



JIFFA REPORT (ANNUAL REPORT IN 2010)

JAPAN INTERNATIONAL FREIGHT FORWARDERS ASSOCIATION INC.

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JIFFA Hosts Logistics Symposium In commemoration of Silver Jubilee

In commemoration of its 25th anniversary as an incorporated entity, Japan International Freight Forwarders Association Inc. (JIFFA) held an international symposium at a Tokyo hotel on Nov. 24, 2010.

The symposium titled "The Opportunities and Challenges for International Freight Forwarders" was attended by more than 220 individuals, who were employees of JIFFA member companies and people from the related industry.

The main speakers were Mr. David Charlesworth, associate of U.K.'s Drewry Supply Chain Advisors and Seiichi Chino, general manager of Seiko Epson's Imaging and Information Production Control Department. Mr. Charlesworth's presentation was entitled "The Opportunities and Challenges for International Freight Forwarders," while Mr. Chino explained the current state of global supply chains, challenges facing them and the use of forwarders in maritime transport.

A panel discussion was held after the presentations, which was moderated by Professor Toshinori Nemoto of Hitotsubashi University's Graduate School of Commerce and Management. Mr. Charlesworth and Mr. Chino were joined by Mr. Thomas Sim, first deputy chairman of the Singapore Logistics Association (SLA) and Mr. Tadakuni Shiimoto, vice president of JIFFA and senior managing director of Nissin. They exchanged views on, among other topics, the current state and standing

of forwarders and future possibilities. Although the panel discussion lasted longer than it had been scheduled,

none of the attendees left during the event, meaning they all paid attention to the discussions.

A memorial banquet was held after the symposium, where they had wonderful times while enhancing mutual relations.



JIFFA Formulates Forwarders Standard Trading Conditions

Most foreign countries set terms and conditions that business operators must meet when doing business activities for exporting and importing cargoes, such as forwarders terms and conditions as well as standard trading conditions.

Generally, forwarders clarify on what terms and conditions they do business and indicate to what extent they take responsibility by including such terms and conditions in service contracts and other agreements they conclude with customers.

When non-vessel-operating common carrier (NVOCC) services are provided in Japan, terms and conditions described on the reverse sides of bills of lading (B/Ls) clearly specify responsibilities that common carrier must take.

However, when domestic operations so-called forwarding services are provided in Japan, there are no such terms and conditions available.

At a time when an increasing number of business and service contracts are signed with overseas companies, business operators fear the absence of such terms and conditions on which they can rely could have a major adverse impact when they enlarge their business activities.

In response to such anxieties, the Judicial Affairs Committee of Japan International Freight Forwarders Association Inc. (JIFFA) released freight forwarders standard trading conditions in later March 2010 after conducting deliberations for several years.

The JIFFA Freight Forwarders Standard Trading Conditions (2010)

(continued on page 8)

General Assembly Approves FY2010 Programs

Japan International Freight Forwarders Association Inc. (JIFFA) held its 25th annual general assembly on June 16, 2010 at a Tokyo hotel.

During the meeting, the association unveiled reports on its business activities and financial performance in fiscal 2009 (April 2009-March 2010) as well as business and budget plans for fiscal 2010 (April 2010-March 2011), which were approved as they had been drafted originally at the general meeting.

The world economy has been getting on a track to recovery since early 2010. Business climate in Japan is also anticipated to pick up over time, boosted by robust business activities in China and other emerging nations that have potential for growth.

For freight forwarders, it is needless to say they must make efforts individually to secure appropriate volume of shipments in such an economic climate, but it is also believed the industry as a whole needs to take actions.

JIFFA is set to work hard to conduct surveys and take other measures to obtain the latest information on logistics outside Japan. Its projected major business activities for the fiscal year of 2010 include:

(1) Doing research and studies on oceangoing forwarding and related services provided for international intermodal transport

(2) Establishing contacts, holding discussions and making arrangements with international bodies, governmental

ministries and agencies, shipper organizations and other entities that are concerned with international forwarding services

(3) Promoting measures to deal with computerization in international forwarding and other services

(4) Compiling and analyzing statistics and other data on international forwarding and other services

(5) Conducting educational and public relations campaigns on international forwarding and other services

(6) Holding seminars, lecture meetings, international conferences and other events that are necessary for carrying out the abovementioned activities.

After the general assembly, Chairman Yasuo Ito (3rd from the right in the photo below) and other JIFFA executives were interviewed by media reporters.

Chairman Ito gave an address at the beginning of the press conference, saying the Japanese economy still remained uncertain.

Although the volume of shipments handled by NVOCCs began to go up, heading for a recovery track during the second half of fiscal 2009, it did not yet return to its peak level, he said.

The chairman added the financial problems in European nations, the trouble in the Korean Peninsular and the political situation in Japan were also major adverse factors.

“Although the situation will continue to be tough, under our new setup, we would like to get together and do our best to recover and further develop the Japanese economy,” Ito told the press.

Reporters asked questions about the future



General Assembly

of JIFFA, which celebrated its 25th anniversary in 2010.

“International forwarding services account for an important part of Japan’s logistics infrastructure,” Ito answered.

“The importance of freight forwarders has been increasingly recognized in the society, but their standing still needs to be enhanced. It’s still hard to say they are no longer underestimated by their customers,” he added to explain their current status.

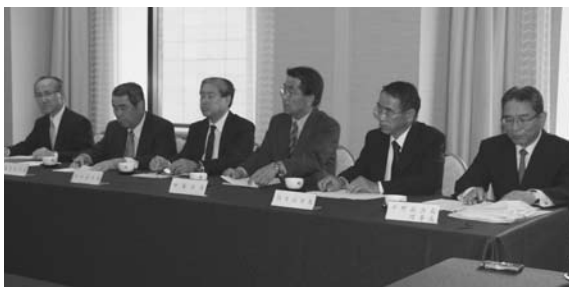
For these reasons, “to raise the status of the industry as a whole and realize safe transport, JIFFA needs to play an important role,” Ito said.

“We will continue to upgrade our education, training and other programs.”

The chairman indicated a path that JIFFA and its member forwarders should take, saying, “I feel that forwarders will in the future need to be able to fulfill higher-level functions as better partners to their customers in the field of logistics.”

He also stressed that he would like to further upgrade the functions of JIFFA’s committees.

When asked about logistics situations in other countries and how JIFFA studies and researches them, Secretary-General Tetsuo Iizuka (far left in the photo left) said the association had decided to send a mission to Turkey, one of the Next Eleven, as it had not done research in the newly industrialized economies yet.



At a press conference

Myanmar Delegation Visits JIFFA

On Sept. 14, 2010, a delegation sent by the government of Myanmar visited JIFFA secretariat office.

The delegation headed by Winn Pe, Director General, Dept. of Transport was made up of five individuals, including Chairman Aung Khin Myint of the Myanmar International Freight Forwarders' Association (MIFFA).

They were in Japan from Sept. 13 to Sept. 17 on the Butsuryu (Logistics) Study Visit project, which was carried out as part of the Japan International Cooperation Center (JICE)'s program to promote rises in logistics efficiency on the East-West Economic Corridor (EWEC) and the Southern Economic Corridor (SEC).

Myanmar is currently working to consolidate associations that govern various sectors of its logistics industry, copying after the Singapore Logistics Association (SLA), according to them.

The delegation members visited JIFFA to map out a plan for its consolidation project, attending a hearing session to

study how the association's financial standing is and how it is operated.

At the beginning of the hearing session, JIFFA President Naoki Hirano gave a welcoming address, which was followed by a complement returned by Winn Pe.

Following Hirano, JIFFA Secretary-General Tetsuo Iizuka gave a Powerpoint presentation on the association's activities.

When a question-and-answer session was held, questions were made passionately by MIFFA Chairman Myint and others about, among other subjects, the relation between the system under which the Ministry of Land, Infrastructure, Transport and Tourism (MLIT) of Japan approves business operators and the system for screening JIFFA members; JIFFA's bills-of-lading

(B/L) conditions and terms, the lectures that JIFFA gives to develop intermodal transport specialists; statistics that JIFFA compiles and research activities that JIFFA does outside Japan.

JIFFA told the delegation it plans to visit Myanmar when it does research in the ASEAN region in 2011 and asked for help.

The delegation said Myanmar is reorganizing its national system now so that it will be recognized internationally, and as such, it is believed to be working to establish a consolidated logistics association as part of the efforts it is making to this end.



At JIFFA office. Mr. Win Pe in the center

JIFFA Participates in Policy Dialogues with Vietnam

Naoki Hirano, JIFFA President

I attended policy dialogues between Japan and Vietnam held on Aug. 27, 2010 at the latter nation's Ministry of

Transport in Hanoi.

Japan was represented by a delegation of 16 headed by Yoshio Ozeki, Director for Cargo Facility Affairs and Freight Forwarders Affairs, the Ministry of Land, Infrastructure, Transport and Tourism (MLIT).

Meanwhile, the Vietnamese team consisted of approximately 40 heavyweights, who included Bui Thien Thu, deputy director-general, the International Cooperation Department, the Ministry of Transport (MOT)

and Nguyen Van Tham, vice chairman of the Vietnam Freight Forwarders Association (VIFFAS).

Japan gave presentations on, among other subjects, logistics policies, eco-friendly logistics and a JTCA workshop for developing human resources, which is scheduled for January 2011.

The topics on which Vietnam gave presentations included an outline of the nation's logistics industry, logistics-related regulations, environmental issues and human resource development.

After the presentations, a question-and-answer session was given, at which time discussions were held on logistics regulations in Japan and Hanoi's foreign currency-related rules.



At Vietnamese Ministry of Transport

JIFFA Teams Explore Logistics in Turkey, India

Turkey: Factory for European Unions

A group of logistics researchers organized by the International Committee made a weeklong research trip to Turkey from Oct. 9 to 16, 2010.

Turkey, one of the VISTA and Next Eleven economies, was not severely impacted by the failure of Lehman Brothers Holdings Inc. In respect to economic growth, it is as powerful as the BRIC nations, with its GDP estimated to have risen 5.2% from a year earlier in 2010. As with China, which used to be recognized as the world's factory, Turkey is currently seen as the EU's factory. However, it seems the country is not yet widely known in Japan.



Bosphorus Straits

Turkey has a population of slightly over 70 million citizens, which increases every year by one million. Its GDP per capita is around US\$10,000 (Japan: \$30,000), indicating it has become economically stronger. The average age of Turkey people is very young – 28 years old. It is said they are hardworking, highly productive and willing to work overtime.

The country enjoys so competitive a geographical advantage that it could function as a center of logistics. Europe is nearby, Russia is on the other side of the Black Sea, Iran and Iraq are both neighboring countries. Turkey is also linked with central Asia, the Middle East to the south and northern Africa across the Mediterranean.



Istanbul

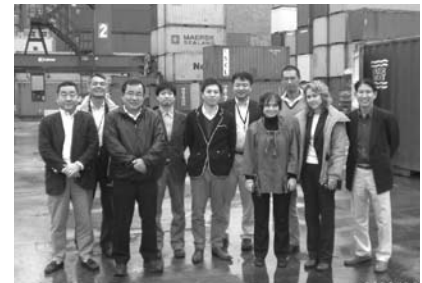
In respect to logistics, most shipments destined to EU member states are transported by truck, including those moved by ferry and ro/ro services. Although the total land area of Turkey is twice as vast as that of Japan, the volume of containerized shipments carried to and from the nation by sea is still small – around five million TEUs a year. Ports near Istanbul and along the Sea of Marmara are responsible for processing 50% of seaborne cargoes imported to and exported from Turkey. However, as they are located in hilly areas, mountains and hills are very close. Due to such a problem, the ports are all small in area and prevent congestion by using inland depots.



Ferry plying the straits

Not many Japanese enterprises invest in Turkey, although a fastener company and automakers have gained ground for manufacturing activity for some significant period of time. Economic exchanges have not been very frequent either. It is said that 20,000 foreign

businesses have invested in Turkey, but unfortunately, the number of Japanese companies making inroads into the nation is still less than 100. In 2008, an Investment Support and Promotion Agency of Turkey (ISPAT) was finally established in Tokyo, which is engaged in a variety of activities.



Container terminal at Evyap

Turkey has established a customs union with the EU, meaning that exports from Turkey to Europe are duty-free. When Japanese manufacturers begin business in the European market, they will have three options – (1) opening plants in Europe, (2) exporting products from their Asian bases and (3) establishing manufacturing facilities in Turkey, from which direct trucking services are available to Europe, although wages are slightly higher than in Asia.

The Eurasian nation has great appeal to Japanese firms that intend to do business in the country as local workers are hardworking, the nation is geopolitically advantageous, it is enhancing its purchasing power rapidly, and more importantly, local citizens are pro-Japan. The members of the research group all agreed the Turkish market has a bright future as it is very likely that many more Japanese manufacturers will advance into the market, creating opportunities for many logistics service providers.

India: Most Dynamic Economy in West Asia

The General Affairs Committee formed a group tour of inspection to visit four major cities in India from Oct. 16 to Oct. 23, 2010. They were responsible for looking at the current state of logistics in India and find problems.

In India, business activities are mostly done within the so-called Golden Quadrilateral network linking; Delhi in the north, a center of the auto and other industries; Kolkata in the east, eastern India's main port; Mumbai in the west, the commercial center in the nation; and Chennai in the south, a gateway to southern India, which includes Bangalore. Logistics services are also provided to and from the four cities.

As of October 2009, 600 Japanese enterprises had made inroads into India, a member of the BRICs, and established 1,000 business footholds. During the trip, the delegation visited two of the busiest container ports, Chennai and Nhava Sheva.

Chennai

The Port of Chennai is located close to the center of Chennai city. However, traffic is always heavy, while large trucks are not allowed in the daytime. Although facilities are being improved within the port, it is a pressing issue to promote infrastructure projects outside the port. There are two railroad sidings in the port's second terminal, both of which are expected to be upgraded when the railway system is improved in the future.



At Chennai Port



JNTP Container Terminal

Nhava Sheva (Jawaharlal Nehru Port)

Jawaharlal Nehru Port went into service in 1989 as a state-run container port in place of Mumbai. Containers are handled smoothly to and from the gates. Cargo handling activities are carried out orderly at the terminals, while containers are loaded and unloaded steadily into and from railway wagons. They were totally different from the congestion and noise observed outside the terminals. In fiscal 2009 (April 2009-March 2010), the port processed 4.06 million TEUs of containers, becoming the busiest container port in India.

Delhi – Mumbai Railway

A direct railway service is available from Jawaharlal Nehru Port to Delhi in a transit time of approximately three days. A total of 12 trains leave the port and arrive at Delhi every day but the operating schedules are not reliable. It is hoped the Delhi-Mumbai Industrial Corridor project, which will be supported by the government of Japan, will be completed as soon as possible.

ICDs

Inland container depots (ICDs) function as a connection between railway and trucking services. For a direct railway service between Delhi and Mumbai, it is expected that ICDs in Tughlakabad (TKD) and Dadri, which went into operation in 2004, will handle great amounts of cargoes.

Currently, ICD TKD holds a share of some 30 percent, or 400,000 TEUs of all shipments handled at ICDs in India.

The JIFFA delegation discovered that at ICD TKD, containers were stored orderly at the railway area, and that cargo loading and unloading services were provided smoothly. On the other hand, the area for export and import containers was not well organized.



ICD TKD

Free Trade Warehousing Zone (FTWS)

India's first free trade warehousing zone (FTWS) is located approximately 24 kilometers southeast of the Port of Nhava Sheva. The FTWS is operated by Arshiya International Ltd., a private business operator. As it has only been completed and became operational partially, the volume of containerized shipments stored there was small. Preferential measures, including a tax exemption for a maximum period of five years for enterprises that import products, are emphasized. However, as the FTWS has just become available for use, the JIFFA research group could not make sure the measures would be fully effective.

Japan-based Cargo Traffic Handled by JIFFA Firms Up 16% in 1H of FY2010

Thanks to the recoveries of the U.S. and Asian economies in 2010, cargo lifting improved significantly in the first half of fiscal 2010, rebounding from the notable decrease it registered in the previous fiscal year.

Asia – China, in particular – bounced back quickly. Japan-based shipments to and from Asia returned to a recovery track around the autumn of 2009. Despite the appreciation of the Japanese yen against the U.S. dollar, freight movement to and from the region began to surge in 2010, maintaining double-digit growth throughout the calendar year. As a result, Japan-based intermodal cargoes to and from Asia swelled considerably year on year in the first half of fiscal 2010.

Combined volume of international intermodal cargoes transported by JIFFA member companies in the first half of fiscal 2010 was 41.735 million tons, up 24.7% from a year earlier. Exports from Japan accounted for 15.46 million tons, up 28.3%, and imports to Japan, 26.275 million tons, up 22.6%. The total was even greater by 4.5% than what it was in the first half of fiscal 2008 (April-September 2008), when the world was not yet involved in the recent financial turmoil, exceeding the 40-million-ton mark and establishing a new record.

Exports

The impact of the global economic downturn was least in Asia, and as such, the region managed to seek a way out of the depression ahead of others. Asia registered a much higher rate of economic growth than any other newly industrialized economy bloc. Growth in international intermodal shipments carried by JIFFA members from Japan to other Asian economies was greatest in those to Thailand, 58%, while those to India rose 57% and China, 47%. Exports from Japan to other Asian nations were not only large in volume, but also high in growth rate.

Intermodal cargoes to China, the most powerful buyer of products from Japan, totaled 3.598 million tons in the first half of fiscal 2010, which represented a year-

on-year rise of 46.9%, or 1.15 million tons. They were even 550,000 ton more than two years ago, when they reached an all-time high at that time. Those to the U.S., which came in second place, ballooned 43.8% to 2.395 million tons. Although they resumed all at once what they lost in fiscal 2009, they were not brisk enough to return to what they were two years ago, or 2.8 million tons. Those to Europe took third place, jumping 26.5%, the first double-digit increase in a while, to 1.605 million tons. Nevertheless, it is still expected to take them a little more time to regain their fiscal 2008 level, or 2.04 million tons.

Exports to South Korea, which finished fourth, declined minutely from a year earlier, or 0.8% to 1.195 million tons. They were not very robust when compared to those to other economies in Asia, some of which achieved double-digit improvements. Ranked fifth were those to Hong Kong, which plunged 13.5% to 1.122 million tons.

Imports

China remained as the leading source of commodities imported to Japan, which spiked 26.5% year on year to 14.835 million tons. Ranked second were those from Hong Kong, which climbed a much milder 1.7% to 2.394 million tons. The combined volume of shipments from China and Hong Kong was 17.229 million tons, an increase of 22.3%. They held a combined share of 65.6% of the overall imports to Japan. Although it decreased 0.1 percentage points year on year, they continued to enjoy an overwhelming share of approximately two-thirds.

Europe came in third, from which Japan imported 1.784 million tons of shipments. Imports from Europe also enjoyed a double-digit rise, gaining 10.7%. Thailand overtook the U.S. to become the forth-largest source of

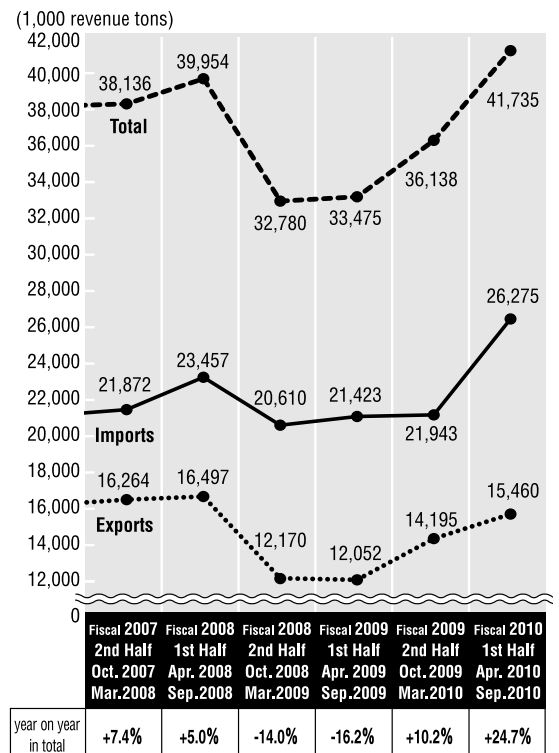
goods transported to Japan. Imports from the Southeast Asian country amounted to 1.325 million tons, an increase of 33.8%. In terms of growth, Thailand was the second greatest Asian trade partner to Japan after India, imports from which soared 62.5%.

Thailand was followed by the U.S., from which 1.286 million tons of cargoes were imported to Japan, a growth of 18.7%.

Export/Import Total

China was the leading trade partner to Japan. International intermodal shipments to and from China zoomed 30%. Ranked second place was the U.S., which came in fourth in the first half of fiscal 2009. Cargoes to and from the U.S. amounted to 3.681 million tons, up 33.9%. Hong Kong finished in third, to and from which Japan exported and imported a total of 3.516 million tons, up 6.4%. In total, freight to and from China and Hong Kong weighed 21.949 million tons, up 25.6 percent, holding a combined share of 52.6%, up 0.4 percentage points. Europe followed the Big Three. Those to and from Europe amounted to 3.389 million tons, up 17.6%. Japan exported and imported a total of 2.309 million tons of shipments to and from South Korea, up 0.4 percent, making the country ranked fifth place.

(Ton denotes revenue ton in this article.)



Kids Visit Transport Facilities in Tokyo, Nagoya

To encourage children who will lead future generations to deeply understand the forwarding business, in 2010, the Public Relations Committee continued its project to offer logistics field trips for children of member companies' employees. The project, which marked its fourth year, was carried out in the Tokyo area (Tokyo and Kawasaki) on Tuesday, July 27 and Nagoya on Aug. 4.

Tokyo course

The group of participants in the Tokyo field trip, which left the Shinagawa Station at 9:30 a.m. on a chartered bus, visited Sankyu Inc.'s flagship distribution center in the Tokyo Metropolitan area. Completed in January 2010, the center, which is located adjacent to the Kawasaki Container Terminal, is one of the largest logistics facilities in the metropolitan area. The children received explanations from Sankyu employees on distributive processing activities and cargo handling equipment, and took a look at large solar panels installed on the rooftop of the distribution center. They were very glad to receive packages of snacks and bottles of drinking water when departing the center.

At noon, the group moved to the Kawasaki Marien to have a lunch break. Kawamaru-kun, the Port of Kawasaki's mascot character, came to the municipal facility, pleasing the children very much.

In the afternoon, the group was relocated to the Port of Tokyo's Aomi

Container Terminal. For safety reasons, the children stayed in the bus to see cargo loading and unloading activities at the terminal. While the children were observing with their own eyes containers being lifted onto the containership with a gantry crane, a Sankyu staff gave a small lecture in the bus on how huge the gantry crane is, taking as an example stuffed animal lifting game machine installed in a game center or in a shopping mall.

At the end of its field trip, the group went to the Tokyo Port Museum, which is situated nearby. After watching a video describing the Port of Tokyo's roles, the children and their parents enjoyed a bird's-eye panoramic view of the port from the 20th floor of the museum.

Nagoya course

The Nagoya field trip was provided with the help of Meiko Trans Co., Ltd. The group left the Nagoya Station by bus at 9:20 a.m., traveled along the Nagoya and Isewangan expressways and arrived at Tobishima Container Berth Co., Ltd. (TCB)'s terminal at the Port of Nagoya. The TCB facility is the first automated container terminal in Japan, outfit with rubber tired gantry (RTG) cranes, automated guided vehicles (AGVs) and other cutting-edge devices. In the remote control room of the operation tower, the operators were looking at a



At Sankyu's new metropolitan distribution center

monitor to load and unload containers onto and from trailers. The children were glued to the monitor, saying loudly that it was like a video game.

When the children returned to the bus, they received explanations on different types of containers and equipment. They also saw cargo handling activities beside MOL Progress, a vessel operated by Mitsui O.S.K. Lines, Ltd. (MOL) that was moored at the terminal.

After having lunch, the group enjoyed a panoramic view of the Port of Nagoya from the observatory room of the Nagoya Port Building and visited the Port of Nagoya Public Aquarium. Watching a dolphin show and baby turtles, the children created unforgettable summer memories.

We would like to take this opportunity to be grateful from the bottoms of our hearts to companies and other parties for helping out field trip project.



Playing with Kawamaru-kun



At Tobishima Container Berth

Education Committee Holds First Seminar For Overseas Representatives in Thailand

On Oct. 12, 2010, the Education Committee held a seminar in Bangkok, Thailand, where many employees of logistics companies are stationed.

As part of events for the 25th anniversary of JIFFA, the committee had planned to give a seminar to encourage representatives of member companies working outside Japan and employees recruited locally in other countries to be more knowledgeable about business activities for international intermodal transport by picking up useful subjects.

The seminar – which the committee held in partnership with the Transport Division of the Japanese Chamber of Commerce, Bangkok at the Landmark Bangkok hotel in Sukhumvit, where many representatives from Japan domicile, and close to the Nana Station of the Bangkok Mass Transit System (BTS Skytrain).

The seminar was attended by 95 individuals, which was greater than expected, and two-hour lectures were given respectively on the following three subjects:

(1) Common carriers' responsibilities – explaining conventions on common carriers' responsibilities as well as terms and conditions described in the backs of bills of lading (B/Ls). Lecturer: Shuji Yamaguchi, attorney at law, Okabe & Yamaguchi.

(2) Logistics and supply chain management (SCM) in the ASEAN

region. Lecturer: Shinji Ishihara, professor, Department of Navigation, School of Marine Science and Technology, Tokai University (specializing in international logistics).

(3) Cargo insurance and carriers' liability insurance. Lecturer: Hiroki Nakamura, president, Nipponkoa Insurance Broker (Thailand) Co., Ltd.

The lecturers gave briefings on conventions on maritime transport – including the Hague Rules, the Visby Rules, the Hamburg Rules, the Rotterdam Rules – as well as the terms and conditions described on the back of the JIFFA MT B/L.

They also focused on the current state of logistics in the ASEAN region, what international freight forwarders should do to keep up with changes in circumstances surrounding shippers, a

variety of cargo insurance products and differences between cargo and liability insurance. The attendees, all of who listened intently to the lecturers, highly rated them.

Before the seminar began, it had been feared the trouble in Bangkok would have a serious impact, but in fact, it did not at all.

It is said that trade to and from Thailand is brisk. In particular, freight movement is massive among auto-related businesses, and it is reported the shortage of workers at manufacturing facilities is so serious that it is a major topic in newspapers.

Many local female employees were present at the seminar, indicating the logistics industry has changed.

The Education Committee hopes to hold more seminars outside Japan in the future.



Seminar at the Landmark Bangkok

JIFFA Formulates Forwarders Standard Trading Conditions — (continued from page 1)

are standard conditions for concluding contracts for forwarding services that are provided to transport cargoes internationally and in relation to doing so.

They are designed to document in words and clarify rights and duties between forwarders and customers.

To have them applied to overseas customers, JIFFA compiled them

in reference to standard trading conditions developed by freight forwarders associations of other countries.

As such, the Standard Trading Conditions are so rational that even customers of other nations can understand them.

As the JIFFA Freight Forwarders Standard Trading Conditions were

developed to be referred by JIFFA members, they can decide at their discretion whether or not they will apply the conditions when providing forwarding services.

If they do, it would be necessary – when winning contracts for specific services – to indicated the conditions to customers and agree with them on the application of the conditions.