Shipping For Overlanders

Douglas Hackney
www.HackneysTravel.com
Bona Fides

- 43 Countries
- Travel by foot, auto, motorcycle, overland expedition vehicle, train, bus, plane
- Full-time overlanding
- Shipped by truck, air and ocean

Learn more about us on our web site
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International Shipping Types

- Air
- Ocean
Air Freight

- Bicycles
- Motorcycles
- Antonov An-225 Mriya Cargo
Air Freight

• Usually on time
• More reliable
• High precision tracking
• Full unit shipping (vs LCL)
• Process friendlier to outliers
• Costs more, but less than you may think
Ocean Freight

- Container size vehicles
- Larger-than-container size vehicles
Other

- Truck
- Train
- Lake ship
- Small boat
- Barge
The Shipping Process

<table>
<thead>
<tr>
<th>Time</th>
<th>Location</th>
<th>Payments</th>
<th>Major Docs</th>
<th>Interface</th>
<th>Entities</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Departure Port</td>
<td>• Carnet (if required)</td>
<td>• Title</td>
<td>Freight Forwarder</td>
<td>Customs</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Shipping fees</td>
<td>• Carnet (if required)</td>
<td></td>
<td>Storage Subcontractor Co.</td>
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<td>• Freight forwarder fees</td>
<td>Port Entry</td>
<td></td>
<td>Loading Subcontractor Co.</td>
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<tr>
<td></td>
<td></td>
<td>• Dock fees</td>
<td></td>
<td></td>
<td>Other Subcontractor Co.s</td>
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<tr>
<td></td>
<td>Entry Port</td>
<td>• Crane fees</td>
<td>Bill of Lading</td>
<td></td>
<td>Shipping Company, i.e. Kline, Seaboard etc.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Customs broker fees</td>
<td>Pre-offload inspection form</td>
<td></td>
<td>Unloading Subcontractor Co.</td>
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<td>• Dock fees</td>
<td>Storage release inspection form</td>
<td></td>
<td>Port Management Co.</td>
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<tr>
<td></td>
<td></td>
<td>• Storage fees</td>
<td>Temporary Importation Certificate</td>
<td></td>
<td>Customs</td>
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<tr>
<td></td>
<td></td>
<td>• Intra-dock transfer fees</td>
<td></td>
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<td></td>
<td>• Tips / grease</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Documentation fees</td>
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</tbody>
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Short Version

• Freight Forwarders and Customs Brokers are worth the money
• Ship via container
• Things take longer than you think they should
Verbose Version

- Perspective
- Shipping methods
- Bribes
- Documents
- The Players
- Preparation
- Arrival
- Cargo arrival
- Costs
- Routes
- Insurance
- Terms
Perspective

• You will ship 1 – 10 times per lifetime
• You ship one TEU
• Industry ships 120 million TEUs per year
Perspective
Perspective
Perspective
Perspective
Perspective

You

1,000,000
Perspective

• You vs. 120,000,000
Perspective

• Shipping industry optimized for big shippers
• You are an outlier
• You are the exception
• You require 100x more handholding than normal shipping customers
• Patience and perspective will be rewarded
Air Methods

- Air
  - Crate
  - Open pallet
Ocean Methods

- Container
- Less Than Container (LCL)
- Flat Rack
- Roll On – Roll Off (RoRo)
- Crane & Cradle
Best Ocean Methods

- **Container**
  - Ship via container if at all possible
  - World shipping system is optimized for containers
  - Avoid LCL, use a single container with only your goods

- **RoRo**
  - Best for large vehicles
20’ Container Dimensions

- **Internal dimensions:**
  - Length: 19’ 4” / 5.900m
  - Width: 7’ 8” / 2.350m
  - Height: 7’ 10” / 2.393m

- **Door opening:**
  - Width: 7’ 8” / 2.342m
  - Height: 7’ 6” / 2.280m

Dimensions Vary
Measure Prior to Shipping
Flat Rack

- Not available in all ports
- Low volume ports require wait for a flat rack to arrive via ship
Crane & Cradle

- Avoid if possible
- Only method in many small ports for vehicles
Bribes

• Service charge, expedited fee or bribe?

• Avoid direct payments
  – Use freight forwarder / customs broker for distribution

• Be aware of local customs and expectations
Documents

- Prepare lots of color, 2 sided copies prior to departure
- Use copies in dev countries
- Entry goal is a stamped carnet or temp import document
- Patience is key; you will be somewhere else soon, they won’t be

Focus on the Goal

• Title
  • Carnet (if required)
• Port Entry
• Bill of Lading
• Pre-offload inspection form
• Storage release inspection form
• Temporary Importation Certificate
Typical Documents

- Passport(s)
- Vehicle title
- Vehicle registration
- Vehicle insurance
- Liability insurance
- Carnet
- Bill of Lading
- Temporary import document
- Proof of prior country exit
- Inspection docs
- International driver’s license
Carnet

- A passport for a vehicle
- Valid for one year
- Not required in all countries
- Requires bond or deposit equal to vehicle value
- > Countries = > $
Carnet Parts

- Three part form
- Entry certificate
- Entry stamp area
- Exit certificate
- Exit stamp area
- Certificates are retained @ border
Carnet Process - Entry

- Stamp and sign entry stamp area
- Stamp and remove entry certificate
Carnet Process - Entry

- Entry certificate is retained @ border
Carnet Process - Exit

• Stamp and sign exit stamp area
• Stamp and remove exit certificate
Carnet Process - Exit

- Exit certificate is retained @ border
Carnet Process - Exit

- Exit stamp is critical

You MUST get this stamp!
Carnet Process - Return

- All entry and exit stamps and signatures must be present
- Must show exit from all countries
- Must show return to home country
- Bond is refunded when Carnet is returned
# The Players

- **Freight Forwarder**
- **Customs Broker**
- **Translator**
- **Fixer**

## Diagram

<table>
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<td>Custom Subcontractor Co.</td>
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Preparing for Shipping

- Wash
- All necessary rigging
- Lock(s)
- Strip cab for RoRo or Flat Rack
- Photos of all labels and tracking numbers
Waiting for Vehicle Arrival

- Meet your customs broker
- Confirm documents and copies
- Scout the docks and all required locations
- Scout provisioning points
- Pre-run your exit route
- Stockpile cash

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Vehicle Arrival

- Confirm status and process with your customs broker
- Be available for documents, questions, signatures and cash
- Be patient, delays are common
Dealing With Damage

- Document with photos
- Obtain signed responsibility
- Establish paper trail
- Communicate with insurer prior to exit
- Patience
Costs

- Vary widely
  - Route
  - Method
- Lowest costs
  - High volume route
  - Container
Routes

- Avoid transshipment
- Drive to a major port to obtain a direct route
- High volume routes have lowest costs and most options / suppliers
# Top 20 World Ports

<table>
<thead>
<tr>
<th>Rank</th>
<th>Port</th>
<th>Country</th>
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<th>Port</th>
<th>Country</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Singapore</td>
<td>Singapore</td>
<td>11</td>
<td>Hamburg</td>
<td>Germany</td>
</tr>
<tr>
<td>2</td>
<td>Shanghai</td>
<td>China</td>
<td>12</td>
<td>Kaohsiung</td>
<td>Taiwan</td>
</tr>
<tr>
<td>3</td>
<td>Hong Kong</td>
<td>China</td>
<td>13</td>
<td>Antwerp</td>
<td>Belgium</td>
</tr>
<tr>
<td>4</td>
<td>Shenzhen</td>
<td>China</td>
<td>14</td>
<td>Tianjin</td>
<td>China</td>
</tr>
<tr>
<td>5</td>
<td>Busan</td>
<td>South Korea</td>
<td>15</td>
<td>Port Kelang</td>
<td>Malaysia</td>
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<tr>
<td>6</td>
<td>Dubai Ports</td>
<td>UAE</td>
<td>16</td>
<td>Los Angeles</td>
<td>US</td>
</tr>
<tr>
<td>7</td>
<td>Ningbo</td>
<td>China</td>
<td>17</td>
<td>Long Beach</td>
<td>US</td>
</tr>
<tr>
<td>8</td>
<td>Guangzhou</td>
<td>China</td>
<td>18</td>
<td>Bremen/Bremerhaven</td>
<td>Germany</td>
</tr>
<tr>
<td>9</td>
<td>Rotterdam</td>
<td>Netherlands</td>
<td>19</td>
<td>Tanjung Pelepas</td>
<td>Malaysia</td>
</tr>
<tr>
<td>10</td>
<td>Qingdao</td>
<td>China</td>
<td>20</td>
<td>New York/New Jersey</td>
<td>US</td>
</tr>
</tbody>
</table>

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Payment Terms

• Domestically, you pay in advance
  – Cashier’s check
  – Wire transfer

• Overseas, you pay in cash
  – Local currency
  – Requires multiple days to stockpile from ATMs
Insurance

• Your domestic policy does not cover shipping
• Standard shipping insurance is total loss only
• Supplemental shipping insurance is required for full coverage
• Read and understand the terms and conditions
Which is Total Loss?
Which is Total Loss?
Which is Total Loss?
Summary

- Be organized, researched and prepared
- Get multiple quotes
- Use reputable suppliers
- Ship by container
- Freight forwarders & customs brokers are worth the money
Why Ship?
Shipping For Overlanders

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