



Multimodal Transport Specialists Training Course for FY2020 Ends Total of 211 Enrollees Pass Exam, Boosting Qualified Specialist Number to 6,078

The Education Committee delivered its courses for qualifying international multimodal transport specialists in Tokyo from Oct. 3 to Nov. 15, 2020 and Osaka from Oct. 24 to Nov. 28. The courses were both made up of 30 lectures, which were given on a total of 10 days.

The Tokyo class was attended by 151 students, while the Osaka class, which was held for the first time in two years, had an enrollment of 65.

On Dec. 11, unified examinations were conducted in both cities. A total of 214 students took the exams, 211 of which passed them, becoming new international multimodal transport specialists. The total number of specialists produced from the courses has increased to 6,078 since they were first held in 1985.

On Jan. 23, 2020, the Education Committee invited three top performers each from Tokyo and Osaka to JIFFA's Tokyo head office, at which they received certificates of international multimodal

transport specialists from Chairman Junichiro Watanabe.

The highest score marked at the examinations was 91 points out of 100, while the average was 76.55 points.



Four top performers with Chairman in the front row

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Japanese Freight Forwarders Handle

from Europe fell by a notch to fourth place, plunging 12.6% to 4.425 million tons. Shipments to and from Thailand diminished 10.8% to 3.584 million tons, coming in fifth. On a TEU basis, Japan traded 883,343 TEUs with China, 210,155 TEUs with the U.S., 187,903

TEUs with Europe, 180,621 TEUs with Vietnam and 155,731 TEUs with Thailand.

FY2019 total

In fiscal 2019, JIFFA forwarders imported to Japan a total of 72.733 million tons of international multimodal shipments, down 6% from a year earlier. Exports from Japan abated 4.5% to 46.409 million tons. The total, as such,

slid 5.4% to 119.142 million tons, registering the first year-on-year subsidence in four years. In terms of volume, however, it was the second greatest annual record, following the 125.94 million tons moved in fiscal 2018. On a TEU scale, imports accounted for 2,947,791 TEUs, and exports, 1,979,082 TEUs for a total of 4,926,873 TEUs.

International Multimodal Transport Cargo Volumes Handled by JIFFA Members in FY2019 (1,000 revenue tons)

Ranking	To	Export	Change	From	Import	Change	To/From	Total	Change
1	China	8,375	-11.5%	China	34,294	-6.4%	China	42,669	5.0%
2	U.S.	6,504	3.0%	Vietnam	6,505	5.1%	U.S.	10,730	-30.4%
3	Europe	3,964	-2.6%	Europe	5,419	-13.1%	Vietnam	9,401	-7.9%
4	S. Korea	3,100	-42.1%	Thailand	4,461	-3.1%	Europe	9,383	-1.3%
5	Vietnam	2,896	2.5%	U.S.	4,226	0.3%	Thailand	7,316	4.3%
6	Thailand	2,855	-3.9%	S. Korea	4,212	-18.2%	S. Korea	7,312	40.1%
7	Taiwan	2,444	7.0%	Hong Kong	3,180	-16.6%	Hong Kong	4,901	37.1%
8	Middle East	2,005	50.0%	Indonesia	1,900	-6.5%	Taiwan	4,288	-7.4%
9	Latin America	1,938	-2.9%	Taiwan	1,844	1.4%	Indonesia	3,192	-2.0%
10	Africa	1,894	6.0%	Other Asia	1,315	-3.5%	Latin America	3,064	24.2%
11	Hong Kong	1,721	-19.3%	Malaysia	1,293	22.0%	Malaysia	2,844	-9.0%
12	Malaysia	1,551	6.0%	Latin America	1,126	-15.4%	Other Asia	2,325	-3.4%
13	Indonesia	1,292	5.5%	Philippines	786	-4.6%	Middle East	2,143	1.9%
14	India	1,259	21.5%	Oceania	604	65.0%	Africa	1,978	4.5%
15	Other Asia	1,010	1.7%	Singapore	534	-10.4%	Philippines	1,767	12.7%
16	Philippines	981	-1.6%	India	428	32.9%	India	1,687	4.0%
17	Oceania	925	27.6%	Canada	342	-23.3%	Oceania	1,529	2.8%
18	Singapore	856	-6.6%	Middle East	138	-38.9%	Singapore	1,390	-3.0%
19	C I S	423	1.7%	Africa	84	-12.5%	Canada	758	-17.5%
20	Canada	416	43%	C I S	42	35.50%	C I S	465	-8.10%
Total		46,409	-4.5%	Total	72,733	-6.0%	Grand Total	119,142	-5.4%

JIFFA REPORT 2020 Summer

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Japanese Freight Forwarders Handle 4.93 Million TEUs in FY2019 Their Business Operation Adversely Affected by COVID-19 in 2nd Half

JIFFA-affiliated freight forwarders increased cargo throughput constantly in 2017 and 2018, taking advantage of brisk world trade. The global economy, however, took a downturn in 2019, when freight movement grew weaker under the influence of the trade war between the U.S. and China. In the first half, imports to and exports from Japan both decreased year on year. In the second half, the COVID-19 pandemic hit even harder in the fourth quarter. International multimodal shipments handled by JIFFA members plunged 9.2% to 56.692 million tons in the second half of 2019, which was the second largest year-on-year decline after the 14% marked in the second half of fiscal 2008, which came immediately after the bankruptcy of Lehman Brothers Holdings, Inc.

Imports

JIFFA member forwarders imported to Japan 34.185 million tons of multimodal shipments in the second half of fiscal 2019 (October 2019-March 2020), down 10.9%, suffering the first double-digit year-on-year contraction in the 2000s. By origin, those from China

plummeted 12.7% to 15.849 million tons but managed to hold the leading share of the pie. Ranked second were those from Vietnam, which improved 8.7% to 3.239 million tons, helping them step up from third place. As for imports from other countries and regions, those from Europe sank 17.4% to 2.577 million tons, and those from Thailand fell 12.3% to 2.167 million tons. Imports from the U.S. swelled 1.8% to 2.01 million tons. On a TEU scale, containers from China amounted to 660,089 TEUs; from Vietnam, 127,765 TEUs; from Europe, 105,492 TEUs; from Thailand, 95,057 TEUs and from the U.S., 84,339 TEUs.

Exports

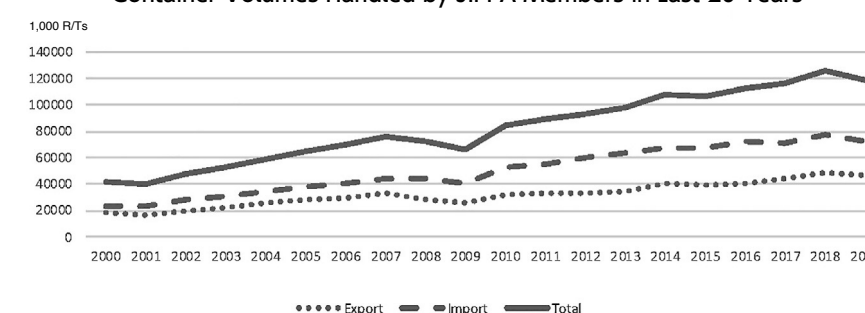
Export shipments from Japan moved by JIFFA freight forwarders in the six months in question waned 6.4% from a year earlier to 22.507 million tons in total. Quantitatively, however, it was the second-highest volume after the 24.054 million tons recorded in the second half of fiscal 2018. By destination, exports to China incurred a double-digit abatement of 12.1%, totaling 4.081 million tons, but they managed to account for the

largest part of the total. The second greatest destination was the U.S., to which 3.11 million tons were moved, down 4.7%. Exports to Europe shrank 4.9% to 1.848 million tons but bumped up a notch from fourth to third place. Those to Vietnam remained stable, growing 2.6% to 1.476 million tons and finishing in fourth place. At the bottom of the top five were those to South Korea, which decreased a notable 30% to 1.475 million tons, falling by two notches. In terms of TEU, international multimodal shipments to China totaled 223,254 TEUs; to the U.S., 125,816 TEUs; to Europe, 82,411 TEUs; to South Korea, 81,957 TEUs and to Thailand, 70,675 TEUs.

Import/Export Total

The total volume of imports and exports that JIFFA-affiliated forwarders handled in the second half of fiscal 2019 was 56.692 million tons, down 9.2% year on year. In terms of growth, it was the second-largest decrease after the 14% registered in the October 2008-March 2009 term, which came right after the Lehman Brothers crisis. Quantitatively, it was the lowest six-month volume in the last four years. Looking at shipments to and from the Big Five partners, those to and from China plummeted 12.6% to 19.93 million tons, while those to and from the U.S. went down 2.3% to 5.12 million tons. Shipments to and from Vietnam, in contrast, hiked 6.7% to 4.715 million tons, allowing the economy to move up from fifth to third place. Those to and

Container Volumes Handled by JIFFA Members in Last 20 Years



CONTINUED ON PAGE 1

JIFFA's General Assembly Approves FY2020 Business Plans Focusing on Close Cooperation with Authorities Concerned

JIFFA convened its ninth general annual assembly at a Tokyo hotel on June 11, 2020.

In fiscal 2020, the global economy is still being faced with the various causes of concern that it has been bothered with, such as the trade war between the U.S. and China, regional disputes and terrorism. In America, the presidential

election will be held in a few months. In addition, the COVID-19 pandemic, which is having an incommensurable impact on the entire world, has devastated supply chains across the globe. It is totally unpredictable how transport systems will be rebuilt and return to normal in the future.

To address such challenges, JIFFA will

help domestic freight forwarders continue to do business constantly and adequately in fiscal 2020, dealing accurately with changes in needs and environment, and provide better services than ever. To this end, specifically, it will work together in close cooperation with relevant governmental ministries and agencies as well as private organizations in Japan and overseas, while making every effort to keep novel coronavirus infections from expanding any further. It will also conduct projects to enhance freight forwarders' capabilities, ensure the safety of business and improve business environments. By garnering information on such projects and provide it to members and other parties, the association will endeavor to further develop the international freight forwarding business and protect the interests and status of affiliated forwarders, hoping to contribute to the growth of international logistics.



General assembly

Chairman Watanabe Elaborates on JIFFA Activities

JIFFA's activities are being advanced smoothly despite the fact that there are drastic changes in environment due to the ongoing economic crisis, which is deemed more serious than the several months we spent after the bankruptcy of Lehman Brothers Holdings. First of all, I would like to express my deepest gratitude to all of you for always supporting and cooperating with us.

Looking back at the situation that we have been in for the last year, the volume of NVOCC shipments handled by JIFFA members is on the decline because of escalations in the trade friction between the U.S. and China and other factors. In fiscal 2019, exports from Japan decreased 4.5% from a year earlier, and imports to Japan, 6%. The combined volume of exports and imports amounted to 119.14 million tons, which shrank 5.4% from the previous fiscal year. Nevertheless, it was

the second-highest annual throughput after that recorded in fiscal 2018.

In fiscal 2019, six members left JIFFA, but since April 2020, we have welcomed as many new members. As of June 1, our membership consisted of 519: 496 regular and 23 supporting members (13 enterprises and 10 organizations), indicating that we are expanding constantly. We will continue to make efforts to enhance the presence of freight forwarders.

To this end, JIFFA will endeavor to execute projects to assist human resource development through



Junichiro Watanabe, Chairman

education and training. We will also actively develop public relations and other activities to raise the status of the freight forwarding industry. In preparation for post-COVID-19 days, we will launch e-learning in July and work on other IT-based training as well.

JIFFA will make greater efforts to promote the JIFFA MT B/L and the JIFFA Waybill, which are used by many member freight forwarders. In fiscal 2020, we will create a new form of the JIFFA Forwarder's Cargo Receipt (FCR). Through these measures, we will strive to help all of you.

It is possible that in 2020, the novel coronavirus pandemic could affect the logistics research in other countries that we conduct every year and the interactions that we have with the FIATA. JIFFA will, however, fully cooperate with relevant overseas associations and organizations to provide information to member companies on a timely basis.

JIFFA Committees Unveil Report on Their Joint Logistics Research in Eastern Europe Countries for the First Time Ever

The International Exchange and Forwarding Committees have compiled a report on the logistics research that they conducted on Oct. 6-14, 2019 in Eastern European countries and distributed it among member companies.

At a time when free trade is facing headwinds worldwide under the influence of the prolonged trade dispute between the U.S. and China as well as Brexit, an economic partnership agreement (EPA) took effect on Feb. 1, 2019 between Japan and Europe. Countries in Eastern Europe, which function as Europe's gateway of the Belt and Road Initiative (BRI), are anticipated to become more attractive as a promising market. Demand for logistics is also expected to become more stronger there. In spite of such positive factors, however, we had heard that there was not enough information on logistics affairs in Eastern Europe. As such, the International Exchange and Forwarding Committees jointly conducted research on logistics in Eastern Europe.

The committees decided to visit three economies that are closely related to

each other in terms of history, culture and economy: Poland, the Czech Republic and Hungary. After World War II, they became members of the Soviet Bloc. When the Cold War came to an end, however, the three nations established political relations with Western countries and became affiliated with the European Union (EU), too. Today, many Japanese enterprises, mainly from the auto industry, are doing



Statue of Copernicus, Poland



Street View, Czech

business there.

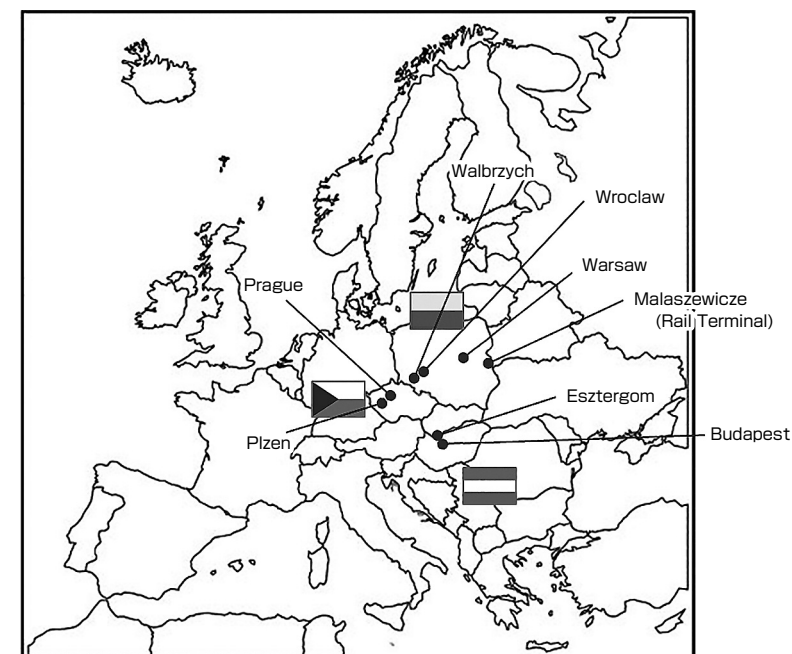
It was not enough to conduct hasty research in the three countries just for a period of a week. Nevertheless, the International Exchange and Forwarding Committees felt that Japanese freight forwarders can play an important role in the logistics market in Eastern Europe, which has a network of ocean, railway and land routes stretched over several economies as well as customs functions. They even thought that the EU, including Eastern Europe, is the root of multimodal cargo transport.



Szechenyi Chain Bridge, Budapest

Having withdrawn from the Soviet Socialist Bloc and become EU members, countries in Eastern Europe are on the road to development now. Accepting the BRI, furthermore, they are growing even more powerfully. Proportionately, freight forwarders are playing a more and more important role there.

Introduced in the report are logistics affairs in Eastern European nations that work as the BRI's gateway in Europe, up-to-date information on railway and customs services and others.



Countries visited by JIFFA delegation

Language Training Committee Holds One-day Intensive Class To Improve Skills for English Presentation from Native Speakers

The Language Training Committee held an English presentation class on Jan. 24, 2020 as part of its efforts to help employees of member companies brush up their English proficiencies. A total of 11 students had individual lessons and learned basics to improve their presentation skills from native speakers

presentation components that Japanese people in general do not do very well, such as gathering information on presenters and listeners, developing logic and anticipating possible questions, and kindly taught them.

To help the students learn how presentations should be delivered, Mr. Li

actually gave a presentation on good and bad samples. The students, for their part, went over the presentation manuscripts that they had prepared many times, repeated role-playings that included facial expressions and gestures, pursued simplicity and clearness



Mr. Fujita, lead instructor

and cut unnecessary elements. Using PowerPoint materials, they learned from specific instructions from Mr. Li, who suggested that they not speak to slides, but think that they are in front of audience, keeping smiling and having eye contact. Divided into groups, they delivered completed versions of their presentations in the groups. A total of four students from the groups gave presentations to the entire class.

The Language Training Committee conducted a survey after the class, which indicated that all of the students were satisfied with the class and would like to strongly encourage co-leagues and other people to attend it, too. "We could all learn at our own levels," said one, while another stressed, "I improved my presentation skills from lectures and practical training."



Introductory session

(Ms. Liudmila Ivanova and Mr. Robert Li). Using PowerPoint materials, the class was conducted in accordance with the theme "Strong Points for Your Logistics Services," one of the two options from which all of the students had selected in advance.

In the first half of the class, Mr. Hiroyuki Fujita gave a lecture on mental preparation for giving presentations. He focused not only on English, but also



Group session



Presentations by finalists

Language Training Committee Organizes ASEAN Language Seminars For Member Firms' Staff, Indonesian in Osaka, Thai in Nagoya

The Language Training Committee organized Southeast Asian language seminars in November 2019 as part of its fiscal 2019 projects. The members-only lessons were given for free on Indonesian in Osaka and Thai in Nagoya.

In Southeast Asia, which is showing a certain presence at a time when the trade war is ongoing between the U.S. and China, JIFFA-affiliated freight forwarders are accelerating business expansions.

The number of attendees was smaller than the last time, when the languages were both taught in Tokyo in June. The

Indonesian course was attended by four students, and the Thai course, by three. However, the smaller classes contributed to generating a sense of more closeness and leading to giving more efficient lessons.

As with the last time, Ms. Yumiko Horas was responsible for the Indonesian class, and Ms. Marin Nakajima, for the Thai class. The languages were both taught almost on a man-to-man basis, enabling the students to learn correct pronunciations by repeating the



Ms. Marin Nakajima

same things over and over again. Some of them were actually going to be stationed in Indonesia and Thailand, including some coming all the way from Tokyo. They all maintained so high motivation for learning as to be able to complete the seminars with a great deal of

satisfaction.

JIFFA's Indonesian and Thai seminars both intend to help attendees learn not only the languages, but also something beyond, including their cultures. To have an enrollment of more students, it will continue to work hard to improve curricula.

As there is demand for other languages as well, the Language Training Committee plans to give a lecture in Vietnamese next time.



Ms. Yumiko Horas

Practical English Correspondence Class Closes COVID-19 Prevents Commendation Ceremony

The last lecture of the practical English corresponding class (in Osaka), a project the Language Training Committee advanced in fiscal 2019, was given on Feb. 26, 2020, drawing the curtain on the class. The final examination was conducted on March 4. Having graded examination papers, the reviewing committee selected successful students and top performers. Usually, JIFFA holds a ceremony for conferring certificates of completion to top performers, attended by Chairman Junichiro Watanabe. Due to the COVID-19 pandemic, however, the Language Training Committee did not do so in fiscal 2019 to keep attendees from being infected. Instead, the committee sent certificates together with extra

prizes to top performers to congratulate on their achievements.

The Language Training Committee is grateful to supervisors and colleagues of

the students for supporting their attendance for a long time. It hopes that those who passed the exam will make effective use of the English skills they learned from the class to become more active in the future.



English Correspondence Class

Forwarder's Overseas Representative Reports on Vietnam People There Characterized Hard Working, Highly Cooperative

Tomoko Tanaka, NRS Logistics Vietnam Co., Ltd.

NRS Corporation established a local affiliate in Hanoi in October 2018 to expand to Vietnam the logistic service for transporting hazardous materials that it had developed in Japan and other overseas economies. Although I am still a newcomer—as I have only been here in Vietnam since April 2019—I am compiling this report to let as many people know the charm of this country as possible.



Writer, right

About Vietnam

Formally known as the Socialist Republic of Vietnam, it is a physically long, thin country, stretching from north to south, and has a population of some 96 million. It shares borders with China in the north, Laos in the west and Cambodia in the southwest. The capital city of Hanoi in the north is the political and cultural center of Vietnam, while Ho Chi Minh City in the south is an economic city enjoying commercial development. In 1975, the Vietnam War ended, unifying North and South Vietnam. In 1986, Vietnam accomplished economic liberalization, resulting from the adoption of the Doi Moi policy. As



Van Mieu

local people are very powerful and lively, it is hard to see from them that it has not been so long since the war came to an end and economic growth began.

As for means of transportation, railways are not common (there are only two state-run services available for long-distance carriage). Buses are the only mass transport system, while passenger cars are so expensive that they are far from being popular. Therefore, there are many motorcycles on the street, and to make things worse, traffic rules are hardly followed. Foreigners may say, "I can never cross such a [dangerous] street," when first beginning to live in Vietnam. It could be the first challenges they must address. To successfully cross streets, it is necessary to do so with your head high, staring hard, without changing the pace at which you walk. Driving the wrong way, ignoring traffic lights and running into streets are all daily occurrences in Vietnam. Please be very careful when coming here.



Ha Long Bay with friends from Japan

Cuisine & sight-seeing

Vietnamese cuisine is influenced by the French and Chinese dietary cultures. Not too oily or spicy, dishes are generally mildly flavored. Local people eat rice as their staple together with soup. It is relatively easy for Japanese people to become familiar with it.

There are many sightseeing spots in Vietnam. The city of Hanoi boasts the Central Sector of the Imperial Citadel of Than Long; Van Mieu, a temple dedicated to Confucius that also hosts the Imperial



Tam Coc

Academy, the first national collage in Vietnam; Hoan Kiem Lake, which is located at the center of the city; and Long Bien Bridge, which is reminiscent of the Eiffel Tower in Paris. It is still used as a railway bridge today. Long Bien Bridge and St. Joseph's Cathedral, which was established during the French colonial era, both create a nostalgic atmosphere. Vietnam has many UNESCO World Heritage Sites as well, such as Ha Long Bay in the northwest (Quang Ninh Province) and the Trang An Scenic Landscape Complex (Ninh Binh Province).



Sapa

Labor affairs in Vietnam

Women work very hard. Without regard to gender, Vietnamese people are highly cooperative and love to take care of others. I came to Vietnam for the first time in my life, and it is the first overseas life that I have ever led. I am deeply grateful to them for caring about me both when I am at work and in my private life.

It is natural that in many cases,
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Two Committees Jointly Hold Workshop on Incoterms 2020 Lecture Halls Fully Attended As Theme Attracts Forwarders

The Judicial Affairs and Public Relations committees held workshops on the Incoterms 2020 in Tokyo on Dec. 4, 2019 and Osaka on Jan. 29, 2020. As the trade terms had been updated for the first time in 10 years, JIFFA member freight forwarders were so highly interested in it that the Tokyo and Osaka courses were both fully attended.

Professor Emeritus Koji Tsubaki from Waseda University, who had been engaged in the project for revising the Incoterms, gave lecturers at the workshops, focusing on the intent and purpose of the revision and changes made.

The Incoterms 2020 is a series of internationally unified terms that can be referred to (in case it is necessary to include them in contracts and other documents as rules to comply with),

according to Mr. Tsubaki. He added that they are trade terms that had been created fundamentally for trade transactions between equal independent partners (not including consumer transactions). The professor emeritus emphasized the Incoterms had been updated to reflect current trade transaction developments of the time in its long history and won the trust of parties concerned with the trade and transport businesses.

Mr. Tsubaki indicated the Incoterms 2020 had not been changed much from the Incoterms 2010 on a practical basis. Major changes, however, included an improvement in the "Introduction" and the addition of the "Explanatory Notes for Users." Also, the 11 trade terms have been rearranged based on importance, while differences in insurance coverages



Mr. Tsubaki

have also been added, he said.

Previously, when a seller was compensated for its loss by insurance, the Institute Cargo Clauses (ICC)(C) were applied in principle, and in fact, a choice was made in accordance with commodity prices between the ICC(A) or the ICC(B). In the Incoterms 2020, Mr. Tsubaki said, it is now advised that the ICC(A) be applied for expensive products and the ICC(C) for commodities that are carried in large quantity on specialized vessels, such as raw materials. Also, the Delivered at Terminal (DAT) has been changed to the Delivered at Place Unloaded (DPU), indicating that places of destination now do not have to be terminals.

The Incoterms 2020 took effect on Jan. 1, 2020 as rules to refer to.



Fully attended room

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Forwarder's Overseas Representative Reports

different nationalities hinder business projects from being successful. However, if I have them know that I would like to have good communication with and understand them, they will do their best to help me with heart and soul. I feel this every day.

In Vietnam, on a final note, commodity prices are low, and food is delicious. But in Hanoi, in particular, I still fell

inconvenience from time to time in my daily life. Because Hanoi is such a city, however, I can become tougher to overcome challenges when being faced with them. I am encouraged many times by connectedness among Japanese people and the smiles of Vietnamese people. I strongly hope that in the future, legislation will be advanced more, that the Vietnamese economy will grow further, that it will attract people from all over the world and that there will be more business opportunities.

