

# FIATA Region Americas Meeting Minutes

**To:** Association Members of FIATA in Region Americas (RAMs)

**From:** Leticia Cherini, FIATA International Trade and Law Officer, on behalf of Jorge Heinermann, FIATA RAMs Chair

**Subject:** Minutes of FIATA RAMs Meeting  
Thursday, 25 April 2024, 11:00-12:30 CEST  
Meeting held at the CICG in Geneva, Switzerland

## Attendance

Please refer to Annex I for the full list of participants.

### 1. Opening and welcome by Chair

The RAMs Chair welcomed all the attendees to the meeting.

### 2. FIATA Competition Compliance and Recordings Policy

The following FIATA Competition Compliance and Recordings Policy was read to the participants:

*FIATA policy strictly prohibits any discussion or other communication the purpose or effect of which is to set prices, allocate markets or customers, engage in tying arrangements or refrain from purchasing any goods or services from any particular supplier or vendor. It is mandatory that you familiarise yourself with FIATA's written [Antitrust Policy](#) which the Headquarters has made available to all participants.*

*Please be advised that each meeting of FIATA is being recorded for legal purposes. By attending this meeting, you consent to the recording of the session, agree to maintain the confidentiality of the meeting's content, and acknowledge and agree to comply with the content of the FIATA Competition Compliance and Recordings Policy.*

**Decision:** *The participants noted the FIATA Competition Compliance and Recordings Policy.*

### 3. Adoption of the Agenda

The meeting agenda was presented to the participants for adoption.

**Decision:** *The agenda was adopted without any modifications.*



#### 4. Validation of the minutes of the Meeting of 04 October 2023 and update on action items

The minutes of the previous meeting held on 04 October 2023 were presented for approval.

*Decision: The minutes of the RAMs meeting held on 04 October 2023 were approved*

#### 5. Report on RAMs activities by the Chair

Please refer to Annex II for the full RAMs Chair's report on RAMs activities.

It was shared that RAMs is working on different topics involving the consolidation of National Associations, IATA Latin America Air Cargo Program Joint Council (ILAACPJC), AEO programmes, digitalisation, Digital FIATA Bill of Lading (eFBL), and the implementation of customs facilities. Regarding ILAACPJC, it was informed that in 2023, for the first time, a freight forwarder was elected to be the president of this important Joint Council.

Additionally, it was informed that AEO programmes are not being equally implemented in the region. Whilst in countries such as Mexico, Brazil, Uruguay, and Argentina the programmes are available for freight forwarders, in some other countries such as Chile the programmes are not available for the category.

It was also highlighted that Latin America is still delayed with regards to the digitalisation of processes. However, with the support of the Regional Federation and the National Association of Peru and Uruguay, the region has been carrying out tests of paperless air shipments, using digital platforms and blockchain technology. The importance of the usage of the eFBL was also stressed.

Finally, it was reinforced that RAMs will be hosting the 2024 FIATA World Congress (FWC). All the participants were invited to join the 2024 FWC, which is taking place in Panama City, Panama, between 23 – 27 September 2024.

#### 6. Workshop: Finding practical solutions to enhance border measures in line with global best practices

##### 6.1 Introduction to workshop

Participants were invited to take part in a workshop to discuss practical solutions to enhance border measures in line with global best practices.

##### 6.2 Breakout sessions

Attendees were split into breakout sessions to discuss the following topics:

- **Group 1 - Understanding of capacity building activities that FIATA can support members with**, moderated by Poul Hansen, Head of Trade Facilitation section at United Nations Conference on Trade and Development (UNCTAD)



- **Group 2 - Set of recommendations to enhance AEO programmes in the region to support trade along corridors**, moderated by Birgit Viohl, Senior Trade Facilitation Expert at the World Trade Organization (WTO)
- **Group 3 - Measuring and Benchmarking AEO benefits**, moderated by Emmanuelle Ganne, Senior Analyst in the Economy Research and Statistics Division at the World Trade Organization (WTO)

### 6.3 Consolidation of the workshop outcomes

#### 6.3.1. Group 1 - Understanding of capacity building activities that FIATA can support members with, moderated by Poul Hansen

It was shared that FIATA Association Members should advocate for the implementation of AEO schemes with their local authorities, ensuring that the programmes are also accessible for freight forwarders. It is important that AEO programmes are equally implemented around the world to avoid anticompetitive situations between certified and non-certified companies.

Additionally, it was reinforced the importance of capacity building not only for the industry but also to authorities implementing AEO programmes. In this regard, it was suggested that organisations such as the World Trade Organization (WTO) and the World Customs Organization (WCO) should provide best practices of capacity building that could be followed by different countries.

The importance of FIATA's participation in the WCO Private Sector Consultative Group (PSCG) has highlighted as a possible way of advocating for this best practice in capacity building. However, it is also important that capacity building is promoted at the national level.

#### 6.3.2. Group 2 - Set of recommendations to enhance AEO programmes in the region to support trade along corridors, moderated by Birgit Viohl

The group discussed how AEO certified companies do not always receive the expected AEO benefits. In order to address this issue, the group came up with the recommendation that the benefits offered to AEO certified companies should be improved. Also, the need of harmonising and monitoring the benefits offered in each region was highlighted. Additionally, considering that AEO programmes are not available for freight forwarders, the group agreed that the access to AEO programmes should be extended, and different criteria should apply for different operators.

Also, AEO programmes should have different status (being high, medium, and low level), so companies that do not comply with all the requirements can still benefit from some facilitation. Finally, it was mentioned that the list of certified companies should be made available, so companies can have their certification status checked by different partners.

#### 6.3.3. Group 3 - Measuring and Benchmarking AEO benefits, moderated by Emmanuelle Ganne

A few suggestions were developed on how to better measure and benchmark AEO benefits:



- More in-depth data should be collected and shared by the World Customs Organization (WCO) regarding tangible benefits received by AEO certified companies.
- Data should be collected in a standardised way.
- Mutual recognition agreements (MRAs) should be promoted.
- Requirement of all the companies involved in the supply chain being AEO certified should be implemented.
- The benefits announced in each country should be compared to the ones effectively offered to AEO certified companies.
- More government agencies should participate to the AEO programmes.

#### 6.4 Wrap up by Chair

The Chair thanked the moderators for their reports and suggested that FIATA could write a letter to customs directors from the region on how to improve AEO programmes.

***Action:** FIATA to consider writing letters to customs directors from the region providing suggestions on how to improve AEO programmes.*

### 7. Roundtable of RAMs delegates

**AAACI:** It was shared that Argentina has had problems related to freight payments. The new government in the country has been contributing to bring more facilitation in this regard, especially for small shipments and small operators.

**ACTC:** The AEO programme in Brazil have been working very well, even enabling the efficient release of goods without physical inspections during the customs strike which happened in the country.

**AIRFORWARDERS ASSOCIATION:** The problem of truck drivers waiting long hours to recover air cargo due to lack of infrastructure within airports was highlighted. In that regard, it was shared that they are actively demanding the government to invest in airports cargo areas, with the valuable support of Senators.

**ALOG:** The Association has developed a strong relationship with the country's customs and government. One of the projects being developed by the government with ALOG's participation is the fostering of cabotage activities in the country. Regarding customs authorities, they are being able to discuss the high fines charged by customs together with local authorities.

**APAC:** Panama is working towards improving its AEO certification programme, using Mexico as an example to be followed. It was informed that due to a change of government in the country, the project might be delayed. Also, they have been in contact with the Central America Economic Integration System to promote the eFBL, but they are facing some problems related to the lack of resources required to implement the digital solution. APAC reinforced its invitation for everyone to join the 2024 FWC taking place in Panama between 23 – 27 September 2024.



**CIFFA:** The Chair congratulated the Association for its 75th anniversary. It was informed that CIFFA is engaged in expanding its services e.g. by creating a brand-new customs institute. The country is expecting a port strike to take place in the coming weeks, which will shut down all the ports in the west coast and affect the fluidity of cargo. Additionally, it was shared that the port of Vancouver is still under heavy congestion due to an increase in volume.

**FITAC:** AEO programme in the country still do not accommodate freight forwarders, since the approval of the legal framework is still pending. Regulation on advanced import declaration is also in the process of approval, and the Association has been dialoguing with the government regarding their concerns related to the required infrastructure.

**NCBFAA:** The Association has been watching the negotiation of the East Coast International Longshoremen's Association, since their contract expires this next summer. Also, there have been some major cyber incidents in the United States (US) with brokers being attacked, so they are working towards developing policies and procedures to deal with the situation. The Association has also been lobbying with customs for new regulations regarding continuing education, and they have managed to approve a programme to bring professionalism to the industry.

**TIA:** The Federal Maritime Commission (FMC) Final Rule on Demurrage and Detention Billing Practices was highlighted, as well as FIATA's work related to the Final Rule. Even though the rules apply only to shipments going through US ports, the Association encourages other countries to adopt similar rules to the US' ones.

## 8. Date and time of next meeting

Delegates were reminded to mark their agendas for the 2024 FIATA World Congress, 23-27 September 2024, in Panama City, Panama.

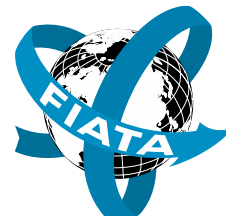
## 9. Closing

The Chair thanked all the attendees for the participation to the meeting.

Signed as a record of the meeting.

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Jorge Heineremann  
RAMs Chair

DATE



## ANNEX I – Attendance

### FIATA RAMs delegates

APAC

Angel Sanchez

### FIATA HQ and Presidency

FIATA Immediate Past President  
FIATA Senior Vice President  
FIATA Senior Vice President  
FIATA Treasurer  
FIATA RAMs Chair  
FIATA RAMs Vice Chair  
FIATA Director General  
FIATA International Trade and Law Officer

Ivan Petrov  
Marc Bibeau  
Thomas Sim  
Neil Taylor  
Jorge Heinermann  
Miguel Espinosa  
Stéphane Graber  
Leticia Cherini

### FIATA Honorary Members

FIATA Honorary Member

Marco Leonardo Sorgetti

### FIATA Association Members

ACAAI  
AFA  
ACTC  
ACTC  
APAC  
APAC  
CIFA  
CIFFA  
EFFSAA  
FEDESPEDI  
FENEX  
FENEX  
FFFLA  
IOFFLAT  
Jafa  
NAFL  
NCBFAA  
NCBFAA  
SPEDLOGSWISS

Samir Shah  
Brandon Fried  
Luiz Ramos  
Rosane Manthei  
Elisa Denis  
Yariela Mendieta  
Yuntao Yang  
Stephen Mcdermott  
Dawit Woubishet  
Mauro da Ros  
Antoinette Vels  
Paul Wassing  
Petri Laitinen  
Vincent Wong  
Tsutomu Yamazaki  
Praveen Chandrasen  
Geoff Powell  
Shane Garcia  
Tom Odermatt



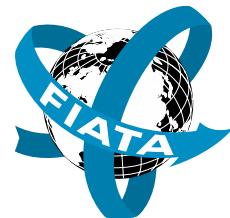
SYNAUTRATRA  
TAFFA  
TIA  
TFLA  
USER  
VLA

Jacques Doumbe Essombe  
Arnold Godwin Tarimo  
Richard Gluck  
Adelaide Yang  
Marius Cae  
Ngan (Lisa) Nguyen

### **Guests**

Ability Freight  
Ability Freight  
Avalon Risk Management  
Baizah Logistics Services  
Customaite  
Delta Transportni Sistem  
ECX Global Logistics  
ECX Global Logistics  
ECX Global Logistics  
Great Lakes Logistics-Bu  
Intertrans Haulage Service Ltd  
Kuehne + Nagel Management  
PORTLINK GHANA LIMITED  
PROPANAMA  
SYNAUTRATRA/ ICM CONSULTING  
TODEL INVESTMENTS LTD  
UNCTAD  
WTO  
WTO  
ZFB

Marina Botros  
Raaef Rofail  
Michael Brown  
Mohamed Bailor Jalloh  
Bram Vanschoenwinkel  
Darija Vukovic  
Barbara Hiebendahl  
Carlo Paravani  
Phuong Nguyen  
Alain Ndikuma  
Frank Kamugisha  
Lydia Thater  
George Glory Opeku  
Stephanie Pragnell  
Ferdinand Keptukoua  
Theodore Ejezie  
Poul Hansen  
Birgit Viohl  
Emmanuelle Ganne  
Ali Sharif Mohammed



## ANNEX II – RAMs Chair report on RAMs activities

First, I want to congratulate CIFFA, its president and the Canadian forwarders on their 75th anniversary and wish them many more years of success.

Our region is working on different central topics, the consolidation of National Associations, IATA Latin America Air Cargo Program Joint Council, the AEO program, digitalization, eFBL, and the implementation of Customs facilities. At the ILAACPJC, we have 2 annual meetings, one of which must be in person, and since its beginning with the approval of resolution 813zz a Forwarder held the vice presidency, but 2 years ago with the resignation of the president we held the presidency temporarily, until the period is completed. Last year we had elections, and we were elected to be the president of this important Joint Council, this is the first time at a global level that the presidency was assumed by a freight forwarder. It is a pride for our activity to have been elected to occupy the presidency.

On the other hand, all of you knows that I personally are a member of Latin-American Privat sector of WCO, the AEO program is not implemented in the entire region in the same progress, there are even countries like Chile where it not exists for our activity. While in Canada and the United States this program is very valid, in Latin America, only in some countries it applies to our activity, such as Mexico, Brazil, Uruguay and Argentina, in the rest of the region, we have not received information about the inclusion of the forwarders. Although being able to apply is highly difficult and different in each country.

On the other hand, the implementation of digitalized processes (paperless) is very delayed in Latin America, generating an important contrast with the USA and Canada. Despite this and with the intervention of the Regional Federation and the National Association of Peru and Uruguay, we have managed to carry out tests between those countries and Spain, for air shipments in which the entire operation was carried out without the use of paper, using digital platforms with blockchain technology. This generated successful shipments for first time with the use of digital technology, and these tests are still being maintained, to define its permanent implementation.

This last step seems extremely important to us for the implementation and use of eFBL, which, as we already know, FIATA has promoted its implementation and use at a regional and global level, with the support of the WCO.

Finally, our region, for the third time, Latin America, will organize the FIATA world congress in Panama, a highly strategic country in the global economy and in overseas maritime traffic for the crossing of ships between both oceans, the Pacific and the Atlantic. Which is also an important Logistics Hub for North and South America. For this reason and many more we are waiting for you at this important congress that will be held from September 23 to 27 of this year. Not only will you participate in the congress and do business, but you will have the opportunity to enjoy a unique and wonderful vacation in an incredible country.