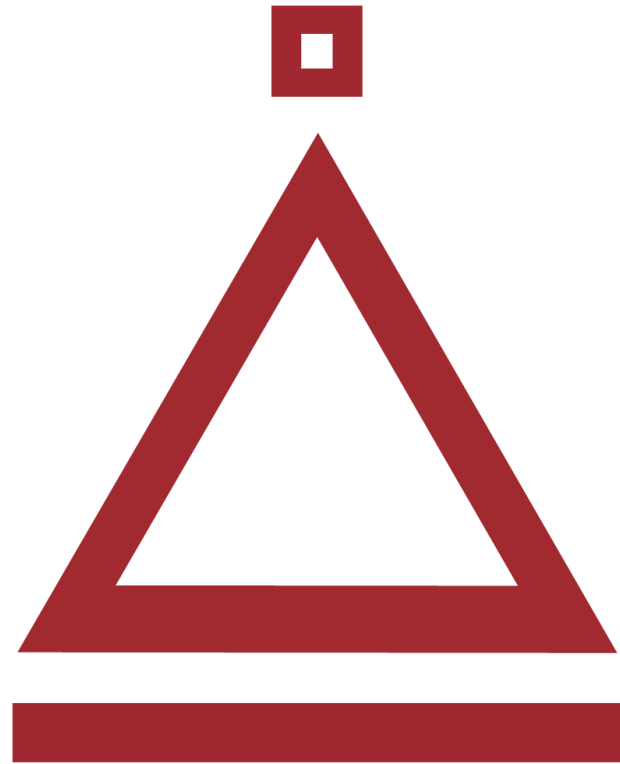




**TRANSPORT
FROM A TO Z**



Latvian Shipping Hawks

- ▶ 1989 - RIGA MARINE COLLEGE
- ▶ 1996 - KARJERA LOĢISTIKĀ, JŪRAS KRAVU PĀRVADĀJUMOS
- ▶ 2004 - e-BUSINESS SCHOOL OF IRELAND



MŪSDIENĀS PIEEJAMIE TRANSPORTA VEIDI

► SĪKPAKAS: PASTS, KURJERS

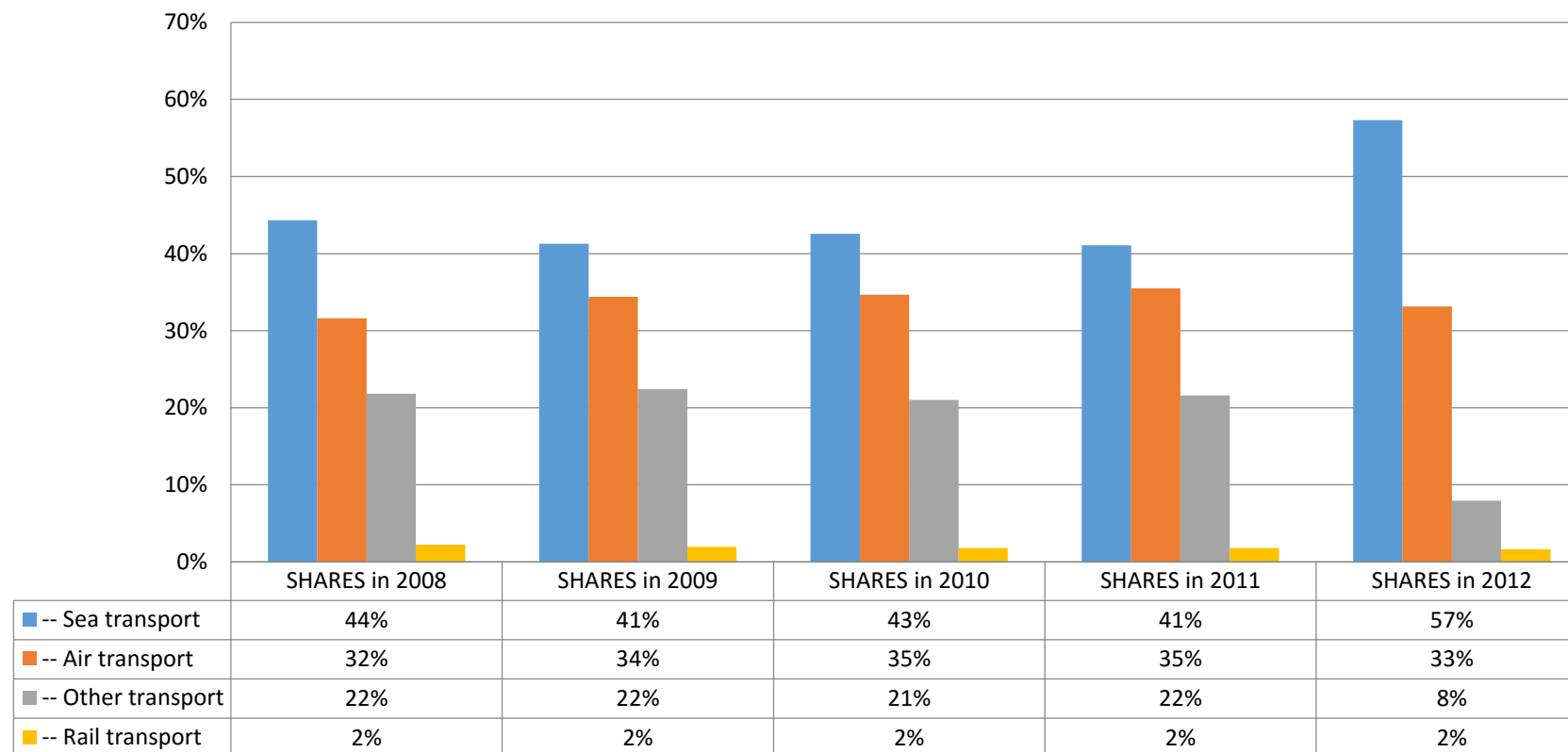
Interneta mazumtirdzniecības apjoms sastāda aptuveni \$2.2 triljonus gada apgrozījuma

► SALIKTĀS KRAVAS: AUTO, JŪRA, DZELZCEĻŠ

► AUTOTRANSPORTS, JŪRAS/UPJU TRANSPORTS, DZELZCEĻŠ, AVIO, CAURUĻVADI



JŪRAS TRANSPORTA DAĻA STARPTAUTISKAJĀ TIRDZNIECĪBĀ



Sources: Eurostat, United Nations Statistics Division, World Trade Organisation, International Monetary Fund and national sources statistics.

GALVENIE RAKSTURLIELUMI

▶ JŪRAS TRANSPORTS IR **LĒNS**

- kravas kuģis vidēji peld ar ātrumu 13-14 jūras mezgli. Konteineru un pasažieru kuģu ātrums vidēji ir 18-25 jūras mezgli.

ALTERNATĪVA: NO ĶĪNAS DZELZCEĻA TRANSPORTS LĪDZ EIROPAI

▶ JŪRAS TRANSPORTS IR **LĒTS**

- jo kravas kuģis var pārvadāt liela apjoma kravu, attiecīgi samazinot pašizmaksu vienas vienības pārvešanai;

- kuģi savieno kontinentus, kas savā starpā ir atdalīti ar ūdeni;

- labvēlīgi vest lētas bet apjomīgas preces un izejmateriālus;

KUÇU VEIDI

- ▶ Bulk carriers
- ▶ Container ships
- ▶ Gas carriers
- ▶ Chemical carriers
- ▶ Roll-on / Roll-off ships
- ▶ Passenger ships



BALKERI & TANKERI

► BALKERI IEDALĀS 4 KATEGORIJĀS:

- Handysize: from 10,000 to 35,000 tons;
- Handymax: from 35,000 to 50,000 tons;
- Panamax: from 50,000 to 80,000 tons;
- Capesize: more than 120,000 tons;

► TANKERI:

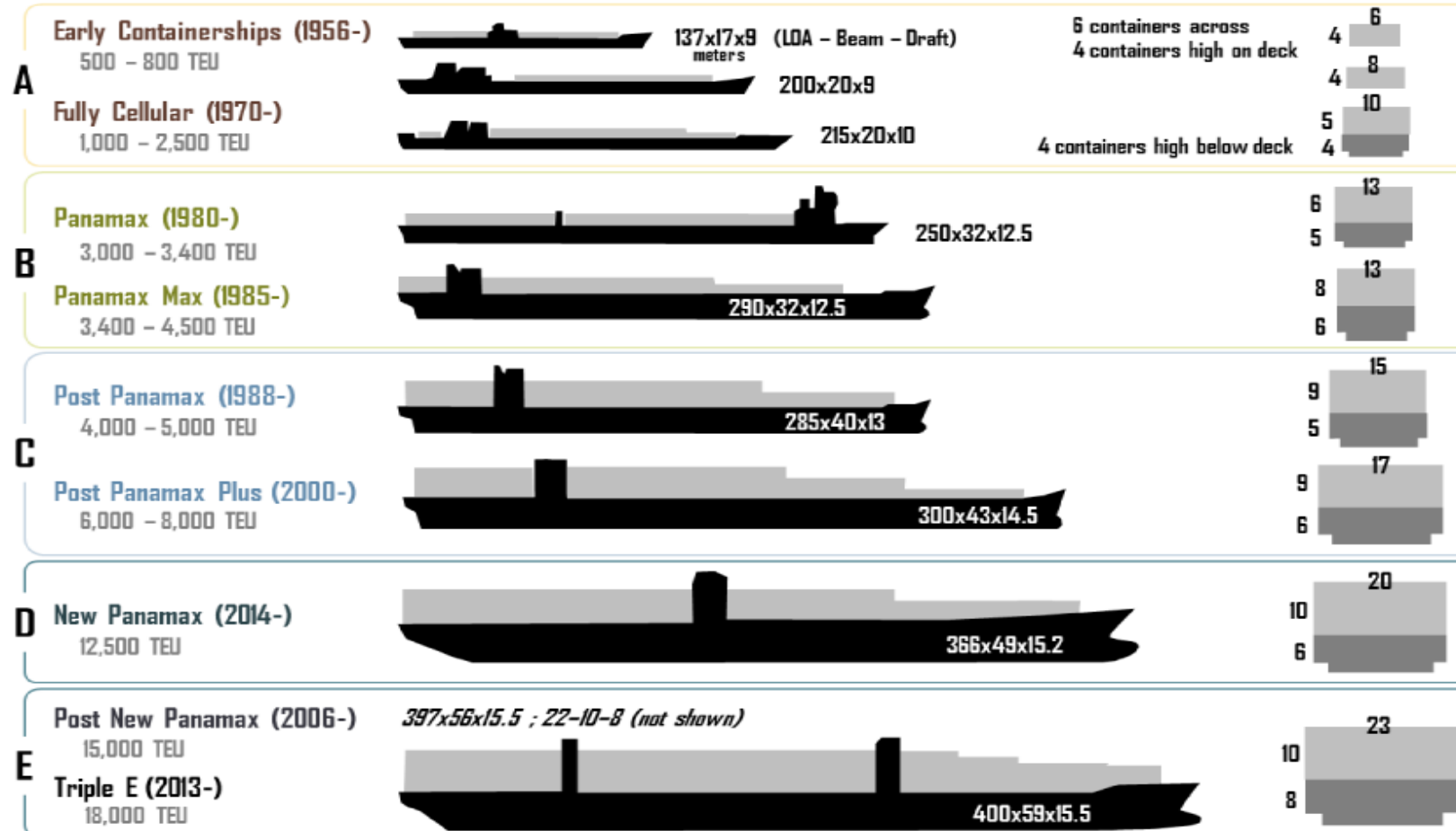
- Handysize tanker: 20,000 to 30,000dwt;
- Handymax tanker: approx. 45,000 dwt;
- Panamax tanker: 79,000 dwt;
- Aframax tanker: 79,000 to 120000 dwt;
- Suezmax tanker: 120000 to 180000 dwt;
- V.L.C.C tanker: 200000- 300000 dwt;
- U.L.C.C tanker : over 300000 dwt;

KONTEINERU KUĢI

- ▶ Speciāli būvēti un konstruēti konteineru pārvadājumiem;
- ▶ Konteineru kuģa kapacitāte mērās TEU (twenty-foot equivalent unit);
- ▶ Lielākie konteineru kuģi mūsdienas sasniedz 400 metru garumu un var transportēt 15,000 konteinerus (TEU);
- ▶ Apkalpe sastāda 13 cilvēki;



KONTEINERU KUĢA EVOLŪCIJA



KUĢNIECĪBAS TIRGI

- ▶ Tiek iedalīti 3 tirgus kategorijās:
 - The liner market;
 - The tramp market (dry cargo);
 - The tanker market;



LOĐISTIKA

A → B



LOGISTIKA

- ▶ Logistika ir izejvielu, resursu, ražošanas, gatavās produkcijas, pakalpojumu un informācijas plānošanas, izpildes un kontroles process no tās radīšanas vietas līdz patērētājam, ar mērķi samazināt izmaksas un pilnīgi apmierināt patērētāja vajadzības.
- ▶ Termins “logistika” ir radies senajā Grieķijā no vārda *logicos* (aprēķināms; nosakāms).
- ▶ Ar vārdu “logistika” Romas impērijā apzīmēja pārtikas sadales noteikumus.
- ▶ Bizantijas impērijā logistika tika definēta kā armijas nodrošinājuma pārvietošana un vadība.
- ▶ Izmantojot logistiku, Napoleons pārvietoja savu karaspēku ātrāk un taktiski veiksmīgāk, kas deva lielu efektu cīņās.

IZAICINĀJUMI

Ar kādiem izaicinājumiem jāstopas starptautiskajos kravu pārvadājumos:

- ▶ Atrast uzticamus sadarbības partnerus sevišķi tālajos maršrutos;
(*Kīnas piemērs*)
- ▶ Atrast optimālo transporta maršrutu;
- ▶ Kombinēt sūtījumus, lai iegūtu efektīvas un lētākas transporta izmaksas;
- ▶ Track & trace kamēr krava tiek pārvietota;
- ▶ Savlaicīga komunikācija, pareizi dokumenti;
(*ISF piemērs*)
- ▶ Laikā sakārtot muitu, tranzīta uc. regulatorās procedūras;
(*EXW piemērs*)

IZAICINĀJUMI

1. Regulējumi attiecināmie uz produkciju.
2. Valstiskie regulējumi.

► Customs, Port and Airport Authorities, Transport Authorities, Health and Agriculture Authorities.



TĀLĀKIE IZAICINĀJUMI

- ▶ pareiza un savlaicīga paziņošana (pre-arrival);
- ▶ efektīva robežu šķērsošana;
- ▶ efektīva ostu / lidostu darbība;
- ▶ muitas darbība;
- ▶ savlaicīga preču izlaišana aprītē;
- ▶ drošība transporta laikā;



PUSES, KAS IESAISTĪTAS STARPTAUTISKAJOS KRAVU PĀRVADĀJUMOS

- ▶ **PĀRDEVĒJS/PIRCĒJS - SELLER/BUYER - SHIPPER/CONSIGNEE:**
The seller and the buyer are the parties contracting with each other for the delivery of the goods. The seller may be the producer or manufacturer of the goods, or may be a party acting as the producer/manufacturer's agent. Both parties agree on the trade terms which will influence the type and terms of shipping documents (e.g. bill of lading or sea waybill).
- ▶ **THE CONSIGNEE** is the party to whom the goods are consigned or sent by **THE SHIPPER**. The consignee may be the buyer of the goods, or a party acting as import agent for the buyer.

PUSES, KAS IESAISTĪTAS STARPTAUTISKAJOS KRAVU PĀRVADĀJUMOS

- ▶ **KRAVAS SAŅĒMĒJS - THE RECEIVER:** is the party who takes receipt of the goods from the sea carrier at the port or place of delivery. Some consignees will take direct delivery of goods from carriers, but many consignees in the liner trades employ an agent such as a freight forwarder to act as a “**CLEARING AGENT**” in the customs and other formalities of importing the goods, and for transportation of goods to their ultimate destination. When loss or damage to goods is discovered on discharge, it is often the receiver who notifies the carrier.
- ▶ **PAZIŅOŠANA PAR IENĀKŠANU - THE NOTIFY PARTY:** (a term found in most bills of lading and sea waybills) is the party who must be informed by the carrier of the ship’s arrival, so that collection of the goods can be arranged. The notify party may be the consignee or a receiver.

PUSES, KAS IESAISTĪTAS STARPTAUTISKAJOS KRAVU PĀRVADĀJUMOS

► **EKSPEDITORS - FREIGHT FORWARDER:** A business that plans, coordinates and monitors all operations necessary for the transport and international freight logistics, including auxiliary services and any kind of communications. A freight forwarder is a transport intermediary, operating in the liner trades, who arranges the export of another party's goods (by land, sea or air) and "forwards" the goods into the care of the sea carrier. Freight forwarders can advise on routeing, can arrange carriage with a carrier (booking space, paying freight, etc.), can prepare or assist in preparing customs documents, can make customs entry (clearance) of goods, can arrange packaging and warehousing of goods before shipment, can arrange goods transit insurance, and can in many cases arrange "groupage" or "consolidation", meaning the more cost-effective shipment in one transport unit of several small parcels sent by different shippers, where they are all destined for the same delivery port or place)

PUSES, KAS IESAISTĪTAS STARPTAUTISKAJOS KRAVU PĀRVADĀJUMOS

- ▶ **CONSOLIDATOR:** Intermediary who sells cubic meters of container space destined for a particular port and groups goods from various exporters to fill a full container. Any company that has a small volume to ship will use this actor;
- ▶ **MUITAS BROKERIS - CUSTOMS AGENT:** Natural or legal person authorized to perform, on behalf of others, the formalities of customs clearance of goods: produce documents, request inspections, pay duties and taxes;

PUSES, KAS IESAISTĪTAS STARPTAUTISKAJOS KRAVU PĀRVADĀJUMOS

- ▶ **KUĢNIECĪBAS KOMPĀNIJA - SHIPPING COMPANY:** Legal owner of a vessel or vessels transporting goods to different ports, following particular routes or lines. The shipper is the party who contracts for the carriage of the goods by sea and delivers the goods into his care, whether this party is the seller or an agent of the seller;
- ▶ **FEEDER (COASTAL) VESSEL OWNER / OCEAN (DEEP SEA) VESSEL OWNER;**
- ▶ **KUĢU LĪNIJAS ĢENTS - SHIPPING AGENTS:** Natural person or legal representative of the shipping company in a given port. The shipping agent organizes the administrative tasks carried out during the ships stay at port. They also handle functional tasks related to the carrying of merchandise and related documents;

PUSES, KAS IESAISTĪTAS STARPTAUTISKAJOS KRAVU PĀRVADĀJUMOS

► **NVOC:** The seller, however, may be employing the services of a freight forwarder to perform the various functions involved in exporting the goods, and it may be the freight forwarder who contracts for carriage of the goods with the shipowner, making the freight forwarder the legal shipper. Another possibility is that a certain amount of cargo space on board the ship has been contracted to a non-vessel owning carrier (NVOC) , and the seller or his agent has contracted with the NVOC to transport the goods; in that case, the NVOC will be the legal shipper in the contract with the shipowner. Whoever the shipper is in law, however, the document evidencing receipt of the goods by the carrier (e.g. a bill of lading or sea waybill) will be issued by the carrier to that party, and that party will be giving employment to the ship. In some countries, including the USA, the shipper may be called the consignor.

PUSES, KAS IESAISTĪTAS STARPTAUTISKAJOS KRAVU PĀRVADĀJUMOS

- ▶ **PĀRVADĀTĀJS - CARRIER:** Responsible for transporting the container from a specified location to the destination port. A carrier is a party who contracts with a shipper for the transport of goods by sea. In the liner trades, where nonvessel owning carriers offer shipping services, the carrier with whom the seller or the seller's agent makes his carriage contract is not necessarily the carrier actually performing the sea carriage. Furthermore, where a ship is chartered and is being operated commercially by the charterer (such as a time charterer), the identity of the legal carrier may depend on the information stated on the bill of lading or sea waybill;
- ▶ **APDROŠINĀTĀJS - INSURANCE COMPANY:** Insurance companies, cover any incidents that may occur during the transport of goods by charging a premium;

PUSES, KAS IESAISTĪTAS STARPTAUTISKAJOS KRAVU PĀRVADĀJUMOS

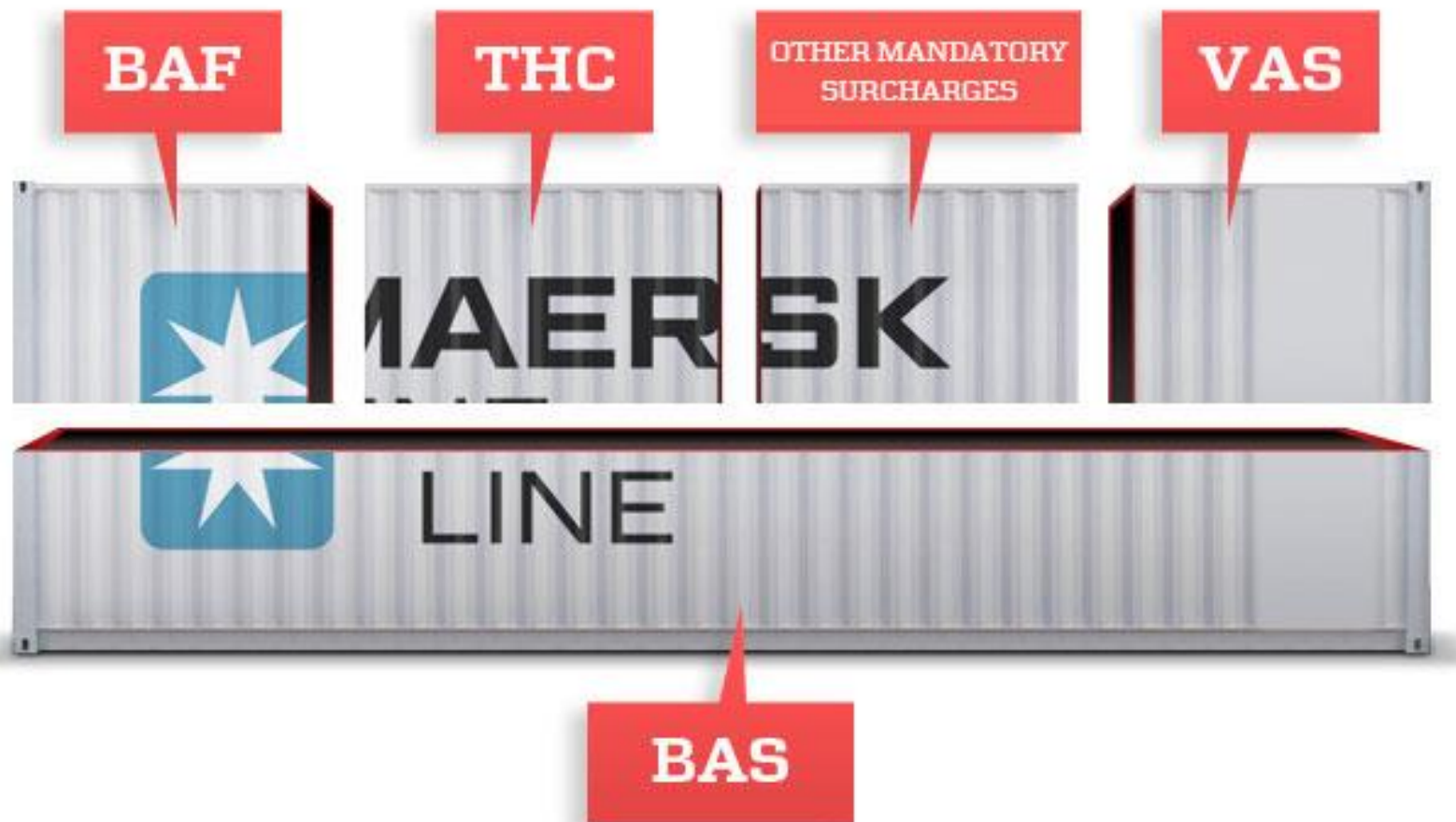
► **BANKAS:** Offer a variety of products and solutions in the field of international business (documentary credits, export credits...). Banks will form links in the transport document chain when payment for the goods is being made by means of a Letter of Credit. For notes on the documentary credit system. For notes on the bill of lading in the documentary credit system;

► **ČĀRTERA AĢENTS - CHARTERERS AGENT:** Since time charterers require their cargo operations in each port to be overseen by reliable port agents, particularly in specialised trades, the charterers will normally reserve the right to nominate agents, although these “charterers’ agents” will usually be appointed and have their fees paid by the owners. (The owners will therefore be the principal in the legal relationship.)

As in a voyage charter on free in and out terms , a protecting agent may be appointed by the owners where there is any conflict of interest between owner’s and charterer’s requirements.

Since the master is normally under the charterer’s orders regarding employment and agency , charterer’s agents have the right to sign bills of lading on behalf of the master, although the master will usually be required to sign a form or letter authorising them to do this.

NO KĀ SASTĀV FRAKTS LIKME



NO KĀ SASTĀV FRAKTS LIKME

- ▶ **The Basic Ocean Freight - BAS.** Tarifs par kādu prece tiek pārvadāta. Vairāki faktori ietekmē, kā piemēram izcelsme-nogāde, kravas veids;
- ▶ **The mandatory surcharges.** Piecenojums, papildus izmaksas, ar kurām apliekas katrs sūtījums. Šīs izmaksas veidojas neatkarīgi no BAS;
- ▶ **Bunker Adjustment Factor - SBF.** The Bunker Adjustment Factor (SBF) is a charge to account for the fluctuations in bunker costs (oil used by the vessels) that changes on quarterly basis. [Click here to see the current SBF levels;](#)
- ▶ **Terminal Handling Charges - THC.** Our Terminal Handling Charges are based on the cost of handling the container in the terminals, including loading and discharging containers to/from the vessel. [Click here to see the current THC levels;](#)
- ▶ **Documentation Charges.** Documentation Charges are a service whereby provide with the necessary transport documents at the origin and destination, based on shipping instructions;

NO KĀ SASTĀV FRAKTS LIKME

- ▶ **Emergency Risk Surcharge - ERS.** The Emergency Risk Surcharge (ERS) covers additional costs faced by the carrier when moving cargo in dangerous regions including those that are threatened by hazards, violence or piracy. The fee will be applied to bookings that are from, to or transited through the affected areas;
- ▶ **Low Sulphur Surcharge - LSS.** The Low Sulphur Surcharge (LSS) covers the expenses related to the usage of low-sulphur fuel with a maximum sulphur content of 0.1% used in shipments transported completely or partially across the Sulphur Emission Control Areas;
- ▶ **Verified Gross Mass - VGM.** *(Stājās spēkā ar 01.07.2016.)*

NO KĀ SASTĀV FRAKTS LIKME

► PAMATPRINCIPI:

- neatkarīgi no transporta veida galvenais noteicošais faktors ir pieprasījuma - piedāvājuma likums;
- konkurence;

► FAKTORI:

- kravas specifikācija: apjoms, svars;
- kravas vērtība;
- attālums;
- kanālu nodevas;
- importa / eksporta bilance (equipment repositioning cost);
- kuģu regularitāte, kuģa ātrums, tranzīta laiks;
- konteinera apgrozījuma ātrums;

KUĢU LĪNIJU KONFERENCES

- ▶ Konferences sāka veidot kuģu īpašnieki, lai nostabilizētu frakts likmes, un izvairītos no likmju samazinājuma sakarā ar operātoru pārpilnību;
- ▶ Konferences veido kuģu īpašnieki operācijām kādā konkrētā maršrutā. Piemēram konference “transpacific west bound freight agreement” operē no ASV uz Tālajiem Austrumiem & Indijas sub-kontinentu;
- ▶ Konferences ir atvērta tipa un slēgta tipa, kur jauni dalībnieki netiek ielaisti;
- ▶ Konference: formāls līgums starp kuģu līniju īpašniekiem nosakot cenas, kapacitāti, maršrutus;
- ▶ Konference izziņo frakts tarifus;
- ▶ Frakts parasti tiek noteikta pēc kravas vērtības: dārgākām precēm šis tarifs ir augstāks nekā lētākām precēm;

KUĢU LĪNIJU KONFERENCES

► Konference nosaka tarifus pēc lojalitātes principiem:

- 1) lai piesaistītu maksimālu kravas apjomus konkrētajos maršrutos;
- 2) lai konferences locekļi iegūtu maksimālu labumu;
- 3) lai samazinātu konkurenci;

► Konferenču klientiem tiek pamatā piedāvātas 3 lojalitātes programmas:

- a) atlaižu sistēma ar atlikto maksājumu (deferred rebate system);
- b) duālā likmju sistēma (dual rate system);
- c) tūlitējo atlaižu sistēma (immediate rebate system);

B+C parasti izmanto kontraktos.

KUĢU LĪNIJU KONFERENCES

- ▶ Atliktās atlaides: atlaides tiek kalkulētas frakts summām par laika periodu. Parasti 3 līdz 6 mēneši. Atlaides tiek atmaksātas pēc laika (deferred period) pieņemot, ka klients turpina izmantot konferenci saviem sūtījumiem;
- ▶ Duālās likmes: klients paraksta līgumu ar konferenci par ekskluzīvu patronāžu uz konkrētu partiju vai apjomu. Attiecīgi saņemot zemākas likmes nekā klientiem, kuri strādā bez kontraktiem;
- ▶ Tulītējās atlaides: klients saņem atlaidi nekavējoši:
 - apjoms;
 - destinācija;
 - konteineru disbalanss;
 - ir vieta uz kuģa, kuru jāaizpilda;

STARPTAUTISKĀS TRANSPORTA ORGANIZĀCIJAS

► FIATA, the International Freight Forwarders Association

represents the freight forwarding industry, and is a non-governmental organization with members covering approximately 40,000 forwarding and logistics firms, and employing around 8 - 10 million people in 150 countries;

► IATA, the International Air Transport Association

is a non-governmental organization representing the airline industry, with members covering some 240 airlines comprising 84% of total air traffic. IATA provides a standard approach for cargo facilitation to comply with government regulations requiring the provision of cargo information. IATA has developed Dangerous Goods Regulations (DGR) to prepare and document dangerous shipments;

STARPTAUTISKĀS TRANSPORTA ORGANIZĀCIJAS

► IATA's Live Animals Regulations (LAR)

is a standard for transporting live animals. The Convention on International Trade in Endangered Species (CITES), recommends in its Resolution for Transport of Live Specimens (Conf. 10.21) that all parties dealing with the preparation and transport of live animal specimens follow the instructions provided by the LAR and incorporate them in their national legislation;

STARPTAUTISKĀS TRANSPORTA ORGANIZĀCIJAS

► IATA's Perishable Cargo Regulations (PCR)

is a reference guide for all parties involved in the packaging and handling of perishables for air transportation. CITES recommends that all parties dealing with the preparation and transport of live plant specimens follow the instructions of the PCR and incorporate them in their national legislation. For electronic communication, IATA has developed solutions through e-freight, which aims to remove paper from the air cargo supply chain and replace it with cheaper, more accurate and more reliable electronic messaging. Both traditional EDI messages through IATA's CARGO-IMP standards and XML messages are used.

STARPTAUTISKĀS TRANSPORTA ORGANIZĀCIJAS

► ICS, the International Chamber of Shipping and the International Shipping Federation (ISF)

are the principal international trade association and employers' organization for merchant ship operators, representing all sectors and trades and about 80% of the world merchant fleet.

They represent the industry on trade facilitation issues, such as:

- maritime safety
- shipbuilding standards
- cargo liability
- shipping policy and free trade

STARPTAUTISKĀS TRANSPORTA ORGANIZĀCIJAS

► IRU, the International Road Transport Union

is the world road transport organization representing the interests of truck operators (as well as the interests of bus, coach and taxi operators) for the mobility of people and goods by road.

IRU is active in trade facilitation for road transport and aims to harmonize, as far as possible, all legislation currently governing road transport, in order to ensure interoperability, avoid duplication and unnecessary confusion leading to costly delays, law infringements and fines.

STARPTAUTISKĀS TRANSPORTA ORGANIZĀCIJAS

► **UIC, the International Union of Railways / Union Internationale des Chemins de fer**

is a non-governmental organization representing the railway industry. UIC sets and publishes standards for railway sectors, such as for wagons, railway equipment and railway stations. UIC holds responsibility for the railway consignment note (the CIM). UIC has developed standards for the exchange of information between railway companies and railway infrastructure operators, called TSI (Technical Specifications for Interoperability).

STARPTAUTISKĀS TRANSPORTA ORGANIZĀCIJAS

► SMDG

is a user group for shipping lines, container terminals and port authorities, and has developed standards for the maritime container industry, for the exchange of information of stowage plans and of individual movements of sea containers to, within, and from ports.

PALDIES PAR UZMANĪBU!