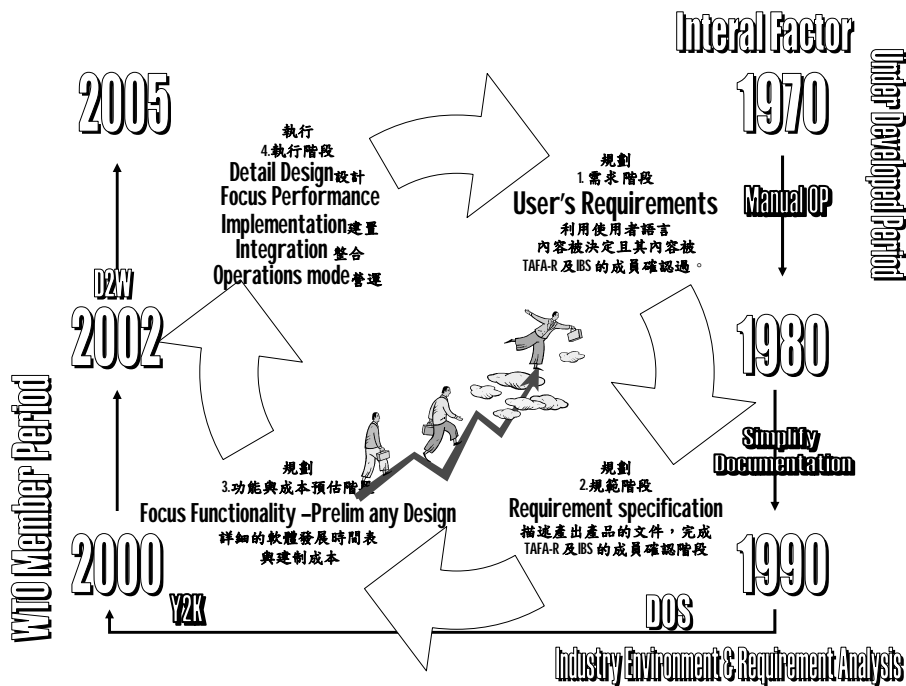


項次與內容	
▷	1. 創意篇 Initiation - Definition, Scope, WTO, Market, Air Security
▷	2. 程式化篇 Formulation - IBS & Air Security
▷	3. 評估篇 Evaluation - Business Negotiation
	4. 執行篇 Physical Practice
▷	(1) 市場探討 Market Investigation
▷	(2) 適法考量 by Law
▷	(3) 委外空管 Outsourcing Factor - Air Bond Factor
▷	(4) 委外陸管 Outsourcing Factor - Ground Factor
▷	(5) 風險管理 Risky Management
▷	5. 綜效評估 Review of Synergy Performance
▷	6. 總結 Summary & Conclusion



Lecture Content Subject to Audience Requirement

可觀 飽 飽 飽

Comply Trade Facilitation – IBS Project Experience Share

IBS - Information Barebones System

轉頁

6

Lecture Content Subject to Audience Requirement

可觀 飽 飽 飽

1. Component Creation - Initiation

subject to Principle, Objective not Cross Other Speakers Contents & Audience wish

Fundamental Forces of Change

基本原則導致改變

<p>Economic Model</p> <ol style="list-style-type: none"> 1. 總體工資成本評估 <small>Profit focus of labor</small> 2. 提昇產質重整流程 <small>Reengineered processes for productivity</small> 3. 全球化產質、資本與市場 <small>Global Production, capital, markets</small> 4. 政府伙伴化經濟利益 <small>Government partnerships for economic advantage</small> 	<p>Industrial Era</p> <ol style="list-style-type: none"> 1. 消費者技能企業 <small>Consumer technical skills Enterprise business</small> 2. 技術創新策略與標準 <small>strategies Technology innovation & standards</small> 3. 數位與智慧資產 <small>Digital & intellectual assets</small> 4. 教育政府運籌服務提供與使用考量 <small>EDU, GOV, LSU & LSP Factor</small>
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GLP

External Factor

Import Data 輸入數據	
Tariff Rates and Liberalization Timetable	費率和自由化時刻表
Dealing with Non-Tariff Measures	處理非關稅量度標準
Own-Price Elasticity for Imports 彈性	Endogenous Import Demand 預測需求
Methodology 方法論	Results
Estimated Impact- Liberalization on Taiwanese Imports 預測自由化台灣進口	
CONCLUSION	

Internal Factor

1. 報價單 Quotation/Offer
2. 訂單 Purchase Service Order
3. 服務確認單 The confirmation of Service
4. 托運通知單 Shipping Instruction/Order
6. 裝箱單 Packing List
7. 提單 Airway Bill
8. 送貨單 Delivery Order
9. 銷貨發票 Commercial Invoice
10. 收款通知單 Payment Notice
11. 其他文件 Others

7

1. Component Creation - Initiation

WORLD TRADE ORGANIZATION
Interal Factor

活化通關創意經濟保安作業經驗分享

Reaction from Government

Title of topic
Traditional Freight Forwarder's Operation
2004 Final Result of Air LSP Practice - Big always big.
Industry Environment & Requirement Analysis
Documentation before WTO Members
Bentch Mark of Freight Forwarder in year OF 2001
World economy & Enviroment change
Article II (MFN) Exemptions; Questions from the Separate Customs Territory of Taiwan, Penghu, Kinmen and Matsu
CMS Structure of Management, EMS - Entity Management Service
e Banking – Before & After WTO Member
Leveraging Key enablers & Overcoming Key Barriers

8

1. Component Creation - Initiation

WORLD TRADE ORGANIZATION
Interal Factor

活化通關創意經濟保安作業經驗分享

Traditional freight forwarder's Operation

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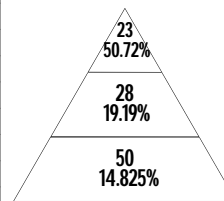
    graph TD
      A[Air Logistics Service Provider] --- B[Air Customs Broker]
      A --- C[Airfreight Agent & Forwarder]
      A --- D[Air Freight Integrator Door to Door]
      A --- E[Multi-national Freight Forwarder]
      A --- F[Logistics Warehouse - 3rd party LSP]
      A --- G[Communication Logistics Service Provider]
      A --- H[Financial Logistics Service Provider]
      C --- I[Before Departure formalities - Door to Port]
      C --- J[Arrival & Delivery to Market Port to Door]
      F --- K[Our member]
  
```

9

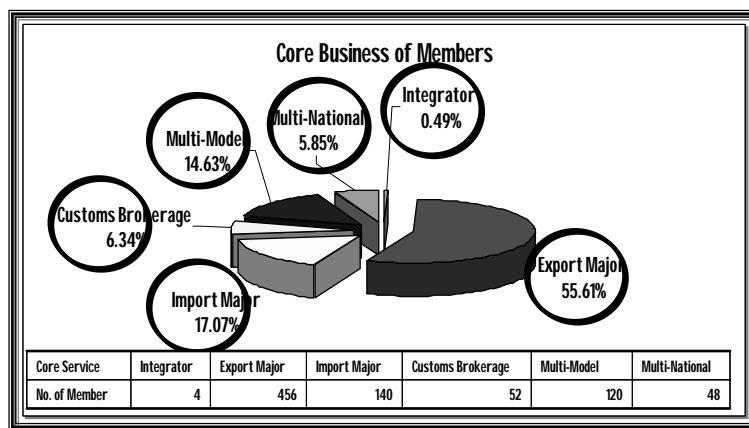
By Kilo Rank	General Cargo		Ramp Release		Total		Air Market Share	
	Shipment	Weight	Shipment	Weight	Shipment	Weight	Ratio	total
1	17111	27437019	0	0	17111	27437019	4.50%	4.50%
2	27966	24839957	436	346361	28402	25186318	4.13%	8.64%
3	37290	20892161	0	0	37290	20892161	3.43%	12.06%
4	19549	17212750	38	3725	19587	17216475	2.83%	14.89%
5	20215	15882162	2	14	20217	15882176	2.61%	17.50%
6	28875	14654901	0	0	28875	14654901	2.41%	19.90%
7	25679	14473484	0	0	25679	14473484	2.38%	22.28%
8	33964	12742431	2	577	33966	12743008	2.09%	24.37%
9	23893	12706153	0	0	23893	12706153	2.09%	26.45%
10	20	9425	5091	12503250	5111	12512675	2.05%	28.51%
11	41085	12464926	0	0	41085	12464926	2.05%	30.55%
12	6213	12399721	0	0	6213	12399721	2.03%	32.59%
13	8866	11929723	0	0	8866	11929723	1.96%	34.55%
14	34555	11899445	0	0	34555	11899445	1.95%	36.50%
15	20156	11708434	0	0	20156	11708434	1.92%	38.42%
16	12366	10873719	0	0	12366	10873719	1.78%	40.20%
17	7752	10357846	0	0	7752	10357846	1.70%	41.90%
18	9138	10007235	0	0	9138	10007235	1.64%	43.55%
19	4375	9678311	0	0	4375	9678311	1.59%	45.14%
20	22863	9123048	0	0	22863	9123048	1.50%	46.63%
21	21814	8758682	0	0	21814	8758682	1.44%	48.07%
22	12335	8651396	1	210	12336	8651606	1.42%	49.49%
23	11757	7501036	1	9	11758	7501045	1.23%	50.72%

TIFA-R Member Freight Forwarder 820 TCBA-ROC Customs Broker 531

1. Component Creation - Initiation
The Year of 2004
Internal Factor



1. Component Creation - Initiation



The number of member increased from 624 on 2002 to 820 on Oct. 2004, because of the local logistics Service provider Upgrade their service from domestic to international, but most of our member short of service channel in overseas. Plus the knowledge and risky management is not meet the market requirement.

1. Component Creation - Initiation

WORLD TRADE ORGANIZATION

External Factor

CMS STRUCTURE OF MANAGEMENT
Taiwan face on Outsourcing Crisis After Y2K

We are upgrade ourself as decision provider

Remarks:
 實體管理服務 (Entity Management Service)
 共同管理服務 (Common Management Service)
 實體對映 (Entity Mapping)
 共同資料模式 (Common Data Model)
 存取服務 (Access Service)

LSP are working very hard to meet the environment requirement
 Before we understand on what it's, The business
 already leave us to other country

活化經濟 創意思維 協作 經驗分享

鮑學超 報告

12

Activation of Logistics for Support Originating Economy

BENCHMARK

一、系統創新與缺口補強
 二、市場創新與績效補強
 三、營運創新與獲利補強
 四、法規創新與永續補強
 五、教育創新與人性補強

理論依據

創意經濟

指導綱要

一、範圍創新與標準化
 二、服務創新與整體化
 三、作業創新與自動化
 四、收益創新與合理化
 五、策略創新與標準化

MILESTONE

實施細則

一、異地委外與供應管理
 二、區段監控與全球運籌
 三、環境創造與獲利分享
 四、產學合作與異業結盟
 五、垂直整合與宏觀集成

鮑學超 報告

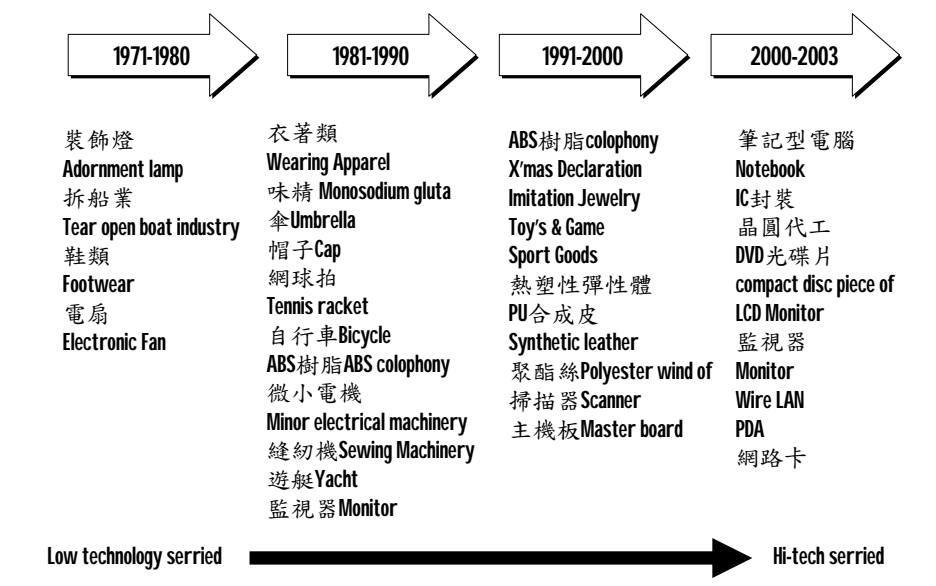
13

國際貿易商市場成長探討

內在因素探討 Initiation - Internal Factor	Registered Companies		Newly Registered Companies		Companies Dissolved or with Licenses Revoked	
	Number	Capital	Number	Capital	Number	Capital
	(Establishment)	(NT\$ Million)	(Establishment)	(NT\$ Million)	(Establishment)	(NT\$ Million)
2000	587 145	13 539 364	34 404	581 875	39 347	498 387
2001	582 537	14 691 821	29 921	502 219	34 569	305 614
2002	588 493	15 538 342	44 552	627 405	38 596	548 063
2003	596 000	16 155 444	40 837	314 147	33 330	376 647
2004	602 021	16 675 809	45 431	248 176	36 878	378 993
Jan.	596 762	16 173 706	2 531	17 231	1 768	47 188
Feb.	598 243	16 210 266	5 634	33 053	1 622	17 062
Mar.	597 870	16 226 927	4 381	23 340	4 755	36 100
Apr.	599 754	16 283 275	4 218	21 050	2 334	29 449
May	600 398	16 321 468	3 663	20 748	3 019	25 317
June	600 529	16 360 048	3 543	17 262	3 412	24 217
July	600 862	16 432 212	3 915	16 913	3 581	32 673
Aug.	601 280	16 466 974	3 170	23 429	2 752	28 675
Sep.	600 752	16 534 581	3 314	17 433	3 842	32 951
Oct.	601 064	16 630 830	3 475	15 253	3 163	18 333
Nov.	601 391	16 658 564	3 443	20 997	3 116	28 794
Dec.	602 021	16 675 809	4 144	21 466	3 514	58 234
Current Accumulation	602 021	16 675 809	45 431	248 176	36 878	378 993

Information from : <http://2k3dm2.moea.gov.tw/mnweb/english/indicators/reports/D02.xls>

國際貿易市場沿革



2004 vs 2003 Exports and Imports Value of by year

	2004		2003		Comparison	
	Cumulative, Jan. to Dec		Cumulative, Jan. to Dec		Cumulative, Jan. to Dec	
	Amount	As %of Total	Amount	As %of Total	Amount	Annual Change Rate (%)
1.Counted in N. T. Dollars (NT\$ Hundred Million)						
Total Trade Value	114,462.1	100.0	93,362.0	100.0	21,100.1	22.6
Exports	58,184.4	50.8	49,524.8	53.0	8,659.6	17.5
Imports	56,277.7	49.2	43,837.2	47.0	12,440.5	28.4
Trade Balances	1,906.7	---	5,687.6	---	-3,780.9	-66.5
2.Counted in U. S. Dollars (US\$ Million)						
Total Trade Value	341,929.4	100.0	271,427.9	100.0	70,501.5	26.0
Exports	174,034.0	50.9	144,179.5	53.1	29,854.5	20.7
Imports	167,895.4	49.1	127,248.4	46.9	40,647.0	31.9
Trade Balances	6,138.6	--	16,931.1	--	-10,792.5	-63.7

Resource from: <http://cus93.trade.gov.tw/fsci/>

關稅局工作量統計月報表

項目	基隆	台北	台中	高雄	合計	年累積
93.12 進口報單份數	68,157	117,255	14,671	40,055	240,138	2,626,138
進口快遞報單份數	0	66,216	0	0	66,216	750,384
進口快遞簡報份數	0	471,178	0	0	471,178	4,794,513
小三通進口份數	101	0	0	82	183	1,316
93.12 出口報單份數	106,727	163,135	44,877	83,706	398,445	4,612,717
出口快遞報單份數	0	77,805	0	0	77,805	832,701
出口快遞簡報份數	0	325,059	0	37	325,096	3,662,786
小三通出口份數	0	0	0	1	1	28
轉運申請書份數	2,939	13,183	2,769	18,151	37,042	437,103
科學園區廠商家數	0	381	7	118	506	
保稅工廠家數	0	158	54	52	264	
貨櫃集散站家數	21	0	4	13	38	
進出口貨棧家數	33	22	19	30	104	
報關行家數	535	542	103	319	1,499	
物流中心家數	0	7	0	3	10	

各國在美國進口市場占有率

	2000年	2001年	2002年	2003年	2004年1-11
加拿大	18.82	19.02	18.13	16.54	17.51
日本	12.03	11.10	10.46	9.39	8.81
墨西哥	11.16	11.52	11.60	10.98	10.67
中國大陸	8.22	8.96	10.78	12.12	13.35
德國	4.82	5.18	5.38	5.41	5.23
中華民國	3.33	2.93	2.77	2.51	2.36
英國	3.57	3.63	3.52	3.39	3.13
韓國	3.31	3.08	3.06	2.94	3.16
法國	2.45	2.66	2.45	2.32	2.14
新加坡	1.58	1.31	1.27	1.21	1.05
沙烏地阿拉伯	1.17	1.17	1.13	1.44	1.42
香港	0.94	0.85	0.80	0.70	0.64
巴西	1.14	1.27	1.36	1.42	1.42
義大利	2.06	2.09	2.09	2.02	1.89

資料來源：美國商務部「Economic Indicators」。

各國在日本進口市場占有率

	2000	2001	2002	2003	2004 (1-11)
美國	19.00	18.09	17.14	15.38	13.85
英國	1.73	1.72	1.60	1.52	1.47
德國	3.35	3.55	3.68	3.71	3.75
法國	1.69	1.77	1.93	1.88	1.84
義大利	1.40	1.54	1.61	1.59	1.52
瑞士	0.87	0.94	0.98	1.01	1.06
加拿大	2.29	2.22	2.12	1.96	1.86
韓國	5.39	4.92	4.59	4.67	4.84
中華民國	4.71	4.06	4.02	3.72	3.68
香港	0.44	0.42	0.42	0.35	0.36
新加坡	1.69	1.54	1.48	1.43	1.39
菲律賓	1.90	1.84	1.94	1.83	1.84
馬來西亞	3.82	3.68	3.32	3.29	3.10
印尼	4.31	4.26	4.20	4.27	4.10
澳大利亞	3.90	4.14	4.15	3.92	4.25
中國大陸	14.51	16.57	18.30	19.68	20.65

單位：百分比

資料來源：日本統計月報

國際地位我國產品在主要進口市場佔有率

單位：百分比

市場		1996	1997	1998	1999	2000	2001	2002	2003
合計	全體產品	2.42	2.42	2.40	2.50	2.71	2.50	2.59	---
	製造業	2.56	2.57	2.53	2.62	2.85	2.62	2.72	---
美國	全體產品	3.78	3.75	3.62	3.43	3.33	2.92	2.77	2.51
	製造業	3.96	3.92	3.78	3.57	3.45	3.02	2.86	2.58
日本	全體產品	4.23	3.59	3.54	4.06	4.64	3.96	3.89	3.61
	製造業	4.75	4.04	3.99	4.51	5.16	4.42	4.32	3.99
歐盟	全體產品	0.85	0.91	1.00	1.02	1.11	1.00	0.90	0.86
	製造業	0.90	0.97	1.06	1.08	1.17	1.05	0.95	0.90
中國	全體產品	11.66	11.55	11.86	11.78	11.33	11.22	12.89	11.96
	製造業	12.44	12.27	12.50	12.38	11.98	11.91	13.55	12.63

資料來源：台灣經濟研究院 2004.10.7

Target Country for Trade

Unit: Kilo

2004 VS 2003 EXPORT TAIWAN				UNIT : KGS
country	2003	2004	03 VS 04 %	2004 %
KOREA	15,519,004	17,163,369	9.58%	2.84%
FRANCE	5,731,956	6,848,222	16.30%	1.13%
ITALY	6,829,474	7,640,609	10.62%	1.26%
INDIA	4,395,377	5,942,020	26.03%	0.98%
BANGLADESH*	0	455,011	100.00%	0.08%

2004 VS 2003 IMPORT TAIWAN				UNIT : KGS
country	2003	2004	03 VS 04 %	2004 %
KOREA	20,223,725	23,100,810	12.45%	5.30%
FRANCE	5,094,780	5,176,316	1.58%	1.19%
ITALY	3,261,506	4,017,173	18.81%	0.92%
INDIA	1,021,084	947,412	-7.78%	0.22%
BANGLADESH*	0	69,856	100.00%	0.02%

Reference with country report 2004 by TAFA-R

國別代碼	英文名稱	貿易總額			出口			進口		
		名次	金額	比重%	名次	金額	比重%	名次	金額	比重%
總計	Global-Country		311,022,106,891	100.00		159,134,492,380	100.000		151,887,614,511	100.00
CN	CHINA	2	46,095,810,521	14.821	1	31,132,230,428	19.563	3	14,963,580,093	9.852
HK	HONG KONG	4	29,354,113,372	9.438	2	27,424,106,174	17.233	17	1,930,007,198	1.271
US	UNITED STATES	3	45,243,499,132	14.547	3	25,654,609,415	16.121	2	19,588,889,717	12.897
JP	JAPAN	1	51,758,104,290	16.641	4	12,060,088,339	7.579	1	39,698,015,951	26.136
SG	SINGAPORE	6	9,743,819,509	3.133	5	5,789,802,733	3.638	8	3,954,016,776	2.603
KR	KOREA, South	5	15,525,149,882	4.992	6	4,952,864,433	3.112	4	10,572,285,449	6.961
NL	NETHERLANDS	10	6,233,184,903	2.004	7	4,300,369,223	2.702	16	1,932,815,680	1.273
DE	GERMANY,	7	9,387,372,587	3.018	8	4,094,953,068	2.573	5	5,292,419,519	3.484
MY	MALAYSIA	8	8,661,917,846	2.785	9	3,711,044,341	2.332	6	4,950,873,505	3.260
PH	PHILIPPINES	9	6,440,016,005	2.071	10	3,610,748,201	2.269	11	2,829,267,804	1.863
VN	VIET NAM	17	3,676,192,658	1.182	11	3,129,158,888	1.966	33	547,033,770	0.360
GB	UNITED KINGDOM	15	4,647,749,739	1.494	12	3,094,560,425	1.945	20	1,553,189,314	1.023
TH	THAILAND	11	5,515,710,494	1.773	13	2,965,382,738	1.863	12	2,550,327,756	1.679
AU	AUSTRALIA	13	5,123,047,202	1.647	14	2,042,530,017	1.284	10	3,080,517,185	2.028
ID	INDONESIA	12	5,450,865,997	1.753	15	1,702,396,223	1.070	9	3,748,469,774	2.468
IT	ITALY	19	2,784,699,199	0.895	16	1,562,122,074	0.982	22	1,222,577,125	0.805
CA	CANADA	21	2,568,003,375	0.826	17	1,482,695,820	0.932	25	1,085,307,555	0.715
FR	FRANCE	18	3,261,278,079	1.049	18	1,413,686,776	0.888	19	1,847,591,303	1.216

資料來源：http://2k3dmz2.moea.gov.tw/gnweb/english/indicators/reports/B04.xls

Employees on Payrolls & Earnings of Manufacturing

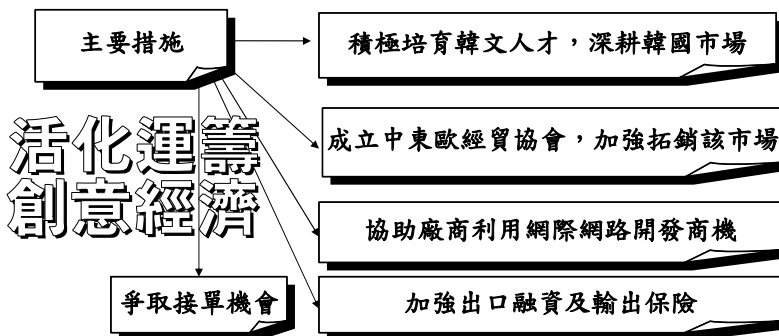
		Annual Payrolls Thousand\$	Rate Change %	Annual Overtime Change %	Monthly earning	Normal Change rate%	Real Change Rate %	Labor Productivity index	Unit Labor Cost%	
	1998	2 397	0.21	-4.29	36 546	2.97	1.26	5.32	-0.18	
	1999	2 411	0.57	6.41	37 882	3.66	3.48	6.79	-3.38	
	2000	2 461	2.08	1.20	39 080	3.16	1.88	6.24	-2.63	
	2001	2 348	-4.58	-16.67	38 586	-1.26	-1.25	3.78	2.69	
	2002	2 307	-1.76	12.86	38 565	-0.05	0.15	9.55	-10.28	
	2003	2 346	1.67	5.06	39 583	2.64	2.93	5.29	-2.84	
	2004	1	2 375	2.46	3.70	74 298	5.74	5.72	14.31	8.19
		2	2 385	2.83	15.79	38 010	2.44	1.78	5.18	-19.65
		3	2 399	3.01	6.40	36 604	2.99	2.08	7.79	-9.36
		4	2 403	3.08	10.71	37 051	4.01	3.03	9.93	-6.56
		5	2 413	3.43	15.15	36 881	0.45	-0.46	13.19	-11.17
		6	2 427	3.75	17.09	38 705	7.66	5.82	8.41	-4.77
		7	2 449	4.10	14.94	38 475	4.63	1.25	7.11	-1.45
		8	2 443	3.85	5.00	36 521	-0.31	-2.79	4.99	-5.83
		9	2 438	3.44	2.96	37 660	2.42	-0.36	4.75	-3.01
		10	2 436	3.07	0.55	36 933	2.42	0.02	3.34	2.11
		11	2 438	2.78	-5.41	36 905	1.51	-0.02	-2.49	-0.77

依據93年7月27日經濟部部長何美玥台灣經貿發展簡報

擴大台灣經貿力量

加強拓銷重點目標市場擇定印度、孟加拉、韓國、義大利、法國及俄羅斯六國為重點拓銷國家

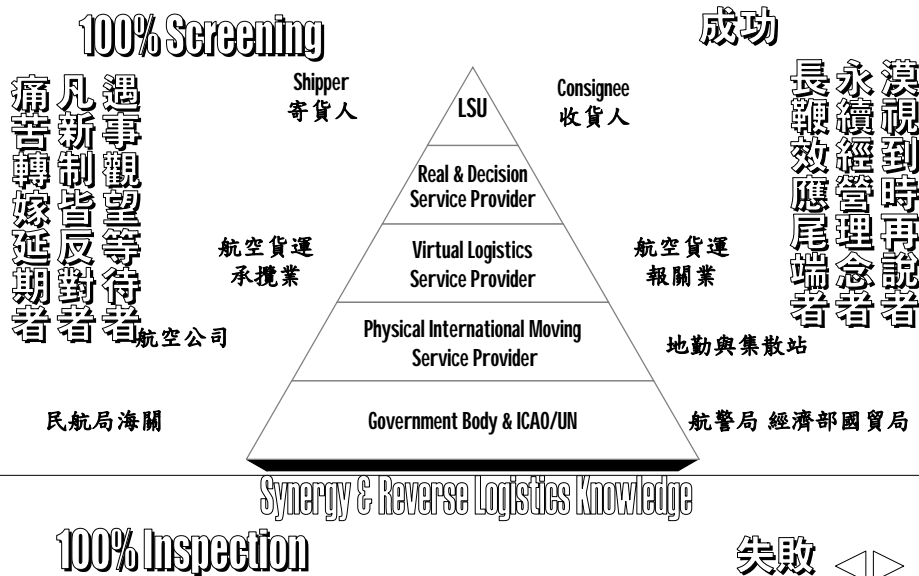
2003年度我出口總值達1,442億美元，較前一年成長10.4%；
今年設定出口成長目標為20%

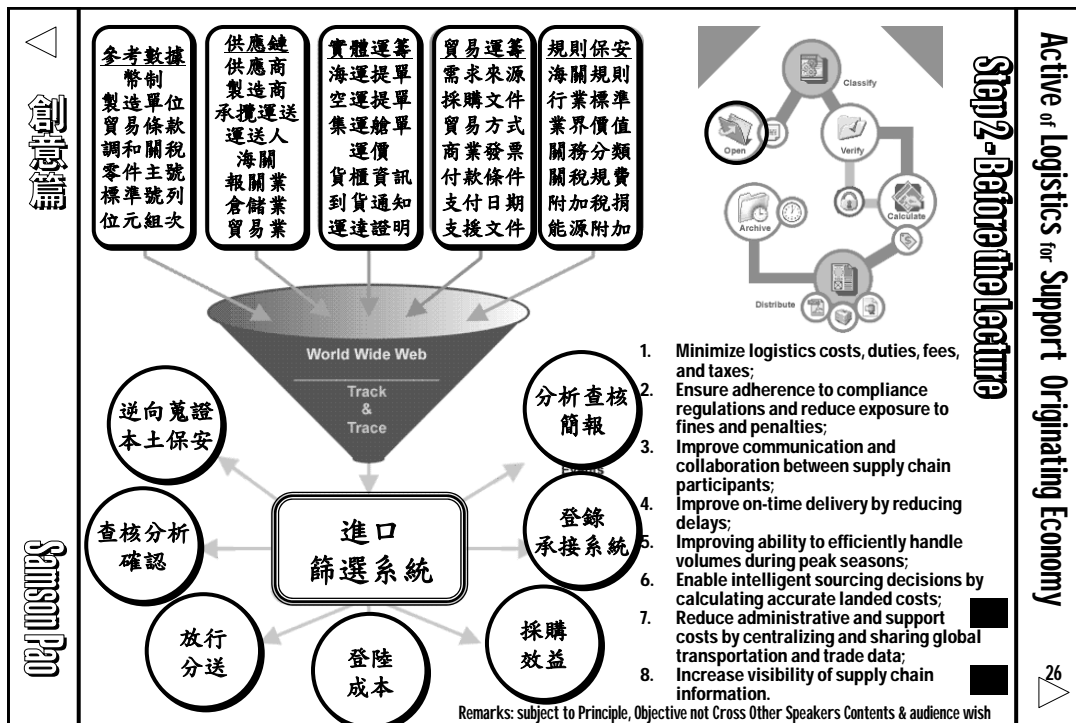


Page note Data from <http://cus93.trade.gov.tw/fsci/>

2. 程式化篇 Formulation - IBS & Air Security

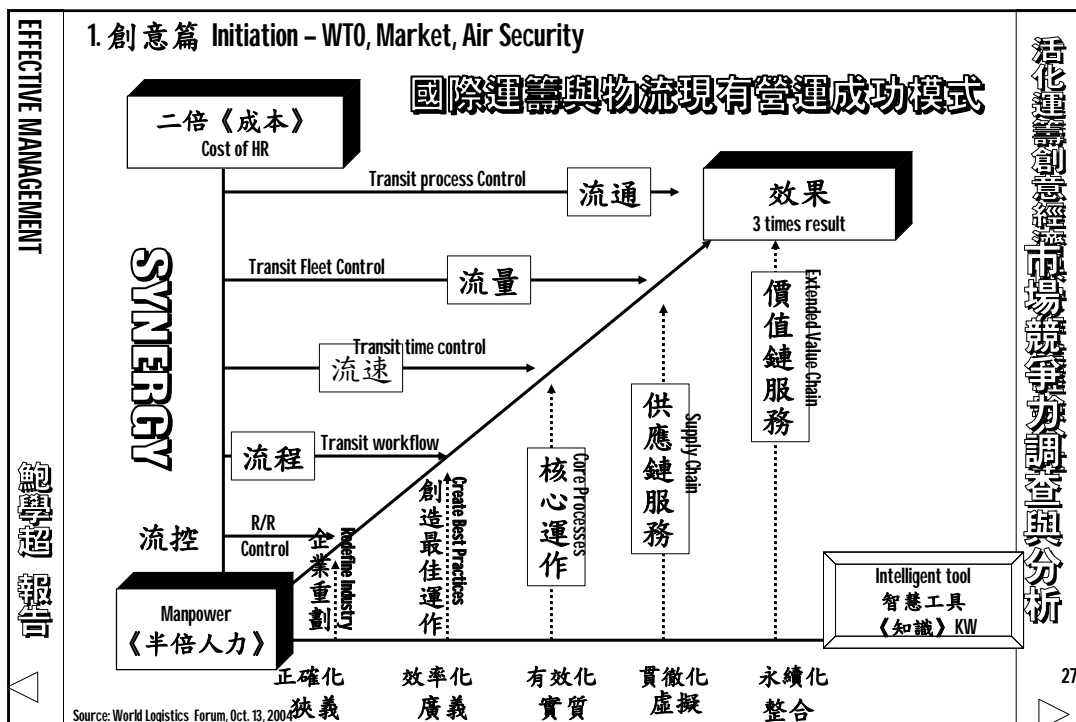
IBS - Information Barabones System





金寶龍

Simon Pao



1. 創意篇 Initiation – WTO, Market, Air Security

Taiwan's WTO Membership Effective Jan. 1st [01/10/2002] After 12 years of effort, Taiwan finally became member of the World Trade Organization (WTO) on Jan. 1 this year. With WTO membership, the nation is required to fulfill the following commitments:

Figure 1 Interactions of components in an Intelligent Tutoring System

after Taiwan signs the government procurement agreement the domestic government procurement market, which amounts to an average of about US\$6 billion to US\$8 billion a year, will be opened to companies from other countries that have signed the agreement. Taiwan will be at the same time be eligible to bid for global government procurement market amounted to about US\$200 billion.

鮑學超 報告

創意分析

本會規劃使用現代已發展出許多適宜精製智慧型系統的理論與技術，即所謂的人工智慧科技。建制業務導引的追求過程，產生創利誘因推廣業界教育與宣導。

活化運籌創意經濟保安作業經驗分享

28

1. 創意篇 Initiation – WTO, Market, Air Security

Composition of 2003 / 2004 air cargo performance

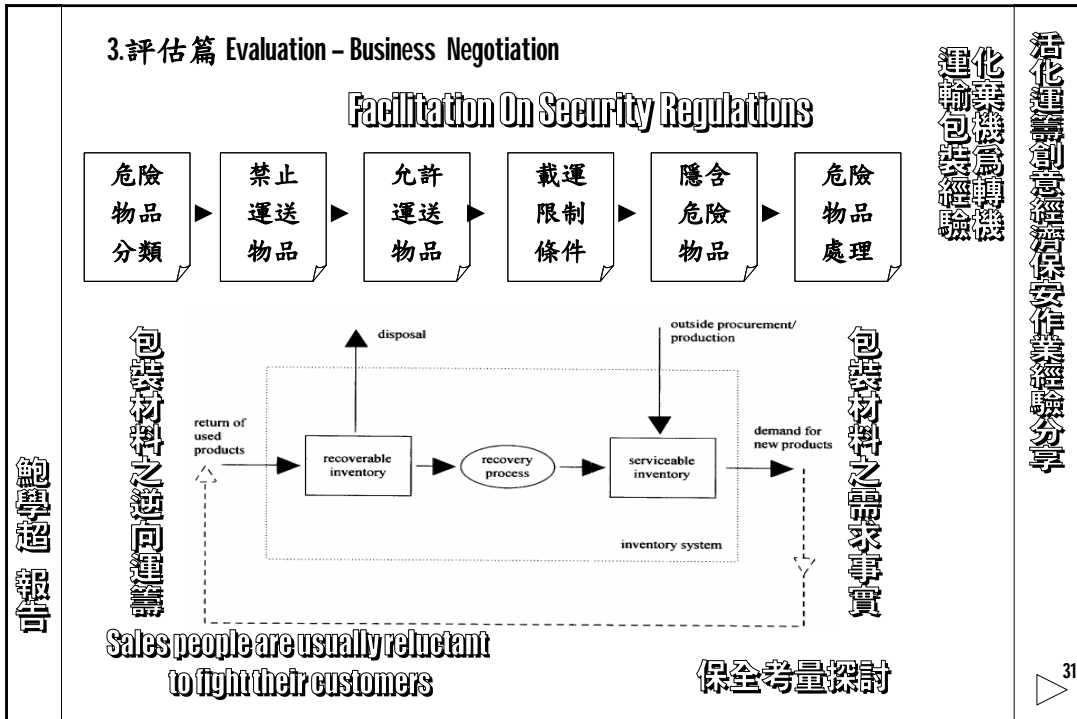
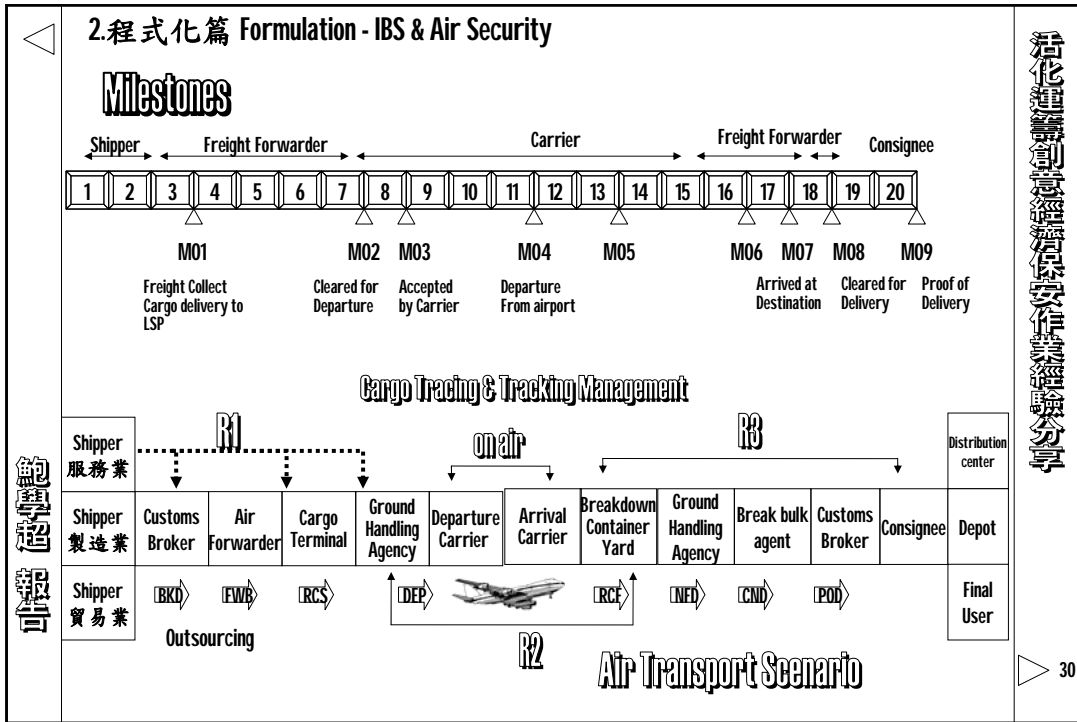
單位(Unit):	Import			Export		
公斤(Kilo)	2004	2003	Annual Change Rate	2004	2003	Annual Change Rate
Japan	115,913,094	90,289,287	28.38	77,699,620	85,072,348	-8.67
U.S.A	72,594,415	60,350,518	20.29	127,008,778	127,462,375	-3.6
Hong Kong	45,719,967	47,398,302	-3.54	62,393,171	63,837,999	-2.26
Thailand	23,280,525	26,045,313	-10.62	13,118,705	13,065,212	0.41
Korea	23,100,810	20,527,034	12.54	17,163,369	15,215,695	12.8
Singapore	17,788,525	19,519,677	-8.87	18,668,504	18,768,779	-0.53
Macau	16,780,043	12,310,903	36.3	12,699,511	9,759,669	30.12
China	16,373,297	11,618,291	40.93	70,139,069	54,559,122	28.56
Luxemburg	16,109,653	13,289,442	21.22	15,294,356	19,598,170	-21.96
Philippines	11,605,534	8,077,691	43.67	6,404,435	5,912,287	8.32

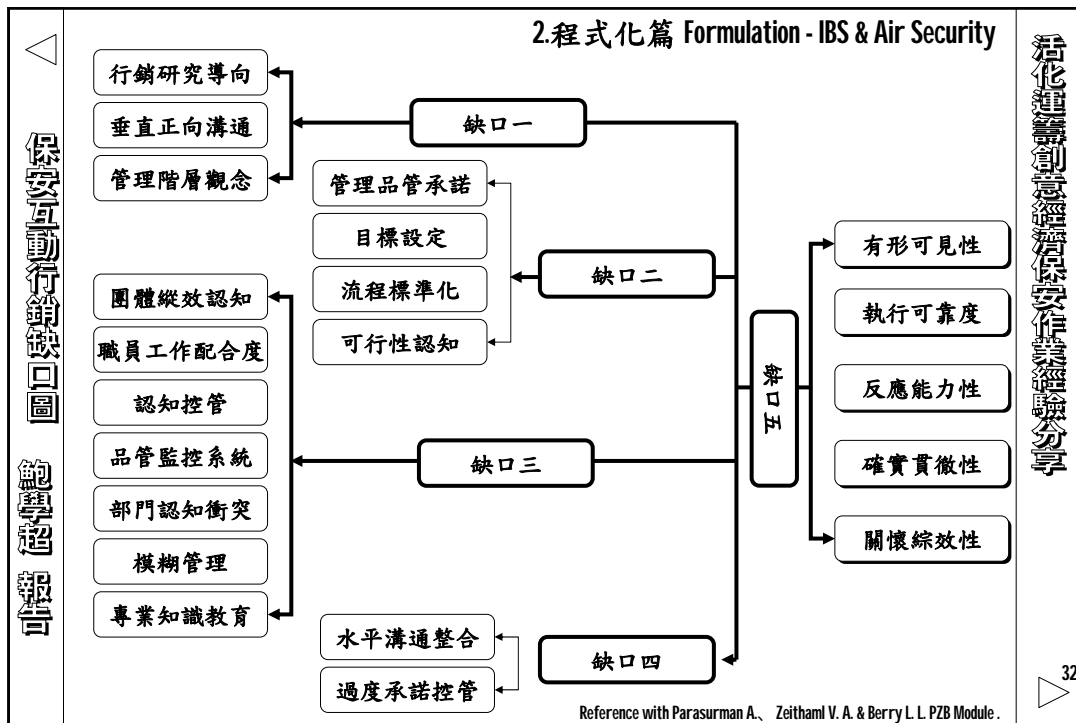
鮑學超 報告

創意分析

活化運籌創意經濟保安作業經驗分享

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3.評估篇 Evaluation - Business Negotiation

Compared Item 比對項目	Air Security 保安	Facilitation 便捷化
Purpose 宗旨	The identification and prevention of criminal or terrorist acts against people or property and the interdiction of contraband	the simplification of international trade and procedures and the information flows associated with them"
Major Concerns 核心目標	<ol style="list-style-type: none"> 1. Success is measured against agencies ability to interdict contraband and to prevent attacks on people and property. 2. Too much security without concern for its impact on trade will cause economic downturn 3. Speed and smooth operation of businesses will be damaged and costs will rise 	Cost & Time Saving Market Globalization
Profiling vs Screening 封閉與開放思維	<ol style="list-style-type: none"> 1. Anti Drug Agencies produce evidence of their success every year 2. Anti terrorist agencies have limited "captures" as evidence of success 3. New TSA measures may be forcing traders to avoid transiting USA 	<ol style="list-style-type: none"> 1. Profiling and Risk Assessment being used to target high risk shipments 2. Keeps trade moving 3. Reduces cost 4. Rewards compliant traders 5. Some politicians Want 100%screeni 6. Is this anti facilitation? 7. How will it affect trade? 8. Will it improve security?

Reference with Larry Coyne TIACA AGM Johannesburg April 2004

1. Before WTO Logistics Market and User & Provider analysis

Bolero Documentations List

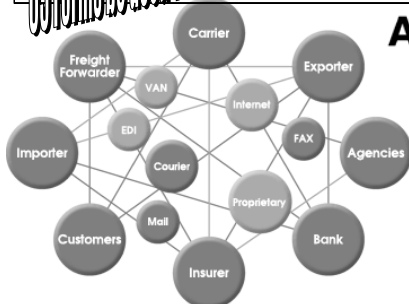
Documentation Study from year of 2000

1 Advance Shipment Notice >>>	出貨通知	26 Documentary Credit >>>	Available
2 Air Waybill >>>	空運提單	27 Documentary Credit Acknowledgement >>>	Available
3 Arrival Notice >>>	到貨通知單	28 Documentary Credit Advice >>>	Available
4 Beneficiaries Certificate >>>	Available	29 Documentary Credit Advice of Discrepancy >>>	Available
5 Acceptance >>>	Available	30 Documentary Credit Advice of Discrepancy Discharge >>>	Available
6 Bill of Lading >>>	海運提單	31 Documentary Credit Advice of Discrepancy Refusal >>>	Available
7 Booking Confirmation >>>	訂位確認	32 Documentary Credit Amendment >>>	Available
8 Cargo Report Export >>>	出口艙單	33 Documentary Credit Amendment Request >>>	Available
9 Cargo Report Import >>>	進口艙單	34 Documentary Credit Copy >>>	Available
10 Certificate of Analysis >>>	Available	35 Documentary Credit Application >>>	Available
11 Certificate of Origin >>>	產地證明書	36 Documentary Credit Notification >>>	Available
12 Certificate of Origin Application >>>	產地證明申請書	37 Documentary Credit Reimbursement Authorisation >>>	Available
13 Certificate of Quality >>>	數量證明書	38 Documentary Credit Reimbursement Claim >>>	Available
14 Certificate of Weight >>>	重量證明書	39 Export Declaration >>>	出口報單
15 Collecting Banks Collection Instruction >>>	Available	40 Exporters Collection Instruction >>>	Available
16 Collection Advice of Non Payment or Non Acceptance >>>	Available	41 Exporters Documentary Credit Presentation Instruction >>>	Available
17 Collection Amendment Advice >>>	Available	42 Firm Booking Request >>>	訂艙
18 Collection Amendment Request >>>	Available	43 Forwarders Cargo Receipt >>>	承攬運送收貨
19 Collection Status Advice >>>	Available	44 Forwarding Instructions >>>	承攬運送指示
20 Collection Status Request >>>	Available	45 Freight Invoice >>>	運費發票
21 Commercial Invoice >>>	商業發票	46 House Air Waybill >>>	空運分提單
22 Cover Letter >>>	Available	47 House Bill of Lading >>>	海運分提單
23 Credit Advice >>>	應付 Credit 帳單	48 Import Declaration >>>	進口報單
24 Debit Advice >>>	應收 Debit 帳單	49 Insurance Certificate >>>	保險證明單
25 Despatch Advice >>>	派送通知	50 Insurance Policy >>>	Available

貿易業之文件標準必須尊重

1. Before WTO Logistics Market and User & Provider analysis

51 Issuing Banks Documentary Credit Presentation Instruction >>>	Available
52 Packing List >>>	裝箱單
53 Paying Banks Documentary Credit Presentation Instruction >>>	Available
54 Payment Instruction >>>	付款指示
55 Presenting Banks Collection Instruction >>>	Available
56 Proforma Invoice >>>	前期發票
57 Provisional Booking Request >>>	訂位通知
58 Purchase Order >>>	訂單
59 Purchase Order Acceptance >>>	訂單接受
60 Purchase Order Cancellation >>>	訂單取消
61 Remitting Banks Collection Instruction >>>	Available
62 Sea Waybill >>>	海運小提單
63 Shipping Instruction >>>	出貨通知
64 Supplier's Certificate of International Trade Order >>>	Available
65 Supplier's Certificate of International Trade Order >>>	Available



Apax PARTNERS TT CLUB




鮑學超 主編

Work Scope of Plan D Common Practice

Category	Plan D Common Practices (By RFP)	Business Scenario	Users Cases	Common Process
Transaction & Distribution	Track and Trace(T/T)	Shipping Order Management	Shipper ↔ Freight Forwarder(FF)	3B12, 3B13, 3B18
			Shipper ↔ Carrier	
			Shipper ↔ Customs Broker	
			Customs Broker ↔ FF	
		FF ↔ Carrier		
		Shipment Status	Freight Forwarder	3B3, 3B4
		Carrier		
Inventory Management	Vendor Managed inventory(VMI)	VMI/3PL	Mfr. play as supplier	4C1, 4B2, 3B2, 4A2
			Mfr. play as buyer	
Return & Finance		Invoicing		3C3
		RMA		3C2, 3B2, 3B11, 3B13, 4B2

活化通關創意經濟保安作業經驗分享

製造業之訊息標準必須尊重



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鮑學超 主編

3. 評估篇 Evaluation – Business Negotiation

Facilitation Vs Security Regulations

1. Is US and EU forcing un-necessary security measures on the rest of world?
2. Security looks like it is working but little evidence to show why. ?
3. Are initiatives like C-TPAT, BASC and the “Known Shipper” programme worth pursuing ?
4. Are Customs the appropriate body to strike a balance between Security and trade ?
5. Most of the new security regulations are being created by the two main trading blocks – the USA and EU – and everyone else has to follow in their footsteps. Are standards being imposed where they are not required and are these measures providing competitive advantages to the more sophisticated trading nations?
6. Is there perhaps a need for a Global body to ensure that we have a more coordinated approach to security? Should this be a new body or are Customs the appropriate body to strike a balance between Security and Trade because they have an interest in collecting revenue, they are more likely to strike a better balance (between trade and security).
7. What do they think of the various initiatives like The Customs Trade Partnership against Terrorism and Business Against Smuggling and Corruption and of course the Known Shipper Programme?
8. Finally, I would like to finish by stating where TIACA sits in this debate between Security and Facilitation.

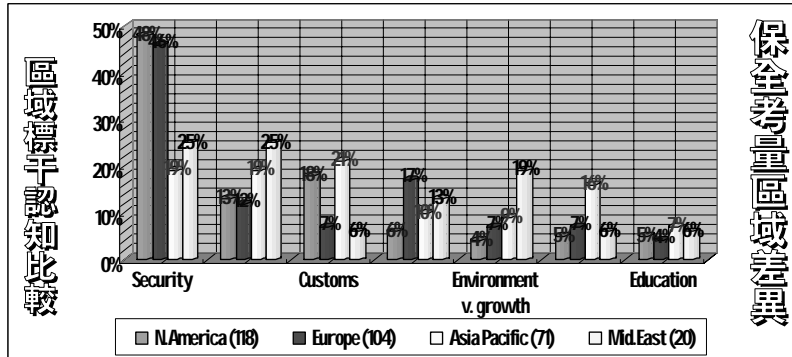
活化通關創意經濟保安作業經驗分享

保全考量探討

▷ 37



3. 評估篇 Evaluation - Business Negotiation



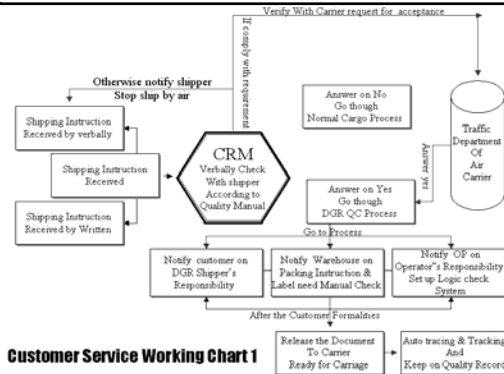
	Security	Market access	Customs	Lobbying	Environment v. growth	Performance standards	Education
N.America (118)	48%	13%	18%	6%	4%	5%	5%
Europe (104)	46%	12%	7%	17%	7%	7%	4%
Asia Pacific (71)	19%	19%	21%	10%	9%	16%	7%
Mid.East (20)	25%	25%	6%	13%	19%	6%	6%

活化與創意必須考慮區域與全球運籌趨勢

Reference with Tom Smart - Managing Director Topflight Research Ltd Air Cargo Executive Conference and AGM JNB April, 2004

鮑學超 報告

活化運籌創意經濟保安作業經驗分享



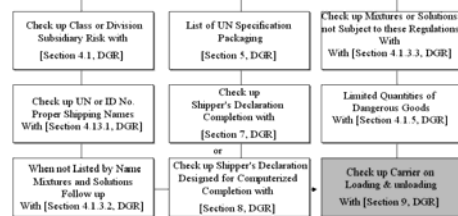
價值分享精神

提升穩定資訊作業系統工具
創造公會與會員之永續經營

人工作業系統除增加流程費時外，無法有效比對填補風險缺口提供總體解決方案。

航空貨運應用作業情境分析

Scenario



WARNING: This attachment includes:
 - Adobe Acrobat version of the Shipper's Declaration Form
 - Adobe Acrobat version of the Excepted Quantities label
 - Graphics files of the dangerous goods and handling labels
 These are provided as training aids only and should not be used to prepare a dangerous goods shipment for air transport. Use, including printing of these forms and graphics, must only be in conjunction with the current edition of the International Air Transport Association's Dangerous Goods Regulations.
 White boxes are MANTRACO's QC responsibilities and green color box is carrier's function.

Customer Service Working Chart 3-1

鮑學超 報告

活化運籌創意經濟保安作業經驗分享

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IBS System

IATA/FIATA/WACO/ICC

結合國際航協、貿易組織與安全隱私標準

Subject to FAA Approves IATA's Airline Safety Audit Programme current workflow must take correction and on time investigation

活化運籌創意經濟保安作業經驗分享

ISSUES/REQUIREMENTS/STANDARD	EW	EC	FA	FC	FE	FF	FG	FH	FI	FJ	FK	FL	FM	FN	FO	FP	FQ	FR	FS	FT	FW	FX	FY	FZ	
REGULATIONS/STANDARDS/REQUIREMENTS																									
OPERATIONAL/PROCEDURAL/STANDARDS/REQUIREMENTS																									
TECHNICAL/STANDARDS/REQUIREMENTS																									
TRAINING/STANDARDS/REQUIREMENTS																									
SALES/STANDARDS/REQUIREMENTS																									
FINANCIAL/STANDARDS/REQUIREMENTS																									
LEGAL/STANDARDS/REQUIREMENTS																									
RESEARCH/STANDARDS/REQUIREMENTS																									
GENERAL/STANDARDS/REQUIREMENTS																									

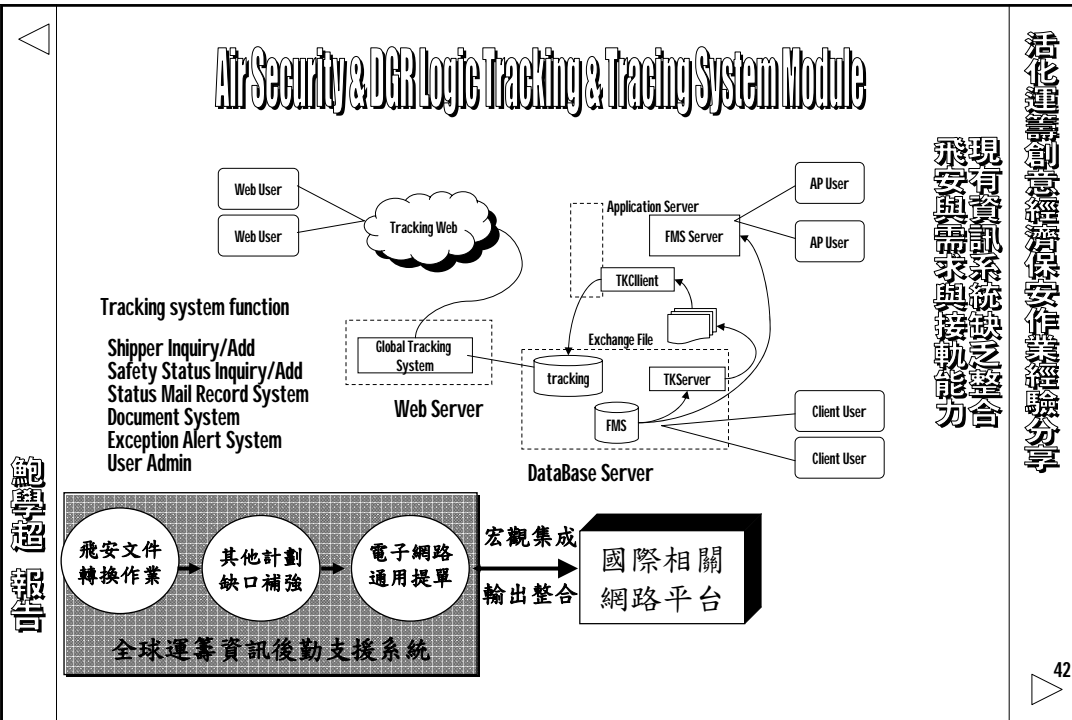
鮑學超
報告

Ready for Carriage

Packing and Marking of Package
Payment
Consignment ready for carriage
Restrictions in acceptance-restrictions due to nature of goods; arms, ammunition, war material; human remains; machinery casting or steel work, uncrated; perishables; personal effects; strongly smelling goods; valuable cargo, vehicles; wet cargo; due to weight or dimensions; due to value; embargoes; cargo not acceptable.

活化運籌創意經濟保安作業經驗分享

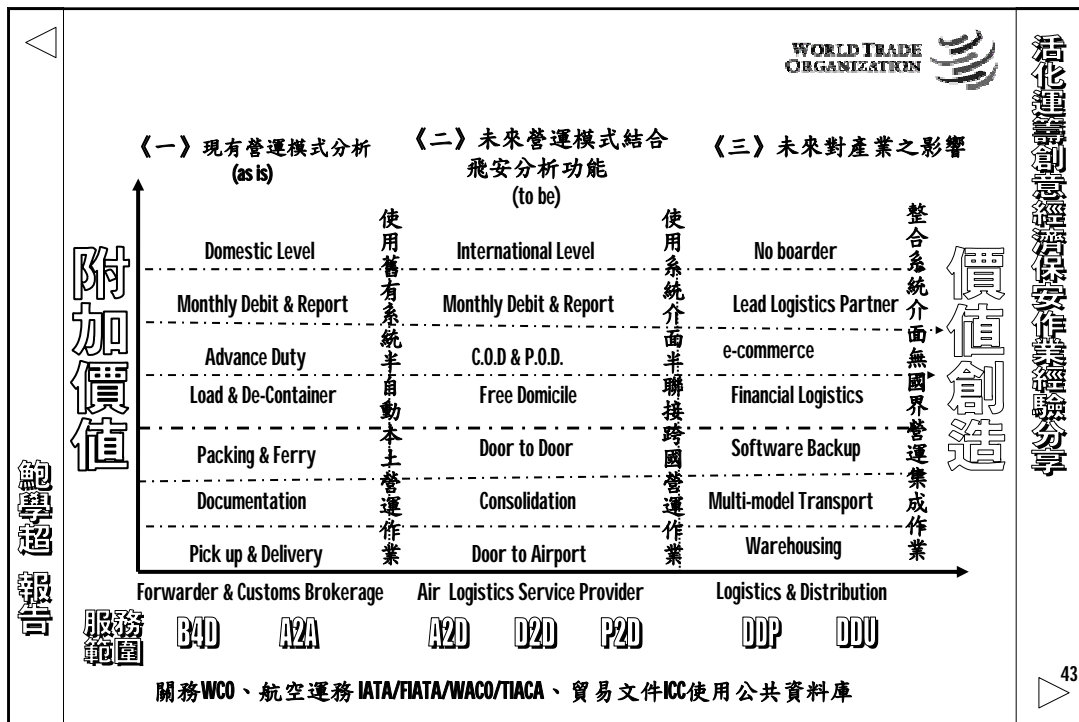
1. Acceptance of Consignment – though IATA cargo agents or direct from shipper.
2. Responsibility of Shipper – comply customs and other government authorities.
3. Carrier's Liabilities
4. Limitations on Claims and Actions
Visible damage or partial loss-14 days from the date of receipt of the goods, 21 days from the date on which the goods were placed at the disposal of the person entitled to delivery, 120 days from airway bill date on non-delivery claim
5. Carrier's right of inspection.



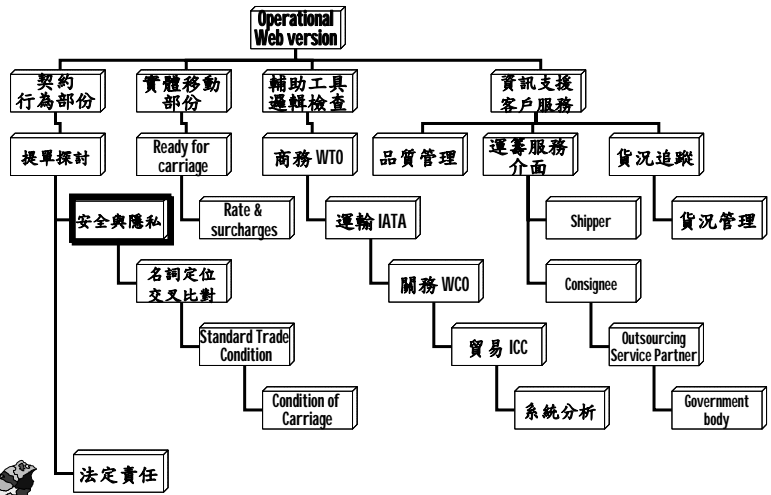
現有資訊系統缺乏整合
飛安與需求與接軌能力

活化運籌創意經濟保安作業經驗分享

鮑學超 報告



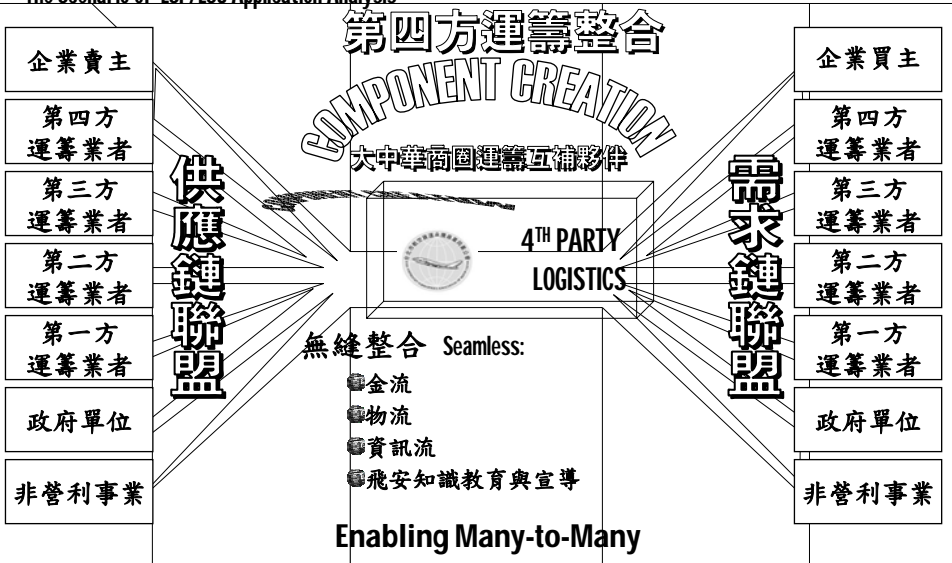
4.執行篇 Physical Practice- (1) 市場探討 Market Investigation

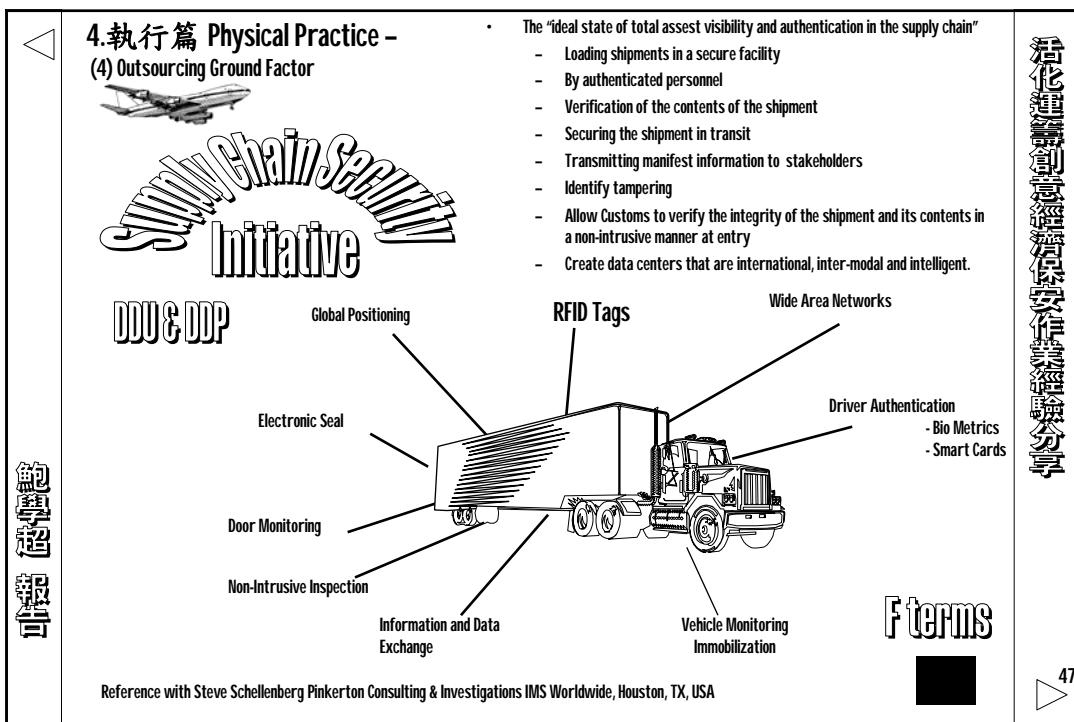
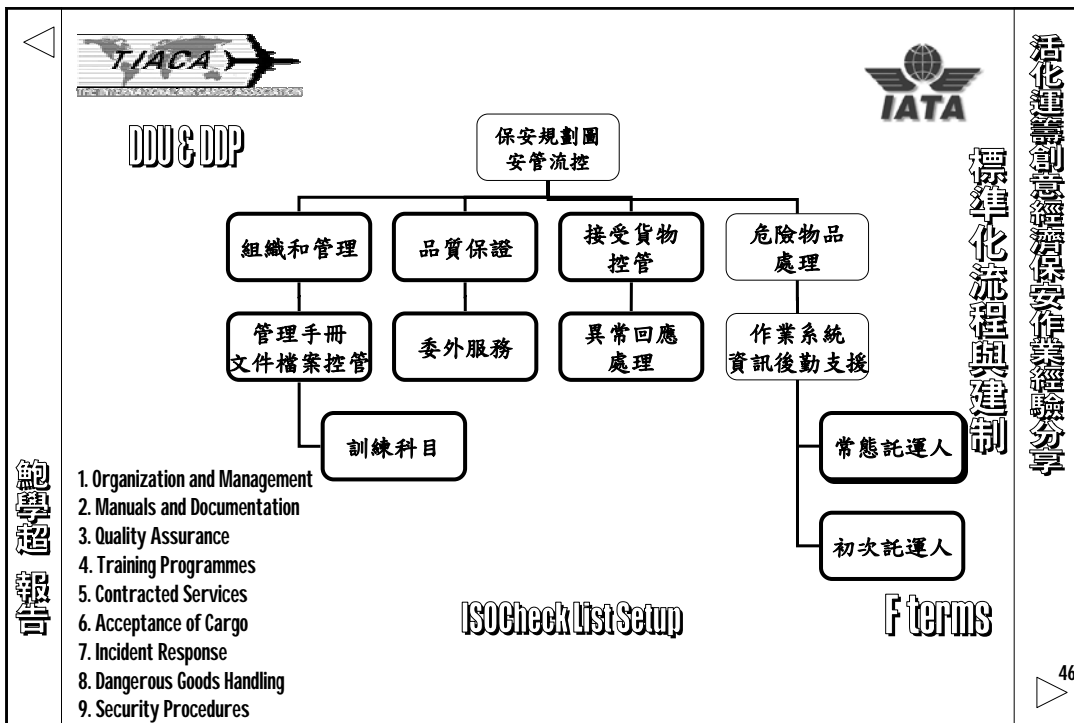


IBS Already Finalized the above investigation



The Scenario of LSP/LSU Application Analysis



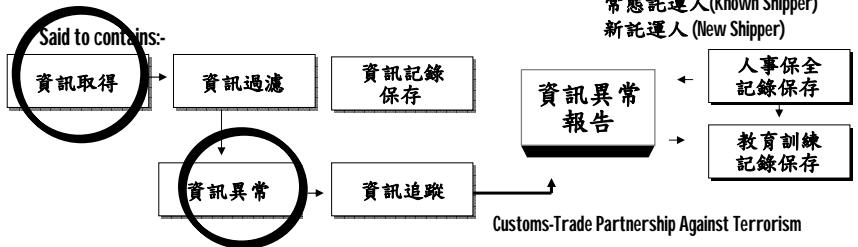
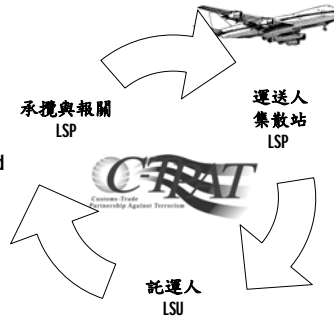


4. 執行篇 Physical Practice -

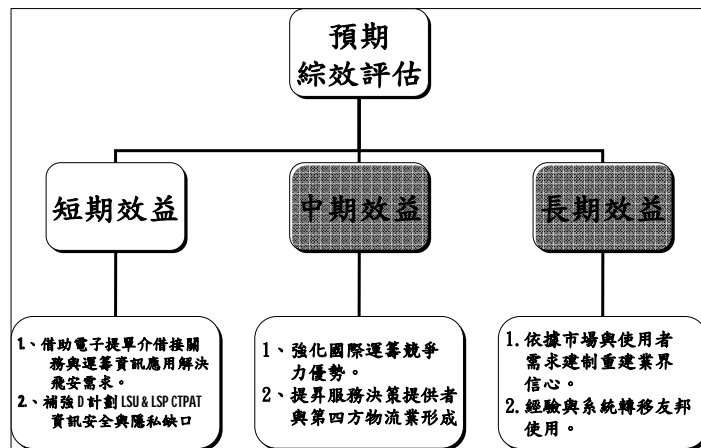
Known Shipper System Setup

(5) Risky Management

- 一、策略部份 (Strategy's principle of the program is partnership)
- 二、參與主要與輔助業別 (供應鏈通路)
 - 《The supply chain security measures contained in the participant's security profile have been implemented and are being followed.》
- 三、避免重複流程部份 (Customs Office of Field Operations personnel and DATA information Share to identify for known and unknown customer for process of work of Project validation.)
- 四、進出口部份 (進口商, 經紀人, 工廠和倉庫, 空運承運人與空運併裝業者發展和執行健全的計畫提高安全過程)
 - participant's supply chain domestically or overseas, the P.V.T (Partnership Validation Team) leader will request approval of travel through the Director, C-TPAT, at Customs Headquarters.》



5. 綜效評估 Review of Synergy Performance



公會提供保安建制預期綜效評估

5. 綜效評估 Review of Synergy Performance

關貿網路股份有限公司
TRADE-VAN INFORMATION SERVICES CO.

WORLD TRADE ORGANIZATION



活化運籌創意經濟保安作業經驗分享

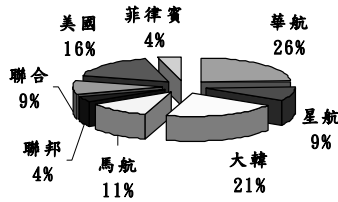
美國海關艙單
數位策試成功比例

策試文字檔轉電子檔至關貿國際標準棧至航空公司邏輯檢查成功傳遞

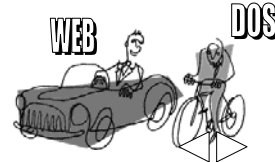
鮑學超報告

航空公司	筆數
華航	24
星航	9
大韓	20
馬航	11
聯邦	4
聯合	9
美國	16
菲律賓	4

美國海關艙單傳遞策試成功比例圖



Abstract: The simple goal of leveraging the efficiency of inbound & outbound automation using Internet Web for basic transfer of data on air cargo manifest US Customs 7509 form to US Customs thru Airline's Network, information introduces daunting security challenges as IBS/Trade-Van respond to regulatory and business requirements for confidentiality.
Format: Flat file Length: Loop Page(s) Type: electronics file



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6. 總結 Summary & Conclusion

- 一、實物傳遞業務則包括快速、包裹、航空運輸、鐵路運輸與金融，貿易便捷化導引各國實行放開經營，呈現出發展態勢新競爭對手的不斷湧現造成巨大的價格壓力；綜合後勤服務業呈現出強大的發展趨勢；通訊業務和實物傳遞業務的競爭對手日益國際化、全球化；電信業務將進一步與郵政分營，並與後勤運籌業務一起併列為三大塊。面對這些挑戰，各國不得不給自己重新定位，採取一系列的反擊措施，其中包括傳統反擊戰略和積極反擊戰略。借鏡「行政管理」、「知識管理」、「協同運作」、「社群服務」、「系統管理」整合業界作業工具標準化，模組化必可增加先導策試業者之信心與上線比例。
- 二、保安乃市場必須配合之趨勢，感謝關貿網路配合公會需求，提供標準化邏輯、設計、工具與系統適合業界習慣與需要必可提升流速。
- 三、關貿網路與公會IBS測試成功支援DOS & Window 環境作業系統建立穩定之網路與系統，減少缺口衍生長鞭效應。請本會會員請要求軟體業者與關貿網路聯繫上線。
- 四、使用系統自動轉檔邏輯檢查減少流程《Workflow》與論據《DATA》失誤。
- 五、減少資訊異業集成與垂直整合之困難度，增加成功率。
- 六、增加市場分析與運籌報表之正確性，創造LSU & LSP國際競爭力。

鮑學超報告

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活化運籌創意經濟保安作業經驗分享



Keith Fleming
 Director, Cargo
 Verification Division
 Office of Field Operations

U.S. Department of Homeland Security
 1300 Pennsylvania Avenue, NW, Suite 5.2C
 Washington, DC 20229

202 927 1049 tel
 202 927 1096 fax
 keith.fleming@dhs.gov



**U.S. Customs and
 Border Protection**

Question & Answer

Thank You!



智慧
 可觀

活化通關創意經濟保安作業經驗分享

