

# Enhancing cooperation in trade logistics among APEC economies

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## Example of cooperation in trade logistics



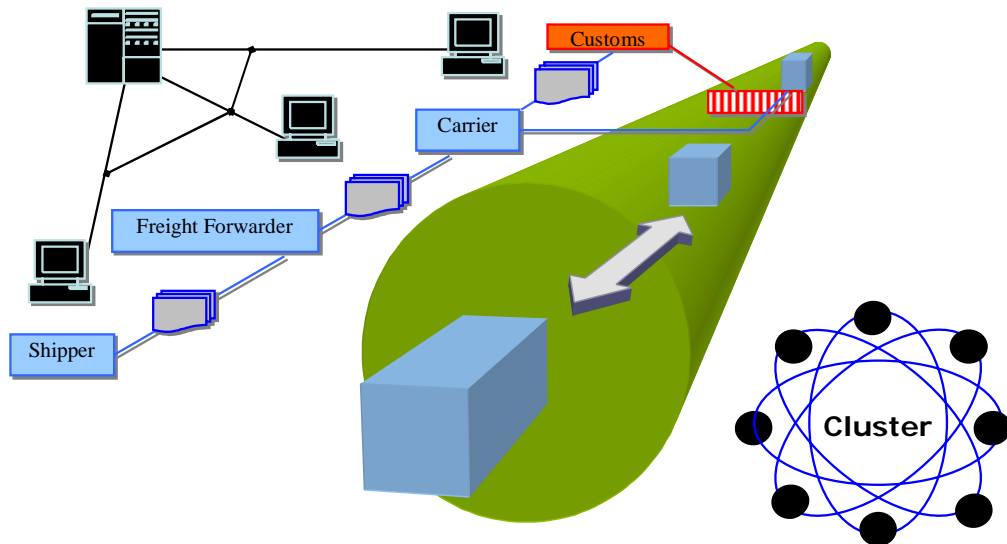
## The Concept's main objectives

- Provide stakeholders with long-term sustainable **capacity to improve transit transport operations.**
- Develop corridor based **institutional and technological solutions**

## Basic principles

- Rely on local knowledge and design rather than on imported expertise or solutions.
- Combine regulatory, institutional, technological and operational improvements.
- Focus on linking regional trade and transport networks with global logistics systems.

## Corridor and Clusters



## The cluster-corridor approach

- Along a corridor, shippers, intermediaries and carriers keep a buyer – supplier relationship,
- Governmental agencies also provide services and demand information,
- Business and control agencies can form clusters to improve day-to-day operations and find medium and long-term solutions for given corridors.

## Cluster essentials

- **Proximity:** in a given geographical location and sector of activity.
- **Sharing information:** beyond confidentiality to increase collective knowledge and know-how.
- **Joint Actions:** to improve individual performance through cooperation.
- **Building trust:** to ensure long term commitment and develop collective competitiveness.

## Example of cooperation in trade logistics



## Corridors in Zambia

**Corridor :**

Walvis Bay – Lusaka -  
Ngola

**Landlocked country:**  
Zambia

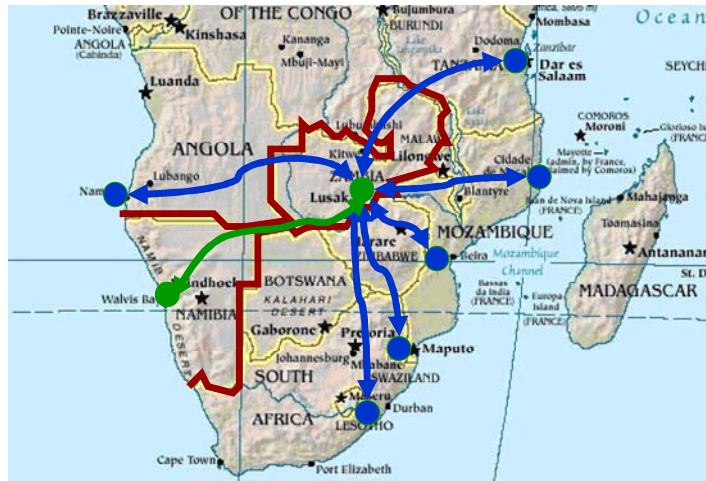
**Transit country:** Namibia

**Clusters locations:**

Walvis Bay Port  
Border area  
Lusaka

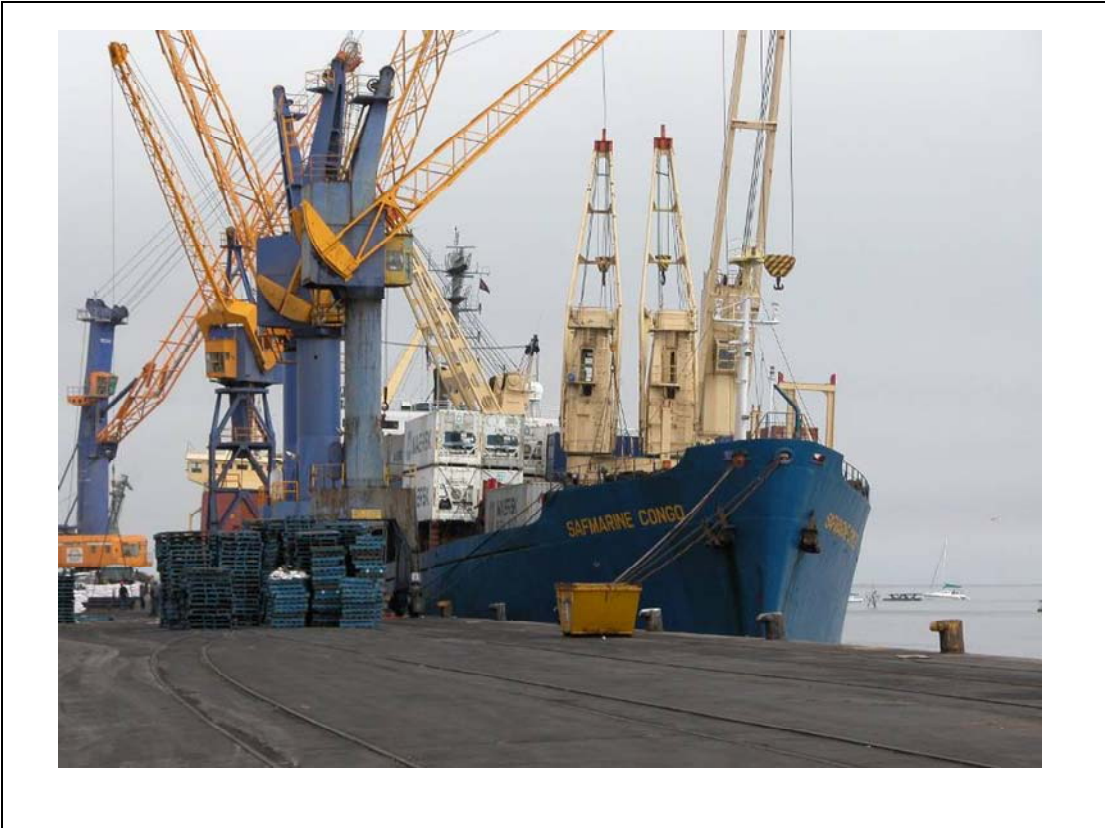
**Regional Counterpart:**

Walvis Bay Corridor  
Group

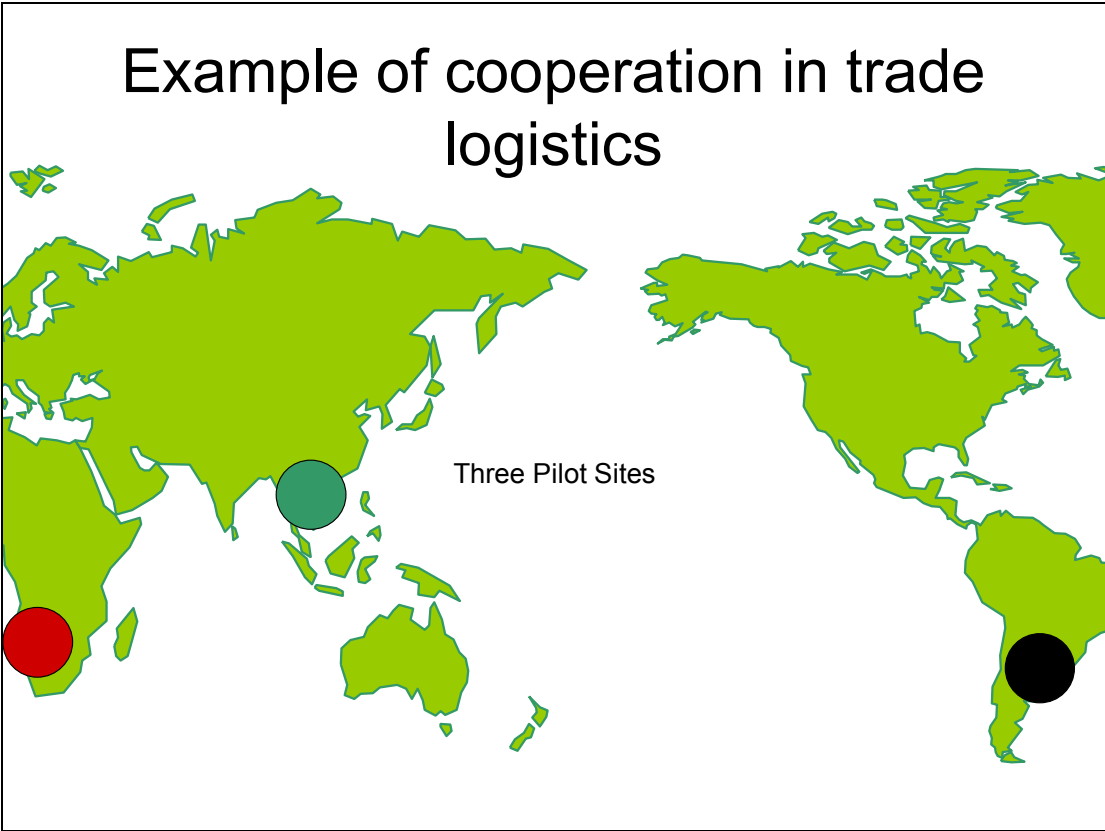


## The Trans Caprivi Corridor potential

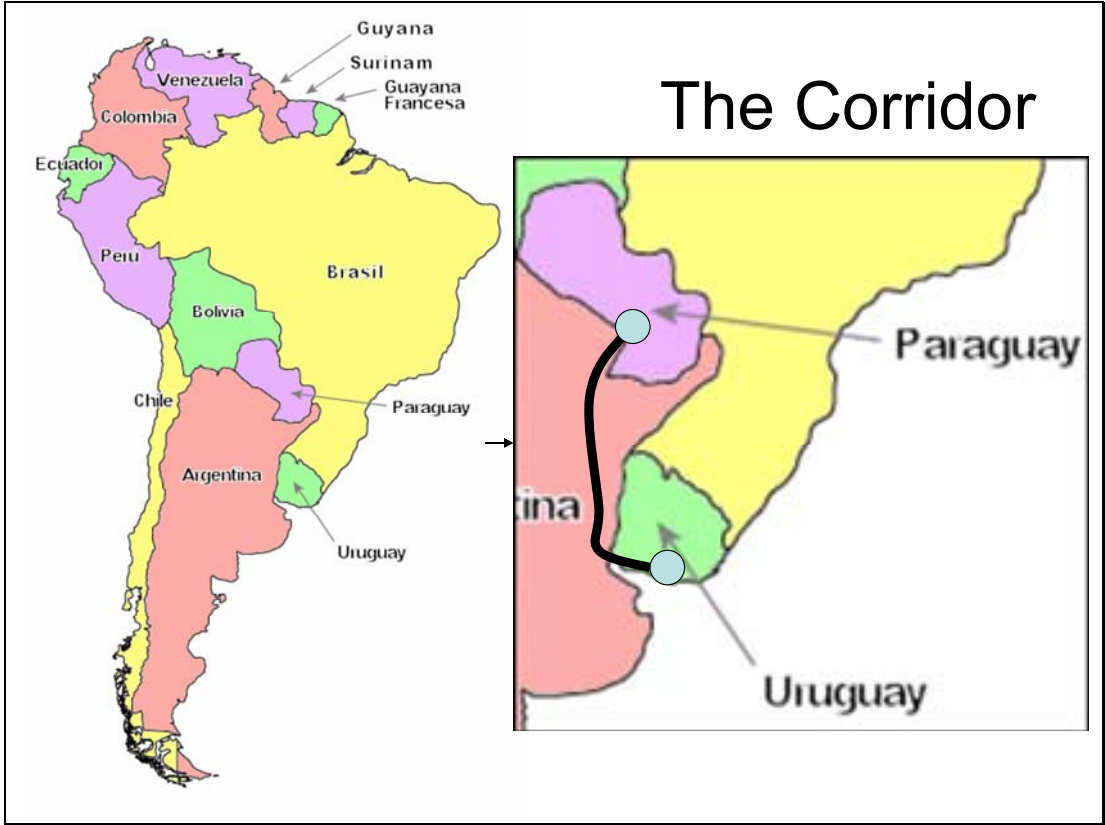
- The Port of Walvis Bay in Namibia offers a natural gateway for Zambia trade potential to and from Europe and the Americas. Commodities that would benefit from transport development along the TCC include:
  - Agriculture and mining exports
  - Manufactured goods from overseas as consumables, equipment, machinery, inputs for the mining and agriculture industries, etc
  - Imports from Namibia (frozen fish and salt)



# Example of cooperation in trade logistics



# The Corridor



# Port of Asunción



# River corridor





# Port of Montevideo



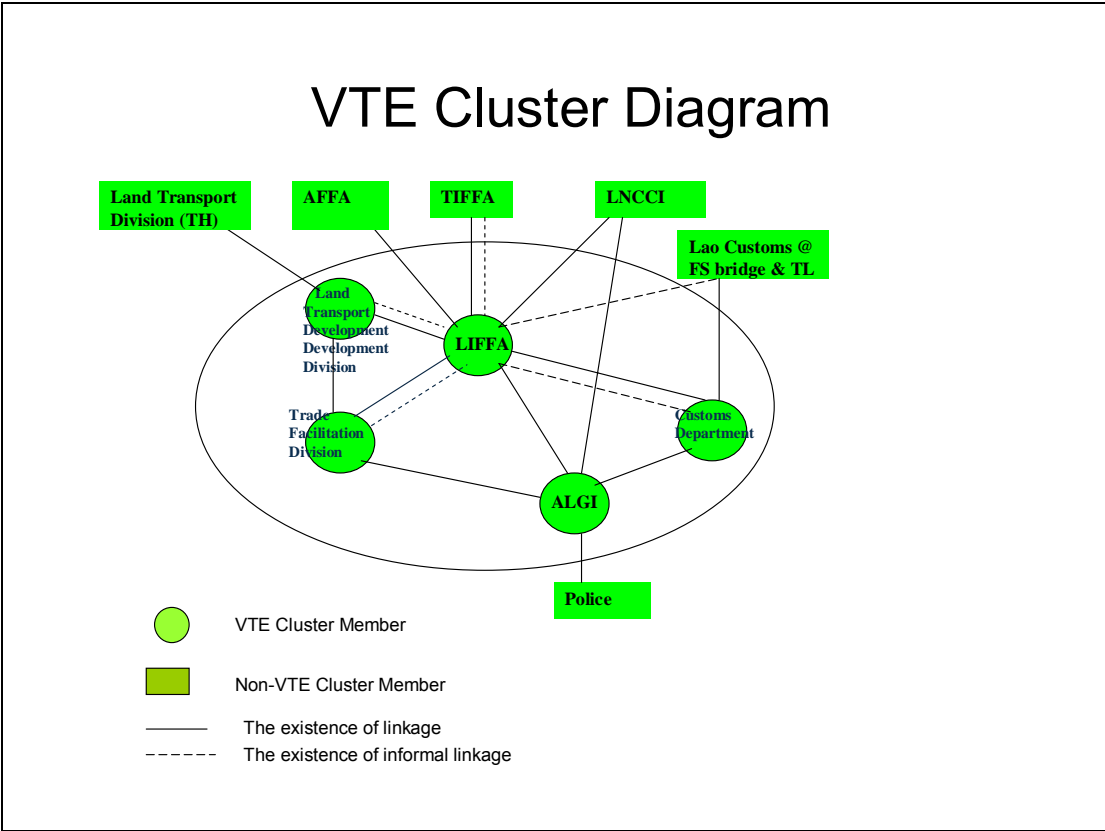
# Example of cooperation in trade logistics



<p><b>Corredor :</b> Vientiane-Bangkok</p> <p><b>País sin litoral:</b> Laos</p> <p><b>País de Transito:</b> Tailandia</p> <p><b>Clusters geograficos:</b> Bangkok Area de frontera Vientiane</p> <p><b>Contraparte Regional :</b> ESCAP</p>	
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## AH12 (Udon Thani – Nong Khai)

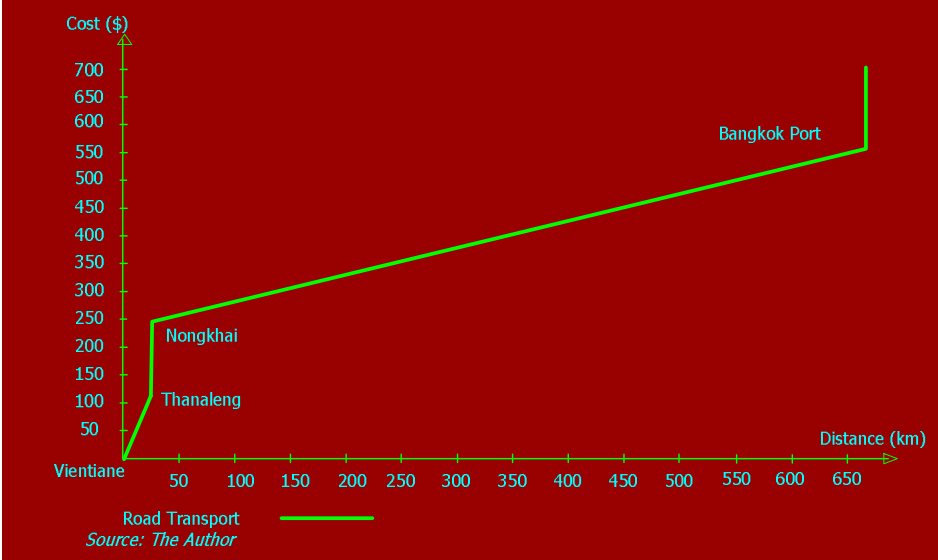




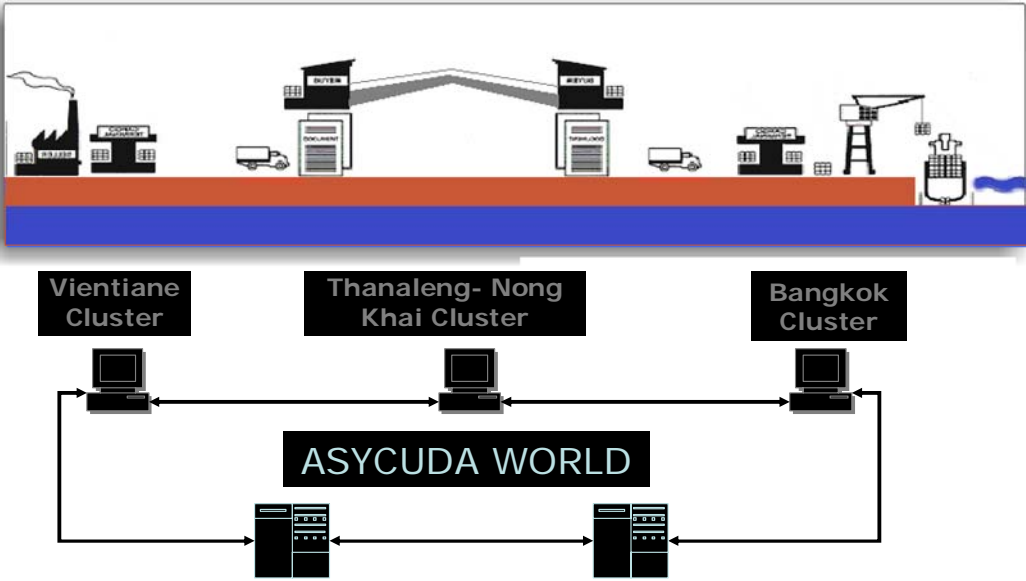
### Cluster members

Groups identified	Organisations identified
Policy makers	Thai (Marine Dept, Dept of Land ) Lao (Land Transport Management, Import-Export Management and Border Trade)
Private service providers	LIFFA, TIFFA, Trucking Assn., International Border Warehouse, Bangkok Shipowners & Agents, Customs Brokers (T.L. Enterprises)
Public service providers	Railway operators, Port Authority, Customs, ICD Operators, FTZ operators
Users	Relevant Thai and Laotian trade associations

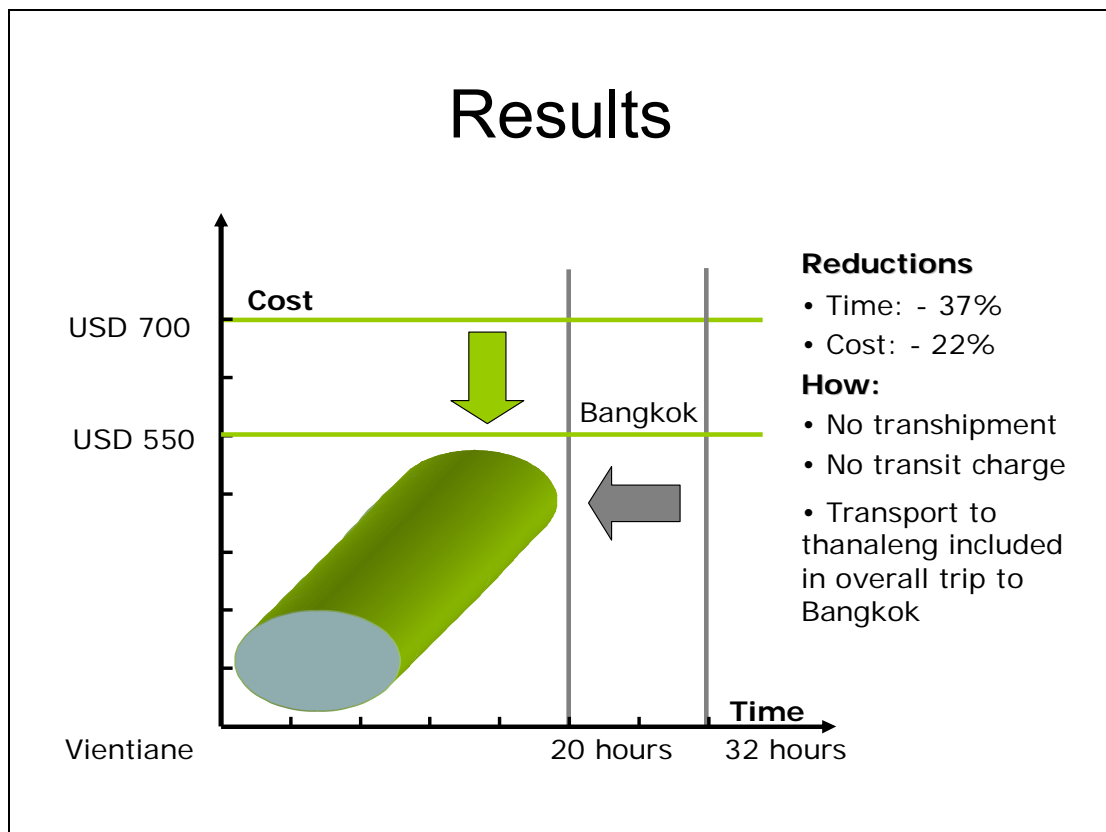
# Cost structure for export, Vientiane – Bangkok Port



# Vientiane - Bangkok corridor



## Results



## Clusters versus Committees

- **Committees:**
  - Top down government led approach.
  - Emphasis on policy and regulations.
  - Require cooperation of higher ranked government and private sector representatives.
- **Clusters:**
  - Peer to peer approach.
  - Emphasis on operational solutions.
  - Require information sharing and joint actions.
- Clusters may be seen as supplemental or alternative.

## Fit in regional activities

- Synergies with institutional developments in ASEAN and GMS agreements.
  - National Transit Transport Coordinating Committees (NTTCC) and Transit Transport Coordinating Board (TTCB).
  - National Transport Facilitation Committee (NTFC).
- National initiatives and programmes in Lao PDR and Thailand – Viet Nam.
- Relationship with Integrated Framework activities.
  - Trade and transport facilitation diagnostic.

## Conclusion

- Cluster can improve transport efficiency in terms of both time and cost.
- The challenge for APEC member countries is how to apply this concept in their region.