



**THE YOUNG INTERNATIONAL FREIGHT FORWARDER
OF THE YEAR AWARD 2020**

JOURNEY FROM SCALE DOWN MODELS TO OVER SIZE CARGO

MAY 14TH 2020



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INTRODUCTION

“Can Forwarders Survive an App Attack?” ^[1] reads a headline of an article published online on April 19th 2017 questioning whether Freight Forwarders really are prepared to compete against online transport giants such as Uber and Amazon in field of logistics. Since the whole wave of digitization and automation began, Freight Forwarding industry has been facing the challenge of maintaining its relevance in the modern tech-savvy era.

In the last two years I have seen the major players of Shipping Industry in my country ride on a wave of automation by digitalizing practices of freight

pricing, documentation and tracking which has resulted in downsizing of the staff by the dozens. Areas such as customer services which could not be automated was restructured in to clusters and relocated to another country where the information technology systems are better and resources more economical.

I, however remain a strong advocate of the fact that digitalization and automation do not pose a serious threat to the freight forwarding industry and instead of looking at it as a threat, us freight forwarders should in turn improve and learn new skills that will help us use the automation and digitalization tools to enhance performance while making ourselves important and useful.

Those individuals that lost their jobs due to Shipping Lines opting for digitalization, managed to secure jobs in major freight forwarding companies in departments where they lacked technical experience however had the opportunity to “learn on the job”.

I would like to use this dissertation to discuss two shipments that will portray the exact reasons why I say that Freight Forwarders are more than middle men or brokers of Freight. This will help you understand the jobs that fall under the scope of work of Freight Forwarders and how the digitalization cannot replace us however on the contrary, Freight Forwarders can use the technology to enhance our performance and as a result add value to our services.

First case study is the export shipment of Defence Exhibits from Pakistan to London, U.K. for display at Defence and Security Equipment International (DSEI) 2019, London-U.K.

Second case study is import of Project cargo from Busan, South Korea and Sharjah, U.A.E. to Karachi, Pakistan.

Export Case Study – DSEI 2019, U.K.

Project Description

Defence Exhibitions connect governments, national armed forces, industry thought leaders and the global defence & security supply chain thus providing a range of valuable opportunities for networking, a platform for business, access to relevant content & live-action demonstrations so that the members of Defence industry can innovate, share knowledge, discover & experience the latest capabilities across the Aerospace, Land, Naval, Security & Joint domains.

Defence Export Promotion Organization (DEPO) has been established by the Government of Pakistan as a facilitation agency to coordinate the export of high quality defence products and services. DEPO's mission is to facilitate and promote export of defence products and coordinate marketing efforts with defence manufacturing sector by participating in international defence exhibitions abroad [2].

Defence and Security Equipment International (DSEI) is an arms fair held every two years in London which is attended by both arms company representatives and military delegations from around the world.

Our client, M/s Global Industrial and Defence Solutions (GIDS) is a defence organization working under the umbrella of Ministry of Defence Production of government of Pakistan.

GIDS in coordination with DEPO had decided to participate and showcase our Defence products at DSEI 2019 in London. A request for quote (RFQ) was floated to all the registered Defence contractors including us seeking quotations for exporting defence exhibits belonging to GIDS from Islamabad, Pakistan to London, United Kingdom.

Scope of work

The following jobs are included in the RFQ which are to be performed by the bid winning Freight Forwarder.

- Airworthy packing and marking of exhibits.
- Transportation of goods from the premises of Shipper to the relevant Airport.
- Export Customs Clearance at Port of Loading on temporary export cum re-import basis.
- Air transport from the Port of Loading to the Port of Discharge.
- Import Customs Clearance at Destination.

- Storage of goods at a secured warehouse at Destination.
- Transportation of goods from the warehouse to the exhibition site before the deadline.
- Storage of empty cases during the Show.
- Packing and marking of exhibits after the Show.
- Customs Clearance at the Origin on re-export basis.
- Air transport from the Port of Loading to Pakistan.
- Customs Clearance in Pakistan on re-import basis.
- Delivery of goods at the premises of Defence Organization / Consignee.

Cargo details and dimensions

Case No.	DIMENSIONS L X W X H (cm)	GROSS WIGHT (Kgs)	DESCRIPTION OF GOODS	TYPE
1	107 x 43 x 35	52	IR Gonio Meter	Dummy
2	80 x 48 x 55	48	Upper Frame	Dummy
3	61 x 28 x 39	32	Lolr Frame	Dummy
4	174 x 37 x 35	32	Launch Tube	Dummy
5	126 x 35 x 35	24	BS Missile	Dummy
6	151 x 151 x 190	58	Scout VTOL UAV Quad Copter	Dummy
7	228 x 177 x 102	50	Burraq UAV Surveillance	Dummy
8	178 x 122 x 55	46	SHAHPAR UAV	Dummy
9	110 x 40 x 40	20	Uqab NG UAV	Dummy
10	95 x 80 x 56	62	ZUMR Payload	Dummy
11	204 x 52 x 66	86	GP-83 Steel Bomb	Dummy
12	100 x 167x 49	148	GP-81 PRE FRAG BOMB	Dummy

			GP-82 STEEL BOMB	Dummy
			Cartridge & Initiators	Dummy
			Electronic Fuzes	Dummy
13	186 x 68 x 77	50	Range Extension Kit	Dummy
14	114 x 113 x 69	216	Range Extension Kit Stand	Dummy
			Stun Grenade (Single and Multi Bang)	Dummy
			Smoke Grenade White	Dummy
			Smoke Grenade Coloured	Dummy
			Tear Gas Shell (Long/Short Range)	Dummy
			CS Grenade	Dummy
			NBC Protective Suit	Dummy
			NBC Gloves	Dummy
			NBC Over Boots	Dummy
			NBC Water Bottle	Dummy
			NBC Haversack	Dummy
			Comopen Auto Injector	Dummy
			Personal Decontamination Kit	Dummy
			Water Testing Kit	Dummy
			Detector Paper (One colour, three)	Dummy
			Light Combat Helmet	Dummy
Bullet Proof Jacket and Helmet	Dummy			

Key documents required

I. Export permit/NOC from Ministry of Defence Production ¹

The shipper applies for an export permit / no objection certificate from the Ministry of Defence Production, Government of Pakistan seeking permission to export the defence exhibits to the respective exhibition / show.

The permit / NOC mentions the country of destination along with the details of consignee. The complete packing list is attached as an appendix with the NOC while the document also clearly mentions the mode of transport and whether part shipment / consolidation is allowed or not.

II. Combined commercial invoice cum packing list (CCIPL) ²

Once the list of exhibits / goods to be shipped was finalized, I was asked to prepare the combined commercial invoice cum packing list also known as the CCIPL. The freight forwarders are asked to perform this task because the CCIPLs have to be made as per the rules and regulations of the exhibition while also complying with the Customs laws of the country of destination.

¹ See appendix A for MoDP NOC

² See appendix B for CCIPL

III. Certificate of origin ³

A certificate of origin was furnished by the Shipper that declared that all the dummies, models and exhibits that were being shipped were of Pakistani origin and were only being shipped for display purpose only.

IV. Non-DG declaration ⁴

Since the goods are non-dangerous exhibits and models therefore I arrange a declaration of non-dangerous goods from the Shipper. This document helps us in arranging air freight on general cargo basis instead of paying air freight on DGR basis. This adds a cost benefit to Client.

V. Undertaking regarding antiquities and narcotics ⁵

An undertaking is arranged by the Shipper stating that the goods being shipped do not contain any antiquities, narcotics or contraband item. This undertaking was not required as per the rules and regulations of exhibition however I had arranged it in case it is required at the time of goods clearing customs or might possibly expedite the process.

³ See appendix C for Certificate of origin

⁴ See appendix D for NON DG declaration

⁵ See appendix E for undertaking regarding antiquities and narcotics

Challenges faced

I. Oversized cargo dimensions

Maximum height of cargo that can be loaded on a Passenger Aircraft is 155 cm ^[3]. One of the boxes that had to be shipped had height of 190 cm. This box could easily have fitted inside a freight aircraft 747,777 etc. however at the time of shipment, there were no options available of a freighter aircraft service for London Heathrow airport from Islamabad International airport. Since I was on a time constraint, I could not delay the shipment any further while waiting to find a freighter aircraft service who would also be willing to handle commodity of defence exhibits. This is one of the issues that I face while handling defence exhibits- not many airlines are willing to handle such sensitive cargo. As per the standard operating procedures (SOP) of Shipper, the boxes in that carry the exhibits are designed and manufactured by the Air Weapons Complex of Pakistan (AWC). I set up a meeting with AWC and GIDS to try and explain to them the fact that I cannot ship the box which has a height of 190 cm and as a result the three of us have to come up with a solution. After inspecting the exhibit that was to be shipped inside that box, I proposed AWC to investigate if the cushioning, present inside the box for safety of the exhibits, can be reduced that would as a result decrease the overall height of the box. Once it was confirmed that the cushioning could be decreased without putting the exhibit at any risk, AWC manufactured a new case with decreased overall height and the issue had been resolved. Therefore in a scenario where I had no option but to remove

that case from the Packing list, I was able to sit down with the relevant parties involved and worked towards finding a solution to the problem at hand.

II. Unavailability of WEBOC ID.

WEBOC stands for Web Based One Customs developed by PRAL (Pakistan Revenue Automation Ltd) for Federal Board of Revenue (FBR) and its divisions like Pakistan Customs. It is a web based system for filing Goods Declarations (GD) for import and export cargo which can be used by both Importers, Exporters and their Customs Clearing Agents. At this point, WEBOC is the standard and mandatory platform for filing Goods declarations. ^[4]

At the time of Shipment, the WEBOC ID of GIDS was temporarily blocked / unavailable. It was not possible for us to wait and get the ID unblocked as I was facing hefty penalties and surcharges by the exhibition organizer in case I delayed the shipment. Hence in order to overcome this challenge, I put up a case to Deputy Collector of Customs explaining them the situation and requesting them to kindly allow filing of goods declaration manually or via the offline channel. After lengthy meeting, I was finally able to convince them that our concerns are genuine and therefore his office allowed us to file the goods declaration manually. I have to comment that the responsibility of goods declaration filing and handling matters with Customs authorities falls under the domain of Customs clearing agents however since the contract I signed mentioned customs clearance under our scope

of work, I, as freight forwarder undertook this responsibility as well and managed to find a solution to a problem that would have otherwise resulted in possible exorbitant storage charges along with hefty penalties and surcharges.

III. Registered Firearms Dealers (RFD) Certificate.

The Import laws in UK for firearms are very stern and uncompromising. As per the UK laws, removing the working parts and firing pin does not permanently render a weapon deactivated, and it retains its original classification as a live (active) weapon.^[5]

Those companies that are in possession of live firearms and / or component parts need a Registered Firearms Dealer Certificate (RFD) and Section 5 authority issued by the Home Office. Exhibitors who have non-certified deactivated firearms (with the correct / valid UK deactivation certificate) also need a RFD and Section 5 authority. Overseas deactivation certificates are not acceptable under UK Law.

Firearms and prohibited weapons must be transported by a “carrier” who holds an authority issued by the Home Office under Section 5 of the Firearms Act 1968 “to possess and transfer prohibited weapons”. The official logistics provider for DSEI 2019, M/s Agility, held the relevant authorization whom I had joined hands with as our counterpart handling agent in London. Goods are seized if the carrier is not a licensed and authorized carrier.

The first task that was performed after receiving the Contract was to confirm if the goods of our Shipment fell under the category of Section 5 or not. As per UK Law, an item will be treated as a dummy or replica if it contains no component parts that could be used in a live (active) firearm. Component parts are considered to be those elements necessary to the action of the weapon, such as trigger mechanism, barrels, frames etc. but not screws, springs, nuts and bolts etc. that may be used for other purposes. Since our goods did not contain any live parts or could not be weaponized under any circumstances, I came up with the idea to arrange a “Declaration of Non-weaponization”⁶ from the Shipper which served the purpose of an undertaking stating that the goods being shipped cannot be weaponized under any circumstances.

This undertaking helped us prove the fact to UK Customs that the goods are in fact of general nature and cannot be classified as prohibited goods falling under Section-5. This exercise resulted in us being able to have our goods clear customs within five hours of reaching at London Heathrow.

Showtime

In coordination with our local handling agent in London, I moved the goods from the Airport to a secured warehouse that had been locked until the day before the scheduled starting of event. The day before the exhibition

⁶ See appendix F for Declaration of Non weaponization

started, I moved the goods from secured warehouse to the venue of DSEI 2019. The goods were unpacked, destuffed and handed over to the Client on site. In order to create ease during displaying of exhibits, I had arrange on site labor to assist the Client. Once the exhibits were on display, I moved the empty cases to storage site.

The venue of exhibitions are generally away from the city centre where the Clients have their accommodation hence once the show ends, Clients prefer to pack the goods on the same day as the exhibition has ended. In order to arrange this, I booked priority storage space and the empty boxes were moved to site within thirty minutes of the show ending. I arranged airworthy packing of the goods the same day as the show ended and the Client was relieved to use the extra “free” day after the exhibition ended to rest and recuperate before making the journey back home.

Summary

I hope that by the time you have read this case study, you must have realized the fact that Freight Forwarders really do more than what is generally expected of them. During this project there were many jobs performed that did not fell under the conventional activities of a Freight Forwarder. I always try to do one better and create ease for my Client along each and every step.

By handling projects such as the aforementioned case study also helps us play a role in assisting our government in promoting export of goods that are manufactured locally which as a result helps our economy by the inflow of foreign trade and foreign direct investments.

Import Case Study – Project cargo for Plant

Project description

One of our clients had formed a joint venture with an international group where they were going to set up a plant. For this project, the machinery had to be imported from three different locations namely Manila, Sharjah and Busan.

Since the cargo was in three different countries, the option of chartering a break bulk vessel for shipping this cargo was out of question as the 03 induced calls would have resulted in huge ocean freight.

Another problem that I was facing was that the cargo collectively was for four different machines or equipment namely a 180 metric ton crawler crane, threaded drill, piling machine and vibro hammer. Besides these, the client had other construction machinery in the bill of quantities that was oversized and had to be moved with the remaining cargo. The client had just provided us with the list of equipment with dimensions and asked to

furnish a freight proposal which involves moving the complete cargo from the Shipper's premises and handing over the delivery at Karachi Seaport.

Raw data

The bill of quantities provided by the Client was as follows:

DESCRIPTION	MEASUREMENT IN METRES
R-ROD	6.36 X 0.45 X 0.45
SCREW 1500 DIA	6.60 X 1.50 X 1.50
SCREW 1000 DIA	7.35 X 1 X 1
GEAR BOX	0.60 X 0.50 X 0.50
POWER PACK	3.66 X 1.50 X 2.50
BIT 1500 DIA	1.10 X 1.50 X 1.50
BIT 1000 DIA	0.80 X 1 X 1
LEADER	7.60 X 1.10 X 0.90
LEADER	5.80 X 1 X 0.90
LEADER	5.20 X 1 X 0.90
LEADER	6 X 1 X 0.90
LEADER	6 X 1 X 0.90
LEADER	5 X 1 X 0.90
LEADER	5 X 1 X 0.90
LEADER	6 X 1 X 0.90
MOTOR + GUIDE WITH SOCKET	2.60X1.20X1.40
AL ROD	6.40 X 0.40 X 0.40
AL ROD	4.40 X 0.40 X 0.40
TOP SHEAVE	2.25 X 1.70 X 0.60
WINCH	1.20 X 0.88 X 0.88
CYLINDER STROKE	2.56 X 0.20 X 0.20
CONTROL	INSIDE POWER PACK

S/N	NAME	SIZE(L*W*H)	WEIGHT
1	asphalt distribution machine	10400x2500x3400	16750
2	excavator 3G	CBM 94	23600
3	bulldozer	6805x3725x3332	23450

4	bulldozer	6805x3725x3332	23450
5	single drum roller	6222x2430x3200	20000
6	single drum roller	6222x2430x3200	20000
7	single drum roller	6222x2430x3200	20000
8	single drum roller	6222x2430x3200	20000
9	tyre roller	4925*2851*3385	30000
10	Paver	CBM 78	18832
13	dump truck	8329x2490x3450	12200
14	dump truck	8329x2490x3450	12200
15	dump truck	8329x2490x3450	12200
16	dump truck	8329x2490x3450	12200
17	dump truck	8329x2490x3450	12200
18	dump truck	8329x2490x3450	12200
19	dump truck	8329x2490x3450	12200
20	dump truck	8329x2490x3450	12200

DESCRIPTION	DIMENSION (Ft)	WEIGHT (KGS)
HANGING ROLLER PART	2.10X1X1	100
AUTOMATIC FEEDING MACHINE PART	22.9X1.5X1.10	100
MACRO AXIS	11.7X1.9X1.9	1100
HANGING ROLLER PART	10X4.7X1.2	1800
ELECTRIC MACHINE	5.8X2.6X2.5	1380
HANGING ROLLER CONTROL CABINET	2X1.10X0.8	15
GATHERING HOPPER PART	1.9X3.10X0.8	30
BLENDER PART	2.5X4.5X2.3	50
FEEDER ORBIT	14.10X3.3X0.5	50
BLENDER PART	14.3X4X0.6	50
GATHERING HOPPER	4X5X4	50
BLENDER	10.4X6.6X7.3	3910
AUTOMATIC FEEDING MACHINE	6.9X2.9X3	400
HANGING ROLLER	5.6X6.6X7	700
BATCHING PLAT + DOSING MACHINE	26.6X6.8X7.11	3715
SCALE HOPPER	8.2X2.9X2	220
LADDER	7.3X1.11X0.4	N/A
SMALL PARTS (STULL + LEG BRACE)	N/A	N/A

As I am sure it can be observed that the data provided was completely raw and the client was not able to provide any assistance in terms of logistics.

The first thing that I decided to do was to establish contact with a counterpart agents at Sharjah, Manila and Busan respectively with relevant experience of handling project cargo. I asked them to send a team to the Shipper's site to physically examine the cargo. I also decided to have the measurements taken again so that I can proceed with selecting the right kind of equipment and furnishing the freight proposal with great confidence.

Crunching data and presenting a solution

Once the cargo was physically examined by our counterpart and report received including the accurate dimensions, I proceeded with identifying the right type of equipment to be used which could cater to the logistical need while proving to be an economical option as well.

The cargo distribution was as follows:

I. Open top containers:

DESCRIPTION	DIMS (Feet)	Equipment
Jacks	34.2 X 1.6 X 1.6	40 OT
Backstay	2.9 X 1.5 X 2.3	
Counter weight	9.1 X 1 X 4.3	40 OT
Counter weight	9.10 X 2.2 X 3.4	
Counter weight	9.10 X 1.8 X 4.3	
Leader	9.8 X 3.3 X 3.5	
Leader	32.2 X 3.3 X 2.8	40 OT
Electric Control panel	3.11 X 2.2 X 2.11	

Electric Control panel	2.10 X 2.2 X 2	
Leader	10.4 X 3 X 3	40 OT
Backstay	9.1 X 1.6 X 1.6 (2)	
Top Auger 150P	9.9 X 5 X 4.7	
Bottom Auger 200P	11.8 X 6.11 X 6	40 OT
Electric Cables		
Generator MARAPCO Serial : FGWHPES4PJMD00759	16.3 X 5.3 X 7.2	
Leader	38 X 3.1 X 2.7	40 OT
Compressor Ingersoll Rand	16.7 X 7.5 X 7.3	40 OT
- Model : XHP 1070WCAT / 2009 / B		
- Serial #: 407912UDT456		
Mechanical Pump Ø800~Ø900	16.8 X 2.6 X 2.6	
Screw Ø1000 x 6mtr	Ø1000 x 6.5 M (3)	40 OT

Hose/One-Touch	SIZE: 1.00x1.00x0.50m	43	40 OT
Leader	SIZE: 10.00x1.30x1.30m	1497	
Leader	SIZE: 6.00x1.20x1.20m	6830	40 OT
Leader	SIZE: 3.00x1.20x1.20m	1707	
Katch Fork	SIZE: 9.10x1.65x1.00m	6818	40 OT
Katch Fork	SIZE: 3.85x0.4x0.38m	675	
Leader	SIZE: 11.00x1.50x1.50m	6830	40 OT
Leader	SIZE: 11.00x1.25x2.12m	9850	40 OT

Track # 1	884cmx1.07mx1.3m	40 OT
Track # 2	884cmx1.07mx1.3m	40 OT
Counter weight	450cmx2.2mx0.5m	40 OT
Counter weight	450cmx2.2mx0.5m	40 OT
Counter weight	450cmx2.2mx0.5m	40 OT

The reason I used open top containers for the above cargo was that the cargo was in gauge with the internal length (39.5 ft.) and internal width (7.7ft.) while not exceeding the height as well i.e. 7.8 ft. [6] however the cargo was such heavy and oddly shaped that it would have been very difficult,

nearly impossible, to load it in 40 feet dry van containers with the help of forklifts.

The counter weights were added to the same Open top container (OT) where they were placed one after another vertically. Furthermore for items such as jacks, katch fork and leaders, they were placed in separate OTs and the remaining space was filled by smaller items such as backstay, electric cables and one meter diameter screws.

The loading plan for the construction machinery was as below:

DESCRIPTION	DIMENSION (cm)	EQUIPMENT
HANGING ROLLER PART	64.05 X 30.5 X 30.5	01 x 40 OT
AUTOMATIC FEEDING MACHINE PART	698.45 X 45.75 X 33.55	
MACRO AXIS	356.85 X 57.95 X 57.95	
HANGING ROLLER PART	305 X 143.35 X 36.6	
HANGING ROLLER CONTROL CABINET	61.0 X 33.55 X 24.40	
GATHERING HOPPER PART	57.95 X 94.55 X 24.40	
BLENDER PART ELECTRIC MACHINE	76.25 X 137.25 X 70.15 176.9 X 79.3 X 76.25	01 x 40 OT
GATHERING HOPPER	122.0 X 152.5 X 122.0	
AUTOMATIC FEEDING MACHINE	210.45 X 88.45 X 91.50	
LADDER	222.65 X 33.85 X 12.2	
FEEDER ORBIT	430.05 X 100.65 X 15.25	01 x 40 OT
BLENDER PART	436.15 X 122.0 X 18.3	
BLENDER	317.2 X 201.3 X 222.65	
HANGING ROLLER	170.8 X 201.3 X 213.5	
SCALE HOPPER	250.1 X 88.45 X 61.0	01 x 40 OT
BATCHING PLAT + DOSING MACHINE	811.3 X 207.4 X 216.85	
SMALL PARTS (STULL + LEG BRACE)	N/A	

AUTOMATIC FEEDING MACHINE PART 698.45 X 45.75 X 33.55	HANGING ROLLER PART 64.05 X 30.5 X 30.5	MACRO AXIS 356.85 X 57.95 X 57.95
HANGING ROLLER PART 305 X 143.35 X 36.6	HANGING ROLLER CONTROL CABINET 61.0 X 33.55 X 24.40	
BLENDER PART 76.25 X 137.25 X 70.15		
GATHERING HOPPER PART 57.95 X 94.55 X 24.40		

LOIR CROSS BEAM + RAIL CLAMPING DEVICE 622.2 X 57.95 X 85.40	LOIR CROSS BEAM + RAIL CLAMPING DEVICE 622.2 X 57.95 X 85.4
ELECTRICAL EQUIPMENT 67.1 X 57.95 X 3.05	REPAIR FLAT 73.2 X 112.85 X 109.8
ELECTRICAL EQUIPMENT 67.1 X 57.95 X 3.05	
ELECTRIC HOSIT 170.8 X 61.0 X 61.0	
ELECTRIC HOSIT 103.7 X 61.0 X 54.9	
ELECTRIC HOSIT 73.2 X 61.0 X 42.7	

CRANE LEG 793 X 112.85 X 51.85	MAIN BEAM 1067.5 X 213.5 X 106.75
REPAIR FLAT 195.2 X 170.8 X 109.8	
CABLE REEL 128.1 X 128.1 X 64.05	

CRANE LEG 793 X 112.85 X 51.85	LADDER STAND 701.5 X 94.55 X 61.0
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CRANE LEG 793 X 70.15 X 109.8	CRANE LEG 794 X 70.15 X 109.8
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This is how I designed loading plans for six open top containers in which I had managed to accommodate twenty three different pieces of cargo / equipment with each color representing a different open top container.

II. Flat rack containers.

Upper Body	1000mmx3.69mx2.8m	40 FR OWOH
Lower Body	600mmx3.44mx1.0m	40 FR OWOH
Angle Boom	1150mmx2.2mx2.48m	
Counter Weight	175mmx1.0mx0.5m	
Angle Boom	900mmx2.2mx2.56m	40 FR OWOH
Counter Weight	1150mmx1.8mx0.96m	
Counter Weight	175mmx1.4mx0.5m	
Angle Boom	600mmx2.2mx2.75m	40 FR OWOH
Angle Boom	610mmx2.2mx2.6m	
Angle Boom	270mmx2.2mx2.6m	
Angle Boom	900mmx2.2mx2.56m	
Mechanical Pump	365mmx2.5mx1.4m	

LOWER AUGER 200 HP(Ø1500)	SIZE: 3160 X 3177 X 2536 mm	40 FR OWOH
CASING ADAPTER Ø1500	SIZE: 1120 X 1120 X 600 mm	
CASING ADAPTER Ø1500	SIZE: 1620 X 1620 X 600 mm	
SOCKET Ø1000	SIZE: 1990 X 1990 X 650 mm	
SOCKET Ø1500	SIZE: 1990 X 1990 X 650 mm	

SCREW ROD 350HXØ1000X6M	SIZE: 1480 X 6400 X 1480 mm	40 FR OWOH
SCREW ROD 350HXØ1000X3M	SIZE: 1480 X 3400 X 1480 mm	
350H ROD HANGER	SIZE: 600x600x130 mm	
240H ROD HANGER		

NAME	SIZE(L*W*H) (cm)	WEIGHT (Kg)	EQUIPMENT
Asphalt distribution machine	1040.0 × 250.0 × 340.0	16750	01 x 40FR
Excavator 3G	CBM 94	23600	01 x 40FR
Bulldozer	680.5 × 372.5 × 333.2	23450	01 x 40FR
Bulldozer	680.5 × 372.5 × 333.2	23450	01 x 40FR
Single drum roller	622.2 × 243.0 × 320.0	20000	01 x 40FR
Single drum roller	622.2 × 243.0 × 320.0	20000	01 x 40FR
Single drum roller	622.2 × 243.0 × 320.0	20000	01 x 40FR
Single drum roller	622.2 × 243.0 × 320.0	20000	01 x 40FR
Tyre roller	492.5 × 285.1 × 338.5	30000	01 x 40FR
Paver	689.3 × 262.3 × 305.0	18832	01 x 40FR
Dump truck	832.9 × 249.0 × 345.0	12200	01 x 40FR
Dump truck	832.9 × 249.0 × 345.0	12200	01 x 40FR
Dump truck	832.9 × 249.0 × 345.0	12200	01 x 40FR
Dump truck	832.9 × 249.0 × 345.0	12200	01 x 40FR
Dump truck	832.9 × 249.0 × 345.0	12200	01 x 40FR
Dump truck	832.9 × 249.0 × 345.0	12200	01 x 40FR
Dump truck	832.9 × 249.0 × 345.0	12200	01 x 40FR
Dump truck	832.9 × 249.0 × 345.0	12200	01 x 40FR

In the first lot, we had made a combination of loading angle boom and counterweight in each flat rack while screw rods were loaded with casings and rod hangers in second lot.

For the third lot consisting of excavator⁷, bulldozer, road roller⁸, tyre roller⁹ and dump trucks¹⁰ etc. they were all loaded and lashed individually on single forty feet flat rack containers.

⁷ See appendix G for picture of excavator loaded and lashed on FR container

⁸ See appendix H for picture of road roller loaded and lashed on FR container

⁹ See appendix I for picture of tyre roller loaded and lashed on FR container

¹⁰ See appendix J for picture of dump truck loaded and lashed on FR container

Setting things in motion

As it is evident, this project required a lot of equipment and man power to execute. We were facing the issue of non-availability of complete equipment i.e. open top and flat rack containers. We had to convince the Shipping line to arrange equipment from other ports if necessary and hence the equipment that was short was then arranged or repositioned by the shipping line from Salalah, Oman.

Our teams at Busan, Manila and Sharjah moved the cargo from Shipper's premises to our warehouse where they had already arranged a crane along with the lashing equipment. Loading was also planned in a manner that the empty open top and flat rack containers had also been moved to the warehouse.

The cargo was loaded and lashed in to the open top and on flat rack containers as per the approved plan and the goods were then moved to the Port so that they can clear customs before being shipped to Karachi, Pakistan.

Summary

This project was an intense learning experience for me as the Client had placed a lot of responsibility on my shoulders and since I had taken the lead on this therefore it was my responsibility to make sure that everything sails through smoothly. Instead of only being asked to quote rates and place

booking with the Carrier, this project demanded us to draw up a cargo plan, determine what and how many kinds of equipment to be used while ensuring that the equipment is available in the Shipping Line's inventory. We were also asked to arrange transportation from Shipper's site to the port which involved a pit stop at our warehouse to perform loading and lashing.

Conclusion

These two projects that I put forward in front of you belong to opposite ends of spectrum. One consists of highly sensitive defence cargo that demands special handling while the other cargo consists of heavy and oversized machines and equipment that brings its own need for special handling.

This journey from scaled down exhibits and models to oversized, out of gauge project cargo helped me present my case why technology, digitalization and automation cannot eliminate the role of freight forwarders. However, I also feel that freight forwarders instead of feeling threatened by the wave of digitalization and automation, we should find means of using this to our advantage and in turn improving on our skills or increasing efficiency.

By the time you are reading this conclusion, I hope that I have been able to show you the ways in which Freight Forwarders are more than freight brokers and if presented with the right opportunity, they can perform tasks

that not only creates ease for the Client but also revolutionizes our industry as well thus creating ease of doing business.

I would like to end this dissertation by quoting something that I hope would inspire my industry members and colleagues as we move through this time of change;

“He says the best way out is always through. And I can agree to that, or in so far as that I can see no way out but through” ^[7] — Robert Frost

Acknowledgement

I would like to thank Pakistan International Freight Forwarders Association (PIFFA), the TT club, FIATA and everyone involved in providing us young freight forwarders this opportunity and platform.

I hope I could motivate my fellow colleagues in striving to do one better and hope that those young individuals who are curious about our industry, I hope I can inspire them to join hands with us as we move towards the future.

64 % ^[8] of the population of my country is under 30 years of age. The future belongs to the younger generation and it is their responsibility to make sure that the country and the industry moves in the right direction while also competing with the world at their pace and not lagging behind.

I would like to thank my colleagues, my junior staff, the stevedores, crane operators and numerous people that I have been meeting every day since

I joined the industry 3.5 years ago. Each and every one of them has motivated me to do better and leave no stone unturned.

I would like to thank my friends and family for their patience with me when I would get exhausted and become short tempered in midst of projects.

And thank you for reading this with such patience. I hope that you read it with an open mind and an open heart. I hope that I did a decent job in showing you the passion that I have for my industry.

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(accessed 14-05-20)

Section Officer, (DP 15)
Ministry of Defence Production,
Rawalpindi.

PART-II (For use of MODP)
Government of Pakistan
Ministry of Defence Production

2. _____ is hereby authorized to Export-cum-Import of defence products mentioned at Part -1 of the NOC. The NOC/export-cum-import permit will remain valid till completion of the exhibition / return of Products/Exhibits from the exhibition DSEI-2019. Any unauthorized alteration or erasure shall render this NOC / permit null and void.

3. Part shipment is allowed.

SECTION OFFICER,
MINISTRY OF DEFENCE PRODUCTION,
Government Seal

MoDP U.O. No. _____

Dated _____

Distribution:-

1. The Collector of Customs, Islamabad/Karachi/Peshawar/Lahore
2. Embarkation Headquarters Karachi/Embarkation Unit, Islamabad
3. Supdt. Of Customs, Islamabad/Karachi/Peshawar.
4. Defence Export Promotion Organization, Islamabad
5. Secretary Excise & Taxation Rawalpindi, Islamabad / Karachi/ETO Port Qasim Karachi

Appendix B- Combined commercial invoice cum packing list

COMBINED COMMERCIAL INVOICE & PACKING LIST														
NAME OF EXHIBITOR:					STAND NO.:									
ADDRESS:					HALL NO: <u>PAKISTAN PAVILLION</u>									
CONSIGNEE:					TELEPHONE NO:			FAX:						
					REMARKS:									
					A: RE-EXPORT									
					B: DISPOSED OF/CONSUMED									
					C: GIVEN AWAY/SOLD									
					*PLEASE TICK WHERE APPLICABLE									
CASE NO.	DIMENSIONS L X B X H (cm)	VOLUME (M ³)	GROSS WEIGHT (KG)	DESCRIPTION OF GOODS	H.S. CODE	QUANTITY	CIF VALUE (US\$)		REMARKS					
							UNIT VALUE	TOTAL VALUE	A	B	C			
1		0.087	31			1								
2		0.214	45			1								
3		0.22	55			1								
4		0.285	34			1								
5		0.205	26			1								
6		0.428	56			1								
7		3.02	125			1								
						3								
8		0.629	37			1								
						3								
9		0.188	26			1								
10		0.433	63			1								
11		0.27	46			1								

The invoiced goods are of **PAKISTAN** origin and are intended for **display only** at the exhibition site. We declare that the information given above is true and correct and represent fair market value for the items described herein.

Signed for and on behalf of _____

Date: 23-08-2019 Country: Pakistan

Page 1 of 3

Appendix C- Certificate of origin

CERTIFICATE OF ORIGIN

We declare that the goods specified in "Appendix A" are of **PAKISTANI** origin and are intended for **display only** at "Defence & Security Equipment International (DSEI) 2019, London-UK". We declare that the information given in "Appendix A" is true and correct and represent fair market value for the items described herein.

Appendix D- NON-DG declaration

TO WHOM IT MAY CONCERN

NON-DANGEROUS GOODS

This is to certify that the Shipment being exported for Defence Exhibition Goods contains 17 Boxes of Dummies, Models and Gift Items for participation at Exhibition; Defence & Security Equipment International (DSEI) 2019, London-UK. The Goods are NON-DANGEROUS GOODS and do not contain any explosive and armored materials.

Appendix E- Undertaking regarding antiquities and narcotics

UNDERTAKING REGARDING ANTIQUITIES AND NARCOTICS

This is to certify that the Shipment being exported for Defence Exhibition Goods contains Boxes of Dummies, Models and Gift Items for participation at Exhibition; Defence & Security Equipment International (DSEI) 2019, London-UK. The Shipment does not contain any narcotics or drug items according to the Drugs Act, nor any antiquity, banned or contraband items at the time of Shipment.

Appendix F- Declaration of Non-Weaponization

TO WHOM IT MAY CONCERN

This is to certify that the Shipment being exported for Defence Exhibition Goods contains 14 Boxes of Dummies and Models for display only at Exhibition; Defence & Security Equipment International (DSEI) 2019, London-UK. The Goods are NON-DANGEROUS Dummies and Models which cannot be Weaponized under any circumstances.

Appendix G- Excavator loaded/lashed on 40FR



Appendix H- Road roller loaded/lashed on 40FR



Appendix I- Tyre roller loaded/lashed on 40FR



Appendix J- Dump truck loaded/lashed on 40FR

