

Exploring the World and Meeting Its People

Shipping For Overlanders

Douglas Hackney
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Bona Fides

- 43 Countries
- Travel by foot, auto, motorcycle, overland expedition vehicle, train, bus, plane
- Full-time overlanding 2007-2009
- Shipped by truck, air and ocean



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International Shipping Types

- Air
- Ocean



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Air Freight

- Bicycles
- Motorcycles
- Antonov An-225 Mriya Cargo



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Air Freight

- Usually on time
- More reliable
- High precision tracking
- Full unit shipping (vs LCL)
- Process friendlier to outliers
- Costs more, but less than you may think

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Ocean Freight

- Container size vehicles
- Larger-than-container size vehicles



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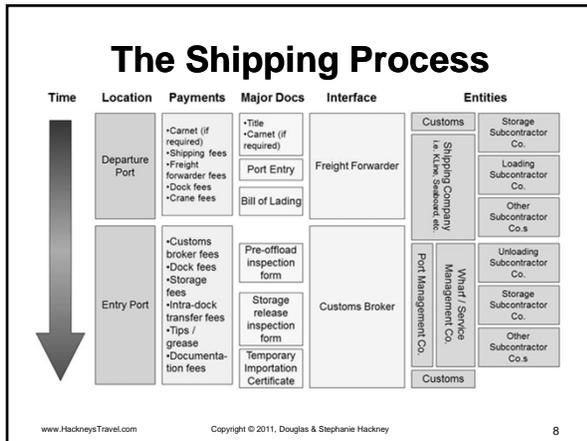
Other

- Truck
- Train
- Lake ship
- Small boat
- Barge





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Short Version

- Freight Forwarders and Customs Brokers are worth the money
- Ship via container
- Things take longer than you think they should

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Verbose Version

- Perspective
- Shipping methods
- Bribes
- Documents
- The Players
- Preparation
- Arrival
- Cargo arrival
- Costs
- Routes
- Insurance
- Terms

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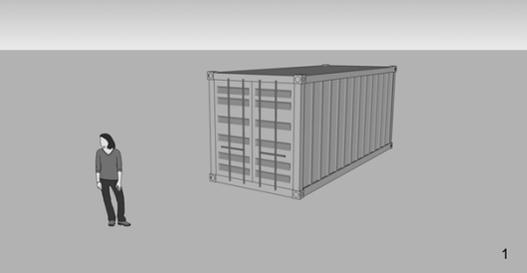
Perspective

- You will ship 1 – 10 times per lifetime
- You ship one TEU
- Industry ships 120 million TEUs per year

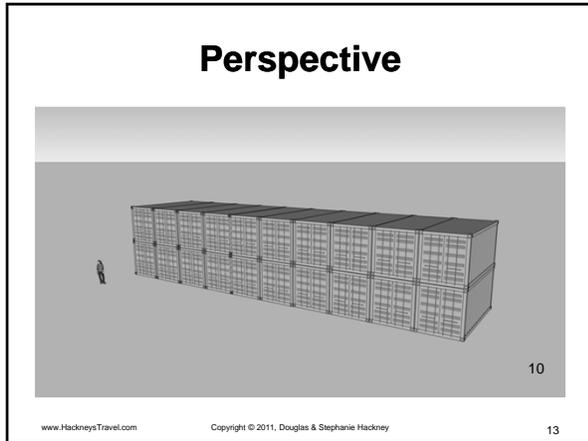


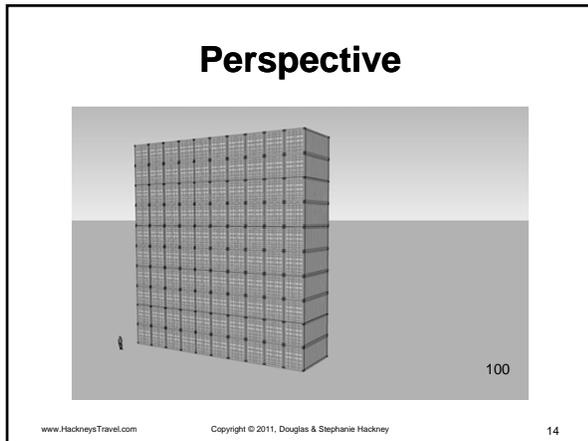
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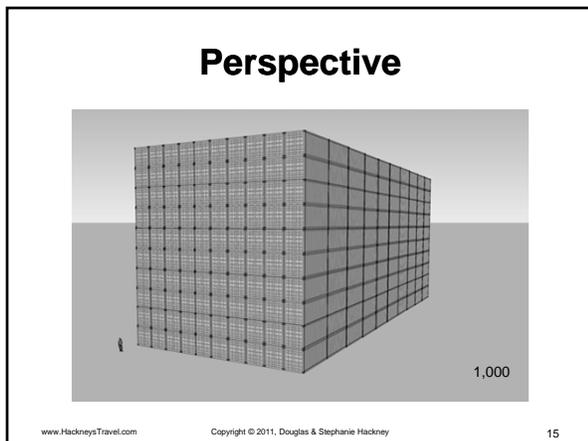
Perspective



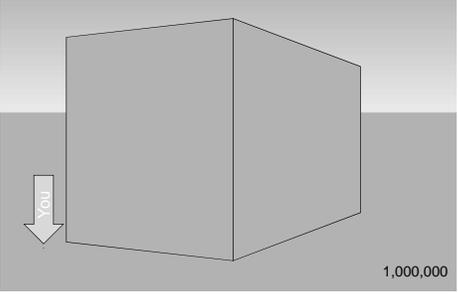
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Perspective



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Perspective

- You vs. 120,000,000



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Perspective

- Shipping industry optimized for big shippers
- You are an outlier
- You are the exception
- You require 100x more handholding than normal shipping customers
- Patience and perspective will be rewarded

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Air Methods

- Air
 - Crate
 - Open pallet



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Ocean Methods

- Container
- Less Than Container (LCL)
- Flat Rack
- Roll On – Roll Off (RoRo)
- Crane & Cradle

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Best Ocean Methods

- Container
 - Ship via container if at all possible
 - World shipping system is optimized for containers
 - Avoid LCL, use a single container with only your goods
- RoRo
 - Best for large vehicles

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20' Container Dimensions

- Internal dimensions:
 - Length: 19' 4" / 5.900m
 - Width: 7' 8" / 2.350m
 - Height: 7' 10" / 2.393m
- Door opening:
 - Width: 7' 8" / 2.342m
 - Height: 7' 6" / 2.280m



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Flat Rack

- Not available in all ports
- Low volume ports require wait for a flat rack to arrive via ship



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Crane & Cradle

- Avoid if possible
- Only method in many small ports for vehicles



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Bribes

- Service charge, expedited fee or bribe?
- Avoid direct payments
 - Use freight forwarder / customs broker for distribution
- Be aware of local customs and expectations



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Documents

- Prepare lots of color, 2 sided copies prior to departure
- Use copies in dev countries
- Entry goal is a stamped carnet or temp import document
- Patience is key; you will be somewhere else soon, they won't be

•Title

•Carnet (if required)

Port Entry

Bill of Lading

Pre-offload inspection form

Storage release inspection form

Temporary Importation Certificate

➔ Focus on the Goal

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Typical Documents

- Passport(s)
- Vehicle title
- Vehicle registration
- Vehicle insurance
- Liability insurance
- Carnet
- Bill of Lading
- Temporary import document
- Proof of prior country exit
- Inspection docs
- International driver's license

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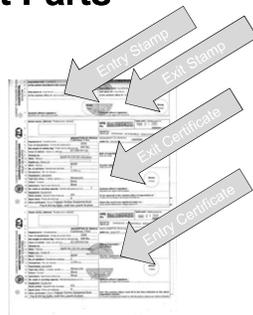
Carnet

- A passport for a vehicle
- Valid for one year
- Not required in all countries
- Requires bond or deposit equal to vehicle value
- > Countries => \$



Carnet Parts

- Three part form
- Entry certificate
- Entry stamp area
- Exit certificate
- Exit stamp area
- Certificates are retained @ border



Carnet Process - Entry

- Stamp and sign entry stamp area
- Stamp and remove entry certificate



Carnet Process - Entry

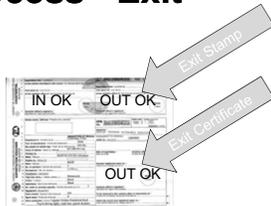
- Entry certificate is retained @ border



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Carnet Process - Exit

- Stamp and sign exit stamp area
- Stamp and remove exit certificate



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Carnet Process - Exit

- Exit certificate is retained @ border



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Carnet Process - Exit

- Exit stamp is critical

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Carnet Process - Return

- All entry and exit stamps and signatures must be present
- Must show exit from all countries
- Must show return to home country
- Bond is refunded when Carnet is returned

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The Players

- Freight Forwarder
- Customs Broker
- Translator
- Fixer

Interface	Entities														
Freight Forwarder	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; text-align: center;">Customs</td> <td style="width: 50%; text-align: center;">Storage Subcontractor Co.</td> </tr> <tr> <td style="text-align: center;">Shipping Company <small>(e.g. K&N, Seaboard, etc.)</small></td> <td style="text-align: center;">Loading Subcontractor Co.</td> </tr> <tr> <td style="text-align: center;">Port Management Co.</td> <td style="text-align: center;">Other Subcontractor Co.s</td> </tr> <tr> <td style="text-align: center;">What / Service Management Co.</td> <td style="text-align: center;">Unloading Subcontractor Co.</td> </tr> <tr> <td style="text-align: center;">Customs Broker</td> <td style="text-align: center;">Storage Subcontractor Co.</td> </tr> <tr> <td></td> <td style="text-align: center;">Other Subcontractor Co.s</td> </tr> <tr> <td></td> <td style="text-align: center;">Customs</td> </tr> </table>	Customs	Storage Subcontractor Co.	Shipping Company <small>(e.g. K&N, Seaboard, etc.)</small>	Loading Subcontractor Co.	Port Management Co.	Other Subcontractor Co.s	What / Service Management Co.	Unloading Subcontractor Co.	Customs Broker	Storage Subcontractor Co.		Other Subcontractor Co.s		Customs
Customs	Storage Subcontractor Co.														
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	Other Subcontractor Co.s														
	Customs														

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Preparing for Shipping

- Wash
- All necessary rigging
- Lock(s)
- Strip cab for RoRo or Flat Rack
- Photos of all labels and tracking numbers



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Waiting for Vehicle Arrival

- Meet your customs broker
- Confirm documents and copies
- Scout the docks and all required locations
- Scout provisioning points
- Pre-run your exit route
- Stockpile cash



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Vehicle Arrival

- Confirm status and process with your customs broker
- Be available for documents, questions, signatures and cash
- Be patient, delays are common



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Dealing With Damage

- Document with photos
- Obtain signed responsibility
- Establish paper trail
- Communicate with insurer prior to exit
- Patience



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Costs

- Vary widely
 - Route
 - Method
- Lowest costs
 - High volume route
 - Container



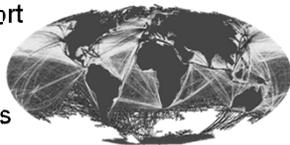
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Routes

- Avoid transshipment
- Drive to a major port to obtain a direct route
- High volume routes have lowest costs and most options / suppliers



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Top 20 World Ports

Rank	Port	Country	Rank	Port	Country
1	Singapore	Singapore	11	Hamburg	Germany
2	Shanghai	China	12	Kaohsiung	Taiwan
3	Hong Kong	China	13	Antwerp	Belgium
4	Shenzhen	China	14	Tianjin	China
5	Busan	South Korea	15	Port Kelang	Malaysia
6	Dubai Ports	UAE	16	Los Angeles	US
7	Ningbo	China	17	Long Beach	US
8	Guangzhou	China	18	Bremen/Bremerhaven	Germany
9	Rotterdam	Netherlands	19	Tanjung Pelepas	Malaysia
10	Qingdao	China	20	New York/New Jersey	US

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Payment Terms

- Domestically, you pay in advance
 - Cashier's check
 - Wire transfer
- Overseas, you pay in cash
 - Local currency
 - Requires multiple days to stockpile from ATMs



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Insurance

- Your domestic policy does not cover shipping
- Standard shipping insurance is total loss only
- Supplemental shipping insurance is required for full coverage
- Read and understand the terms and conditions

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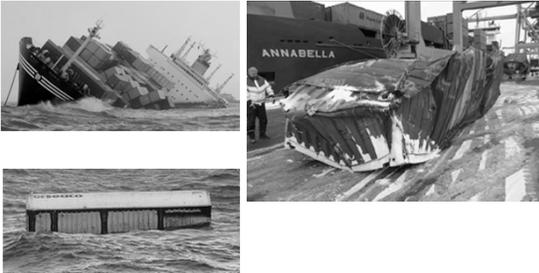
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Which is Total Loss?



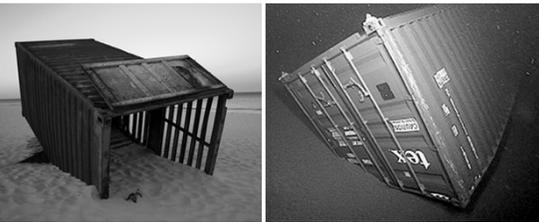
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Which is Total Loss?



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Which is Total Loss?



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Summary

- Be organized, researched and prepared
- Get multiple quotes
- Use reputable suppliers
- Ship by container
- Freight forwarders & customs brokers are worth the money

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Why Ship?



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