracking of vehicles/containers	Indoor tracking of individual shipments	Indoor tracking of individual shipments

THANK  
YOU

