



# How to deliver goods from Poland to Uzbekistan safely

- What are the options for transportation to Uzbekistan (traditional route vs Middle Corridor, types of transportation, profitability, delivery times)
- What to keep in mind when completing export documents
- What terms of delivery are worth choosing, cargo insurance



## II

# Delivery method



When choosing the delivery method, we must consider:

- the total cost (door to door)
- delivery time (door to door)
- security of the shipment
- the risk of additional complications and costs on our side or the Contractor's side

# Full truckload road transport (dedicated vehicle, FTL)



## Middle Corridor

- 30-40 days
- bypasses Russia
- door to door



## Via Belarus-Russia

- 14-19 days
- requires cargo transshipment or trailer swap
- transit through Russia



## Via Latvia-Russia

- 15-19 days
- door to door
- more expensive than transport through Belarus
- without transshipment



# Less-than-truckload road transport (consolidated shipment, LTL)

- transshipments, storage, time for consolidation
- the price decreases with an increase in the order
- after exceeding about 20 pallets or 14-15 tons, we recommend a full truck



## Middle Corridor

- 30-40 days
- bypasses Russia
- door to door



## Via Belarus-Russia

- 22-30 days



## Via Belarus-Russia delivery vans

- 9-12 days
- transshipment

# Rail transport (multimodal transport, road-rail)

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- 20-40 days
- increased control at the entry to Russia
- 2 transshipments
- the Buyer collects the goods from the station (Temporary storage warehouse)
- an attractive option for large and non-urgent shipments



# Container transport

- more environmentally friendly
  - there are options without reloading the goods
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- Middle Corridor, three types of transport (rail, sea, road)
    - 25-35 days
  - Via BY-RU
    - 28-35 days
    - in Uzbekistan, collection from the station by the Buyer

VII

# Air transport



- 5-7 days
- transshipments
- bypasses Russia
- self-collection from the airport is more cost-effective

# Summary

## Road FTL or LTL

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The cheapest and fastest option is via Belarus, but involves transshipment or trailer swap and the route goes through Russia. Middle Corridor - expensive and long, but suitable for all goods

## Rail

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Wagon is the cheapest option, goes through Russia

## Air

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Expensive, but fast, for smaller urgent shipments, additional bonus - not via Russia

## Containers

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Environmentally friendly, more cargo can be loaded by weight, price is comparable to road transport

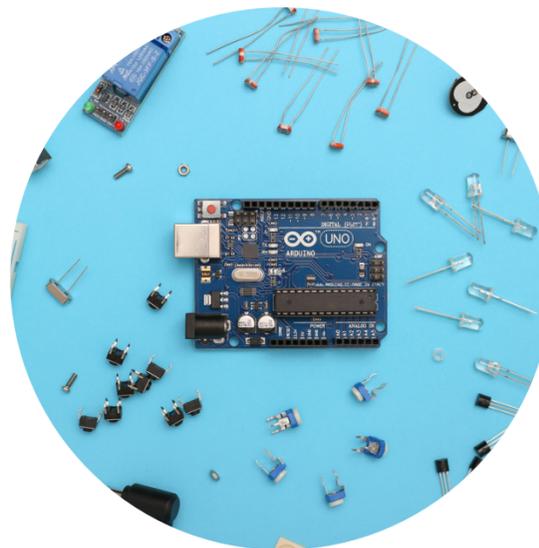
# Specialized deliveries



Temporary import  
(Uzbekistan does not accept goods under ATA Carnet)



Project cargo  
(production line, block transport (several vehicles with one set of documents, customs decision))



Inward processing,  
return of goods,  
return for repair  
(warranty services)

# Complete set of export documents

- Invoice (translation for russian, HS codes TN VED via external Russian border crossings)
- Packing list (type of packaging, net, gross, no. of pieces, no. of packages, no. of colli)
- Bill of lading (CMR – customs point in UZ, SMGS – recipient's code, railway branch, AWB – agent's contact details)
- Certificate of origin
- Veterinary certificate and veterinary cargo import permit
- Phytosanitary certificate
- Customs notification IE599 (MRN export customs declaration)
  - EORI number
  - Power of Attorney for a customs agent
  - Statement of transportation costs
- Specification, declaration of conformity, MSDS sheet, certificate of analysis, certificate of quality

**!!! It should be discussed with the Buyer and their customs agent, what documents, certificates are needed for the product to be marketed already at the contract signing stage**

# Embargo

Some food products are subject to an embargo in Russia, which means special transit conditions

- an electronic navigation seal is a reusable identification device based on the GLONASS global navigation satellite system technology. The seal provides online integrity control of transports across the territory of the RU
- costs of seals usually is included in the rate

clever  
logistic

*go east. go clever.*



# Incoterms 2020



## Delivery on the Buyer's side

**EXW:** The Seller makes the cargo available to the Buyer at our warehouse, the Buyer is responsible for export customs clearance (IE599 export confirmation)

**FCA Seller's warehouse:** The Seller pays for export clearance and loads the goods onto the Buyer's vehicle

# Incoterms 2020

XIII

## Delivery on the Seller's side

DAP: we deliver, Buyer is responsible for unloading and customs clearance on import

DPU (previously DAT): Seller is responsible for delivery and unloading ! on-site

DDP: Seller deliver and pay for customs clearance ! and customs duties !

CPT or CIP (with cargo insurance): Seller choose the carrier, the risk of loss or damage to the goods on the Buyer's side





# Common exporters' mistakes

- Discrepancies between documents in the set;
- Lack of precise weighing of the goods;
- Lack of documentation
- Lack or delay in checking the complete set of documents with the buyer, carrier, customs agent;
- Unfavorable Incoterms rule

# How to reduce transport risk

- Choose the appropriate Incoterms formula
- Verified logistics service provider
- Road carrier's civil liability insurance
- Freight forwarder's civil liability insurance and contractual carrier's civil liability insurance
- Cargo insurance (the Insurer may not have a representative, surveyor in BY and RU, which may result in the inability to assess the damage and positively consider a claim)

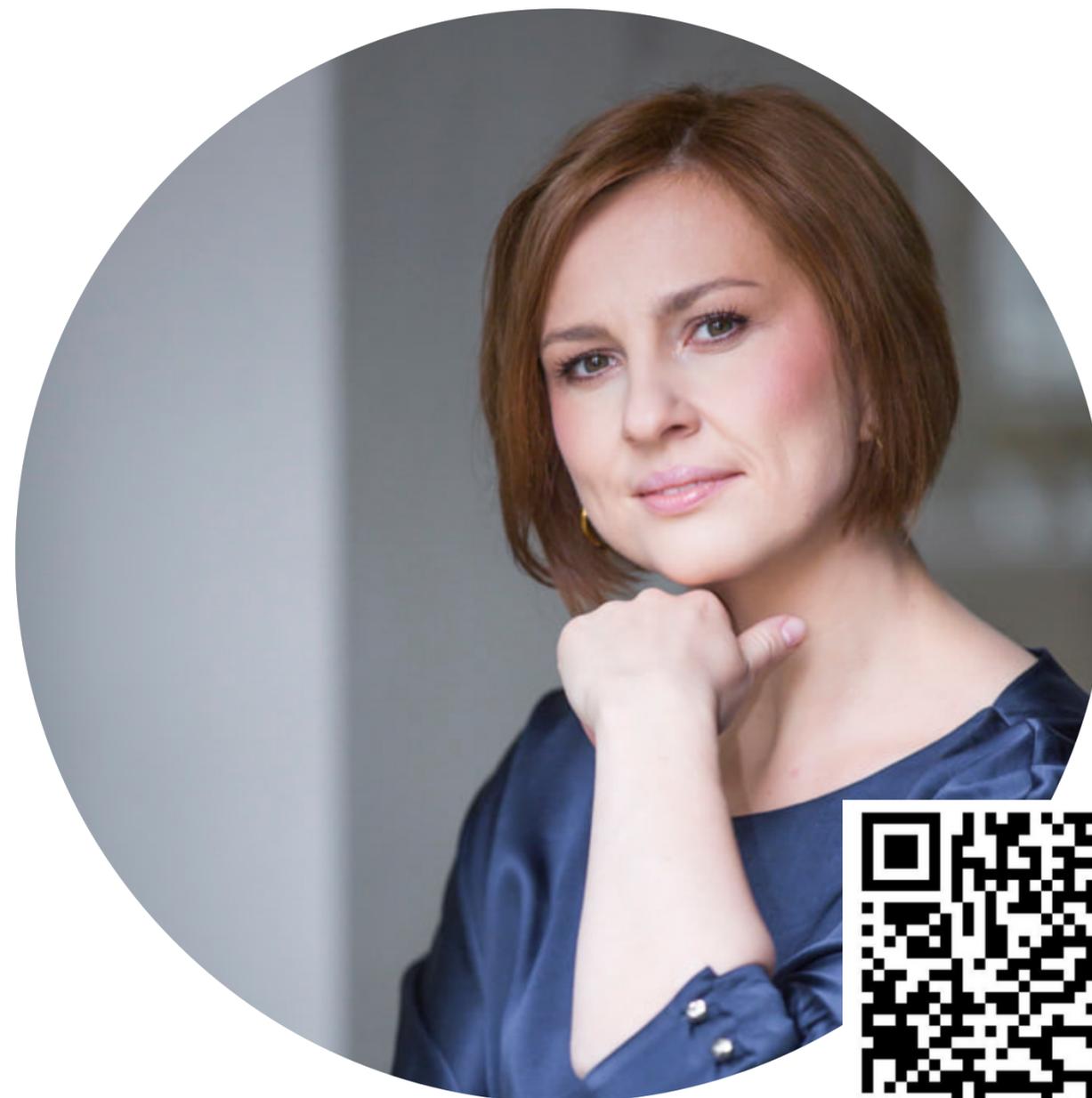


# Thank you

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