对外贸易运输

OVERSEAS TRANSPORTATION

by Chuke Ling and Zhou Tai Zuo

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前　言

近年来，我国对外贸易与远洋运输的发展十分显著。为了适应我国对外贸易迅速发展的需要，我国远洋运输船只及其吨位都在不断增加，新的航线也在不断开辟。在这个新形势下，远洋运输的经营水平和技术水平必须相应提高。

为了供从事远洋运输工作的同志以及大专院校学员熟悉及学习业务的参考，我们编写了这本《对外贸易运输》英语教材。本书用简明英语及专业术语介绍远洋运输的基础知识，包括航运的重要性及发展过程、船舶种类、船舶文件、运输单证、托运手续、船舶进出港口手续、运费类别、计算方法、提单、船舶租赁合同、集装箱运输、多式联运及航空运输等等。这些内容对熟谙专业词汇、提高英语水平，都有帮助。

在编写过程中得到北京对外贸易学院院长及一系领导的热情支持，并承交通部远洋运输局朱曾杰同志大力协助，既详为校阅，又提供不少资料，充实了教材内容。北京对外贸易学院美国专家白林乐先生和赵宏勋同志以及中国对外贸易运输总公司乔尚威同志及汪长炳同志也对本书作了校阅并对部分内容提出了一些修改意见，对此我们表示衷心感谢。

由于我们的业务和英语水平不高，缺点错误在所难免，诚恳希望读者指正。

作　者

1981.12.18

INTRODUCTION

It is common knowledge that international trade implies purchase and sale of commodities on markets beyond the frontier of a country, involving the moving of merchandise between places situated far apart. This cannot be achieved without having recourse to various means of conveyance. It is obvious, therefore, that, whatever the mode, transportation plays a very important part in international trading.

This text book aims at placing before readers a brief account as to the way in which transportation is undertaken by carriers, principally those who own or take control of ships and air transports, with illustration, in an elementary way, of the practice of how goods in trade are passed from consignors to receivers.

The book also includes some explanations on the characteristics of the essential documents indispensable in the transportation of goods and governing the relations between the carrier and the consignor.

Transportation has undergone tremendous changes since the rapid growth of air transport and the introduction of containerization in shipping, which latter is a new innovation and will, it is anticipated, play an increasingly important role in the years to come.

However, conspicuous as the changes are, the conventional sea going vessel has so far remained predominant for her adaptability to the carriage of commodities of an unusually wide range apart from weight and size. The carrying capacity of ships on

the high seas often outweighs the speed of air shipment, the high rate of air freight being also a setback. Land haulage is less important in international trade.

The container ship is now being used extensively in Western countries, and there is every reason to expect that the development in this branch will be swift as well as substantial, although the capital investment will be considerable.

In view of the existing structure of the types of transport in China, which, to a large extent, also holds good insofar as the composition of world transport is concerned, the bulk of this book is devoted to sea transport. There is a section dealing with general average which relates exclusively to ocean shipping.

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SECTION I

OCEAN SHIPPING

1. Basic Concept of Shipping

It is well-known that an immense area of the earth, over two-thirds in fact, is covered by water, and land masses or continents, as they are often called, are surrounded by water, as are also islands scattered throughout the earth.

With only rare exceptions, continents are separated by great expanses of water. Asia, for instance, is separated from North America by the Pacific Ocean over a span of several thousand miles.

Even within the confines of a continent there are waters here and there, with distances sometimes of hundreds or thousands of kilometres which cut the land apart.

Such natural peculiarities of the earth pointed to the need, even in the distant past, to devise means of water transportation which would provide access to places otherwise difficult to reach. As a matter of fact, primitive means of transport were already made use of in times dating back a thousand years as handy conveyors of whatever was desired to places along or across the waters. This helped to facilitate the exchange of necessities among the inhabitants at a time when life was simple and agriculture was still anything but prolific.

With the passage of time and in the face of increased pupula-

tion, coupled with growing agricultural production and the development of commerce, maritime transport was much sought after and became more important. This was reflected in the ever-growing demand for movement, within the boundaries of a country, of agricultural produce and other merchandise from places of origin to places where low productivity made it difficult or even impossible to satisfy local demands. This was quite logical, as maritime transport is ideal for carrying weighty and bulky loads and is a medium which can be used more economically than land conveyance.

Following the renovation of maritime transport with the attendant advantages of large carrying capacity, speedier movement and fewer hands required, the saving achieved in both labour and time was apparent. This resulted in much more reliance on transport by water to convey agricultural produce and commodities to and from various places, which was instrumental in meeting the needs of the people on the one hand and expanding commerce on the other.

Increased production called for expansion of markets, and to achieve this, transportation became all the more important. Land transport was, of course, useful in distributing manufactured products or raw materials to places for sale or processing, but maritime transport could, in most cases, perform better and was more economical, especially when inland water or coastal transit was involved.

It can thus be seen that even at an early stage maritime transport, albeit rudimentary and far from efficient, played an important part in the distribution of agricultural and industrial products and proved indispensable to the development of the economy of a country.

As the economy develops and the needs of domestic markets

are well met, there is, perforce, the question of disposal of surpluses of products and materials. To this question the ideal solution is to seek foreign markets.

Free movement of merchandise to places beyond the border of a country presupposes convenient and economical transit routes. Where there are common borders on land, it is always possible to rely on highways or railways, but land transport can hardly do its part when the destination lies far beyond the continent. Whilst air passage can be relied upon to carry commodities abroad by planes to any distance at greater speed, the exorbitant air freight makes the cost prohibitive, particularly in the case of heavy and bulky lifts. This, in turn, diminishes the chance of a successful sale in overseas markets where keen competition is almost the rule.

Therefore, whether it is possible to dispose of commodities in oversea markets on favourable terms depends, to a large extent, on the feasibility of acquiring the most economical means of transportation. In this respect, maritime transport is, without doubt, the best medium.

To seek oversea markets is only one aspect of the problem. Oftentimes, raw materials or manufactured products have to be procured from other countries to meet domestic requirements. In certain cases, production is impossible without taking in raw materials from abroad. This likewise necessitates the services of maritime transport for the same reason that it is less expensive than if the services of other types of transport are made use of. Thus, the advantage to be derived from the use of maritime transport is enormous.

Fully conscious of the usefulness of maritime transport and the necessity to develop shipping, most maritime countries attach great importance to the building up of a merchant marine. And

since the earlier part of the 20th century there has been a tremendous growth of the world fleet trading commercially. The following statistics relating to the number of vessels and the total gross tonnage for the year 1980 will give a general idea of the size of the present-day world's merchant fleet:

Types of vessels	*World's Total*	
	No. of Vessel	*Gross Tons*
General Cargo vessels:		
Single Deck	10,975	18,889,489
Multi-Deck	11,701	62,405,065
Passenger/Cargo vessels	319	1,315,679
Container Ships	662	11,274,078
Lighter Carriers	27	763,257
Vehicle Carriers	207	1,844,725
Oil Tankers	7,112	175,004,403
Liquefied Gas Carriers	631	7,393,167
Chemical Tankers	649	2,248,949
Miscellaneous Tankers	120	236,790
Bulk/Oil Carriers (including Ore/Oil)	424	26,241,499
Ore & Bulk Carriers	4,282	83,354,613

There are other vessels including non-trading ones in addition to those given in the statistics. The total number of ships for the year 1980 stood at 73,832, exclusive of ships below 100 gross tons, with a gross tonnage of 419,910,651. China owned 1,452 vessels as at the end of 1980, totalling 8,913,000 gross tons, which include 2,039,123 gross tons for the Province of Taiwan. Source: Lloyd's Register of Shipping Statistical Tables 1980

The different types of vessels have been made available to cater for the requirements for the carriage of diversified categories

of commodities, as can be seen from the following statistics of the world seaborne trade for the years from 1967 to 1980:

Year	*Total*	*Crude Oil*	*Oil Products*	*Iron Ore*	*Coal*	*Grain*	*Others*
1967	1864	672	193	164	67	83	685
1968	2041	768	207	188	73	78	727
1969	2237	871	209	214	83	71	789
1970	2481	995	245	247	101	89	804
1971	2575	1068	247	250	94	91	825
1972	2762	1184	261	247	96	108	866
1973	3120	1365	274	298	104	139	940
1974	3247	1360	264	329	119	130	1045
1975	3043	1259	233	292	127	137	995
1976	3320	1418	260	294	127.	146	1075
1977	3415	1467	273	276	132	147	1120
1978	3476	1442	270	278	127	169	1190
1979	3755	1538	279	327	159	182	1270
1980 (est.)	3632	1420	245	310	172	185	1300

(in million tons)

Source: Fearnley and Eyer's Chartering Co. Ltd. Review 1980

These figures roughly show the composition of merchandise moved around the world in recent years and are clear evidence of the importance of maritime transport to the countries throughout the world in the exchange of merchandise amongst them despite the fact that in certain year there was a decline in the volume of cargo transported due evidently to a reduction in production. Even the improved railway system and expansion of highways as well as the rapid development that has been registered lately in air transport have failed to abate the growth of the merchant fleet, which serves to testify that, as the principal means of trans-

port, ships can hardly be replaced by any other conveyance. This is not surprising because they are not only indispensable for the carriage of commodities across seas and oceans to all the remote corners of the world but also a prerequisite to the building up of the shipping industry, which is becoming increasingly important to the modern world as a ramification of invisible trade.

It can be predicted that the world's merchant fleet will continue to increase in size in the time to come.

China's merchant fleet remains moderate in size, although a marked growth has been registered in recent years. China is expanding her foreign trade at a tempo much faster than before. Therefore, a corresponding growth in her merchant fleet is envisaged.

2. Relations between Ocean Shipping and Foreign Trade

When it is necessary to look for oversea markets for home products, there are certain conditions which require particular attention.

First, the products should be able to meet the needs of and appeal to prospective buyers overseas. Second, the price offered must be acceptable in a competitive market while still assuring a reasonable margin of profit. And third, transit routes must be available and means of transport be procured economically to warrant an attractive offer without affecting the profit envisaged. Of all these, the transit routes and means of transport are undoubtedly the most important.

Where commodities are destined for places in adjoining countries at a fairly short distance, it is always more economical to make use of highway or railway and the question of transportation seldom arises. But such occurrences are infrequent as the majority of shipments will be to distant places impossible to

get at without taking water routes. Some may involve both land and water transits, while some can be made either by way of land conveyance or through waterways. In cases where water routes are the only means by which shipments can be made, direct sailings are always preferable to transhipping at different stages. And where transits are optional, water transit is frequently, if not always, the cheaper means especially when bulky commodities are involved. Land transit will, of course, be unavoidable in case of destinations in land locked countries, but even so it may remain advantageous to use water transport wherever feasible.

These considerations aim at saving forwarding costs. This will be immediately reflected in the cost of commodities to be offered to oversea buyers. Thus, the means of transport is of vital importance to the success of a sale abroad.

This applies, as well, to purchases made from overseas markets, in that forwarding charges constitute part of the cost of supplies and buyers are always ultimately responsible therefor, whatever the terms of purchase.

The use of maritime transport on sea routes as a medium for shipping commodities has had a long history. Initially, only a few sea routes were explored and pioneered, and in the majority of cases sailings were confined to ventures in search of precious metals, spices, foodstuffs and other valuables. Trading at the time was not the main concern and was mostly limited to barters on a very small scale.

This notwithstanding, the opening up of sea lanes for navigation paved the way for freer movement of merchandise to and from remote lands otherwies inaccessible, and it was not long before the impact of sea traffic was felt in localities frequented by maritime transport.

To find overseas markets for domestic products and obtain

necessary materials or equipment from abroad to enable production to be carried on were the primary purposes for which exchange of merchandise was conducted at the outset amongst various countries in different parts of the world. But as time went by, freer accessibility to markets in foreign lands enabled domestic markets to flourish, brought prosperity to commerce and made increased production possible, resulting in growth of the country's economy, although it cannot be denied that countries capable of extending their trading activities to foreign lands through the use of ships they themselves owned always put them in a more privileged position in finding a wider market overseas as opposed to those countries owning no or only a small number of seagoing ships. The dominance gained by certain maritime nations and the wealth accumulated following the extension of their trading activities to a great part of the world in the 18th and 19th centuries are typical examples.

The improvement achieved in the techniques of navigation and ship construction made it possible for new waterways to be opened up and existing ones cut shorter. Ships increased their tonnages and were able to sail at much greater speed. For example, after the Suez Canal was opened to navigation in 1869, thus linking up the Red Sea and the Mediterranean, sailings round the Cape of Good Hope could be avoided on voyages between Western Europe and the Indian Ocean in most cases, thereby shortening the distance by 8,000 to 10,000 kilometres. Sailings took a shorter time and was cheaper, and the saving achieved in time and freight charges made water routes more appealing to trading circles throughout the world.

The world's merchant fleet began to take good shape in the early part of the 20th century. Soon afterwards shipping became one of the important industries along with the growth of trade