

**»Tips and tricks in
organizing international
transport of your products«**



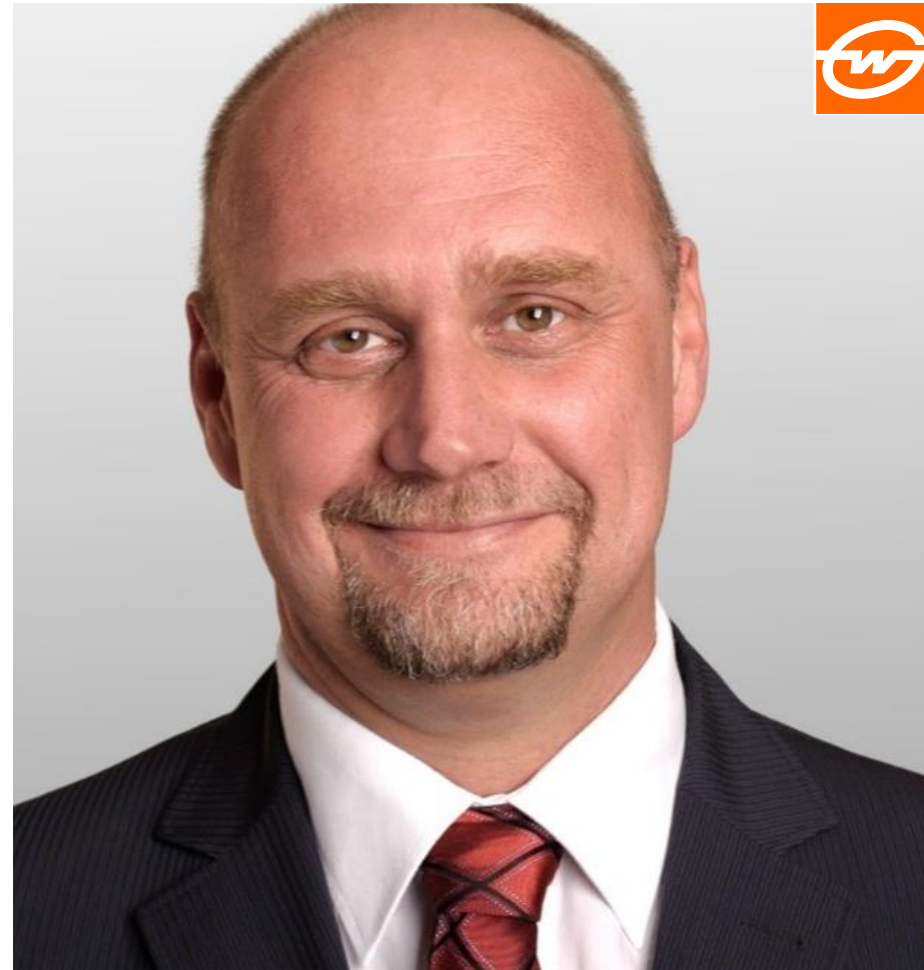
**ALL KINDS OF DAMAGES
WHICH CAN HAPPEN, WILL
HAPPEN...**

... but you can prevent yourself!

YOUR „INSTRUCTOR“

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MURPHY'S LAW

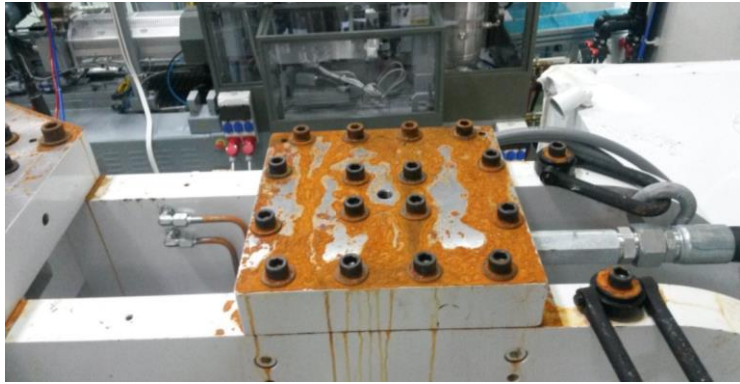


"Anything that can go wrong will go wrong".

It is just a question of:

- what,
- how,
- when,
- where,
- why,
- and the circumstances that lead to it.

JUST A FEW EXAMPLES FOR THE „WARM UP“...



... AND SOME ADDITIONAL....



... AND THEN THE REAL BAD ONES.



WHAT ARE THE DIFFERENT TYPES OF CLAIMS?



- **Financial loss**

- delay
- cash on delivery mistake
- other financial loss, due to e.g. misled loading, customs errors

- **Goods damage**

- complete or partly loss
- complete or partly damage

- Goods damages can be visible (at delivery) or hidden (not visible at delivery)

IMPORTANT TO KNOW FOR YOU:



- In the case of a **visible damage**, a immediate remark has to be made on the delivery documents.
- In the case of a **hidden damage**:
 - the claimant has to complain in written form
 - within defined time frames at the carrier/freight forwarder and
 - the claimant has to prove, that the damage was caused in the custody of the carrier/freight forwarder.













HOW CAN YOU HELP TO AVOID DAMAGES?



- YOU know everything about your goods and shipments.
- Your logistic provider in most cases not.
- To prevent, or to avoid in the case of a claim serious problems it is important, that your logistic provider gets enough information from you concerning
 - the natural consistence of your goods
 - the value of your goods
 - the risk of theft
 - the package

BTW. YOU ALSO HELP WITH THE USE OF THIS:



 <p>This side up</p>	 <p>No Forklift</p>	 <p>Not stackable</p>	 <p>Attention! Fragile</p>	 <p>Keep dry</p>	 <p>Protect form heat</p>
<p>..... kg max.</p>  <p>Limit of weight / Load Capacity</p>	 <p>Weight here</p>	 <p>Center of gravity</p>	 <p>Do not use sack barrow</p>	 <p>Do not use hand hooks</p>	 <p>Do not roll</p>

AND CONCERNING THEFT, THIS PHOTO IS NOT SCIENCE FICTION:



YOU HAVE TO TAKE CARE, THAT



- your goods are packed transport secured (missing of false package leads to a limitation of liability, water resistant package for seafreight is mandatory)
- your goods are satisfactory labeled and marked
- special handling orders are marked
- dangerous goods are marked
- suitable loading equipment is used (paletts, boxes, ISPM-regulations/gassing)

LEGAL BASES – THE MOST IMPORTANT ONE’S



Norm	Valid	Maximum Liability for damage and loss	Claim period	Periods of limitation
CMR	Road Europe incl. e.g. Russia and Mongolia	8,33 SDR/kg brutto (approx. 10,- €) Delay: max. freight	Art.30 - visible dargo damages immediately Hidden damages within 7 days Delays within 21 day sent in written form to haulier/trucker	Art.32 - 1 Year
Montreal Convention	Airfreight International worldwide	19 SDR/kg brutto	Visible cargo damages immediately Hidden damages within 14 days Delays within 14 days	Art.35 - 2 Years
CIM	Railroad international	17 SDR/kg brutto	Art. 57 - visible dargo damages immediately Hidden damages within 7 days Delays within 60 days	Art. 58 - 1 Year
Haag/Visby- Rules	Seafreight international	2 SDR/kg brutto max. 666,67 SDR <u>per package/colli</u>	Art.3 §6 - visible dargo damages immediately Hidden damages within 3 days	Art.3 §6 - 1 Year

LEGAL BASES – WHERE?



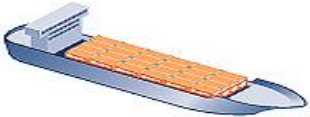
National law / condition of forwarding, eventually CMR



CMR, eventually national laws



Montreal Confession



Haag/Visby-Rules (evtl. Rotterdam-Rules)



CIM

SO PLEASE REMEMBER:



- You hand over your logistics provider a shipment with a value of € 100,000 and a weight of 1,000 kg
- In the case of a damage, his liability is limited
 - under CMR (truck) with € 10,000
 - under Montreal Convention (plane) with € 22,800
 - under CIM (train) with € 20,400
 - under Visby rules with € 2,400
- and you won't count it with a weight of 100 kg....

AND ANOTHER THING TO REMEMBER:



- In the case of different modes of transport (plane, truck, train, vessel) used for one transport
- different laws could apply, this causes
- different liability for your logistics partner.

- This risk can just be avoided with a transport insurance.

AND „ONE FOR THE ROAD“:



- Driver loading / offloading
 - Job of a truck driver is driving trucks – NOT loading/offloading.
 - In many legal bases, the liability for loading/offloading stays at shipper/consignee.
- Safety ... load / traffic
 - Safety load is liability/responsibility of the shipper (who loads the truck).
 - Road safety is liability/responsibility of the truck-driver.
- So, please always find clear written agreements with your logistics providers, the more you clarify in advance, the better for both of you.

A perspective view of a long, straight asphalt road with white dashed and solid lane markings, stretching towards a horizon under a bright blue sky with scattered white clouds. The road is flanked by green grass on the left and a blue sea on the right.

Thank you very much for your attention

GW moves