

# **Ecole des Hautes Etudes Commerciales**



**Thesis submitted in partial fulfillment of the requirements for  
Master's Degree in Commercial Sciences**

**Major: International Trade**

**SUBJECT:**

**The Impact of Freight Forwarders on the  
Import Process of Algeria's Maritime  
Transport Sector  
Case Study: Savino Del Bene Algeria**

**Submitted by:**

Miss. Celine YALA

**Supervised by:**

Pr. Farah RAHAL

Professor at EHEC Algiers

**12<sup>th</sup> Promotion**

**June 2025**



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# *Dedications*

## *To my beloved parents,*

*Thank you for your unwavering support, your trust in me, and most importantly your sacrifices that helped me get where I am today. I hope I can return the favor multiplied.*

*May God protect you and keep you in good health.*

## *To my siblings,*

*Thank you for always being there for me, for sharing joyful moments, and for supporting me in everything I do. Your presence itself is a gift and my source of happiness.*

## *To my classmates,*

*Thank you for the wonderful memories and the laughter we shared. Even if life takes us on different paths, I hope we will have the chance to laugh and share beautiful moments again someday.*

# *Acknowledgments*

*First of all, I would like to express my sincere thanks to my supervisor Professor Farah RAHAL, for her guidance and continuous support throughout my research. Thanks to her supervision, I did not encounter any major difficulties or challenges.*

*I would also like to extend my gratitude to the top management of Savino Del Bene Algeria for welcoming me once again to their establishment. A special thanks as well to the entire Savino Del Bene Algeria team for their time, assistance in building this research and their positive energy they brought to the office.*

*I hope this research reflects both my genuine interest in the field and the valuable support you have provided to make it possible.*

# Abstract

In Algeria, maritime transport plays a central role in foreign trade, especially in import operations. While Freight Forwarders are key actors in global logistics, their role in Algeria remains marginal and poorly defined.

This research aims to assess the impact of Freight Forwarders on the import process within Algeria's maritime sector. The study was conducted through a qualitative approach based on semi-structured interviews at Savino Del Bene Algeria and a comparative analysis of import operations with and without a Freight Forwarder.

The findings show that Freight Forwarders bring added value to importers by managing customs clearance, document compliance, and logistical coordination. However, their role remains limited due to regulatory constraints, a lack of legal status, and the simplicity of many import operations.

The study highlights the need for a clearer legal framework and better awareness among Algerian importers to improve the efficiency of international trade operations.

**Keywords:** Freight Forwarders, maritime transport, imports, logistics

## Résumé

En Algérie, le transport maritime joue un rôle central dans le commerce extérieur, en particulier dans les opérations d'importation. Bien que les transitaires (Freight Forwarders) soient des acteurs clés de la logistique mondiale, leur rôle en Algérie reste marginal et mal défini.

Cette recherche vise à évaluer l'impact des Freight Forwarders sur le processus d'importation dans le secteur maritime algérien. L'étude a été menée selon une approche qualitative basée sur des entretiens semi-directifs au sein de Savino Del Bene Algérie, ainsi qu'une analyse comparative des opérations d'importation avec et sans Freight Forwarder.

Les résultats montrent que les Freight Forwarders apportent une valeur ajoutée aux importateurs en prenant en charge le dédouanement, la conformité documentaire et la coordination logistique. Toutefois, leur rôle reste limité en raison de contraintes réglementaires, de l'absence de statut juridique, et de la simplicité de nombreuses opérations d'importation.

L'étude met en évidence la nécessité d'un cadre juridique plus clair et d'une meilleure sensibilisation des importateurs algériens afin d'améliorer l'efficacité des opérations commerciales internationales.

**Mots-clés** : Freight Forwarders, transport maritime, importations, logistique

## ملخص

في الجزائر، يلعب النقل البحري دورا مركزيا في التجارة الخارجية، ولا سيما في عمليات الاستيراد. على الرغم من أن وكلاء الشحن (Freight Forwarders) هم لاعبون رئيسيون في الخدمات اللوجستية العالمية، إلا أن دورهم في الجزائر لا يزال هامشيا وغير محدد بشكل جيد.

يهدف هذا البحث إلى تقييم أثر وكلاء الشحن على عملية الاستيراد في القطاع البحري الجزائري. أجريت الدراسة باستخدام نهج نوعي يعتمد على مقابلات شبه منظمة في سافينو ديل بيني الجزائر (Savino Del Bene Algeria)، بالإضافة إلى تحليل مقارنة لعمليات الاستيراد مع وبدون وكيل شحن.

تظهر النتائج أن وكلاء الشحن يضيفون قيمة للمستوردين من خلال الاهتمام بالتخليص الجمركي والامتثال المستندي والتنسيق اللوجستي. ومع ذلك، لا يزال دورها محدودا بسبب القيود التنظيمية، وانعدام الوضع القانوني، وبساطة العديد من عمليات الاستيراد.

وتسلط الدراسة الضوء على الحاجة إلى إطار قانوني أوضح ووعي أفضل بين المستوردين الجزائريين من أجل تحسين كفاءة عمليات التجارة الدولية.

**الكلمات المفتاحية:** وكلاء البضائع، النقل البحري، الواردات، الخدمات اللوجستية

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## List of Abbreviations

<b>Abbreviation</b>	<b>Significance</b>
<b>3PL</b>	Third-Party Logistics
<b>AfCFTA</b>	African Continental Free Trade Area
<b>ALCES</b>	ALgerian Customs Electronic System
<b>B2B</b>	Business to Business
<b>B2C</b>	Business to Consumer
<b>B/L</b>	Bill of Lading
<b>CEO</b>	Chief Executive Officer
<b>CFR</b>	Cost and Freight
<b>CIF</b>	Cost, Insurance and Freight
<b>CO</b>	Certificate of Origin
<b>CPT</b>	Carriage Paid To
<b>EPAL</b>	Entreprise Portuaire d'Alger
<b>EXW</b>	Ex Works
<b>FAS</b>	Free Alongside Ship
<b>FCL</b>	Full Container Load
<b>FIATA</b>	International Federation of Freight Forwarders Associations
<b>FOB</b>	Free On Board
<b>GDP</b>	Gross Domestic Product
<b>GPS</b>	Global Positioning System
<b>GTM</b>	Groupe des Travaux Maritimes
<b>HBL</b>	House Bill of Lading
<b>IEC</b>	Importer Exporter Code
<b>INTTRA</b>	International Transport Tracking Application
<b>ISO</b>	International Organization for Standardization
<b>IT</b>	Information Technology
<b>LCL</b>	Less than Container Load
<b>LGP</b>	Liquefied Petroleum Gas
<b>LNG</b>	Liquefied Natural Gas

<b>MBL</b>	Master Bill of Lading
<b>POD</b>	Port of Discharge
<b>POL</b>	Port of Loading
<b>R&amp;D</b>	Research and Development
<b>SARL</b>	Société à Responsabilité Limitée
<b>SDB</b>	Savino Del Bene
<b>SOLAS</b>	Safety of Life at Sea
<b>SWOT</b>	Strengths, Weaknesses, Opportunities, Threats
<b>TEU</b>	Twenty-foot Equivalent Unit

## Summary

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# **General Introduction**

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In today's globalized economy, international trade relies heavily on maritime transport, which remains the most efficient and cost-effective mode of moving goods across long distances. Maritime trade involves the transportation of cargo by sea and is widely recognized as the backbone of global commerce. This vital sector encompasses a complex network of stakeholders, each playing a critical role in ensuring the smooth flow of goods across borders. Among these actors are maritime companies, port authorities, customs offices, and notably, freight forwarders.

Freight forwarders are key facilitators in the logistics chain. They provide a wide range of services aimed at organizing, managing, and coordinating shipments internationally. By handling tasks such as document compliance, customs procedures, warehousing, and multimodal transport, they contribute significantly to the efficiency of maritime operations. Globally, freight forwarders are recognized as essential players in both import and export activities due to the value they bring in terms of coordination, cost-effectiveness, and regulatory compliance.

However, the situation in Algeria presents a different picture. Despite the widespread reliance on freight forwarders in international trade, their role in Algeria's maritime import operations remains underappreciated and underutilized. Their contribution is not always visible, and their involvement appears limited compared to international standards. This observation raises two crucial questions: Why is the presence of freight forwarders in Algeria's maritime sector still relatively modest? What impact do they truly have on the import process?

These questions remain unanswered, which encouraged us to explore the topic of freight forwarders in the Algerian context. This choice was also motivated by personal interest in maritime transport and logistics.

Given that Algeria is primarily an importing country, this study will focus specifically on the import operations within its maritime transport sector. To provide a more concrete and practical understanding of the topic, the research will be based on a case study of **Savino Del Bene Algeria**, one of the oldest and most prominent freight forwarding companies operating in the country. This company offers a suitable framework to explore the functions and influence of freight forwarders within the Algerian maritime context. The choice of Savino Del Bene is primarily due to its strong reputation as a well-known freight forwarder in Algeria and internationally, with a global presence that reinforces its relevance to this study.

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From this perspective, the main research question arises:

*What is the impact of freight forwarders on the efficiency and coordination of import operations in Algeria's maritime transport sector?*

To address this overarching question, the following sub-questions have been formulated:

1. What is the role of Savino Del Bene Algeria in import operations for its clients?
2. How do partnerships and collaborations between freight forwarders, maritime companies, and other stakeholders affect Algeria's maritime import operations?
3. In what ways do freight forwarders contribute to enhancing efficiency and coordination in Algeria's import processes?

Based on these research questions, the following hypotheses have been developed:

1. **H1:** Savino Del Bene Algeria facilitates import operations for its clients by ensuring documentation compliance, managing customs clearance, and coordinating multimodal transport.
2. **H2:** Partnerships and collaborations between freight forwarders and other key stakeholders positively influence the efficiency of Algeria's import operations.
3. **H3:** Freight forwarders contribute to cost savings, time efficiency, and smoother documentation processes in Algeria's maritime imports.

To explore these questions and test the hypotheses, this research adopts a qualitative approach based on one-on-one interviews with four key actors. These include: the director of Savino Del Bene Algeria, to gain a clearer understanding of the company's services and the freight forwarding market in Algeria; a representative from a maritime company, to explore the nature of the relationship between freight forwarders and shipping lines; one of Savino Del Bene Algeria's clients, to identify the real added value of freight forwarders in maritime operations. Finally, a customs broker, to examine the relationship between freight forwarders and customs agents, and how this relationship impacts customs procedures.

In addition to these interviews, a comparative analysis of the import process with and without a freight forwarder was conducted. Since the research was carried out within a freight forwarding company, we had direct access only to the data related to processes involving a

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Freight Forwarder. Consequently, the process without a Freight Forwarder was reconstructed using theoretical frameworks and information gathered from the interviews.

This research is structured into three main chapters:

- 1. Chapter One** provides a comprehensive overview of the import process in Algeria's maritime transport sector. It begins with a global perspective on maritime trade, then narrows the focus to Africa and specifically to Algeria, highlighting its maritime infrastructure, practices, and challenges. The chapter concludes with a detailed discussion of the maritime import process in the Algerian context.
- 2. Chapter Two** focuses on Freight Forwarders and their role in maritime trade. It starts with a general overview of Freight Forwarding, followed by an exploration of their functions and responsibilities, and ends with an analysis of their contribution to regulatory compliance in maritime imports.
- 3. Chapter Three** is dedicated to the case study of **Savino Del Bene Algeria**. This chapter analyzes the company's practices and evaluates the real impact of Freight Forwarders on import operations within Algeria's maritime sector. It concludes with findings and recommendations that aim to clarify their role and suggest improvements for greater efficiency and coordination.

Through this study, we aim to offer insights into how Freight Forwarders, though often overlooked in Algeria, can be pivotal in optimizing the country's maritime import operations.

**Chapter 01:**  
**Import Process of Algeria's Maritime Transport**  
**Sector**

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## **Introduction to the Chapter:**

As Algeria heavily depends on imports and maritime trade, it is essential to define their role in the country's maritime transport sector. This chapter aims to shed light on the import process and maritime practices within the Algerian context.

First, we will begin by giving a general overview of maritime trade, its primary checkpoints, major disruptions that have affected global maritime trade and potential prospects for its future evolution. In addition, giving an overview of Africa's maritime trade.

Then, we will explore the maritime transport sector in Algeria, beginning with a general definition of maritime transport, followed by its various types, main actors, and auxiliaries. We will then focus on the specific characteristics of Algeria's maritime transport sector, including its infrastructure and the use of Incoterms.

Finally, we will define the concept of import and identify the actors involved in import operations in Algeria. This will be followed by an overview of Algeria's foreign trade. We will also present the key stages of the import process, including the administrative and logistical procedures required.

## **Section 1: Maritime Trade**

To gain a deeper understanding of the real role of freight forwarders, it is essential to begin with an overview of maritime trade, its characteristics, and the reasons why the intervention of freight forwarders becomes indispensable in such system.

### **1. Definition of maritime trade:**

Maritime trade is the lifeblood of the global economy, representing the backbone of international commerce by sea. It encompasses the movement of goods and commodities across oceans, connecting distant nations, fostering economic growth, and supporting countless industries worldwide.<sup>1</sup>

### **2. Overview of Maritime trade worldwide:**

Maritime trade represents approximately 80% of global by volume and over 70% by value which making it vital element for the world economy.<sup>2</sup> This kind of operation require an

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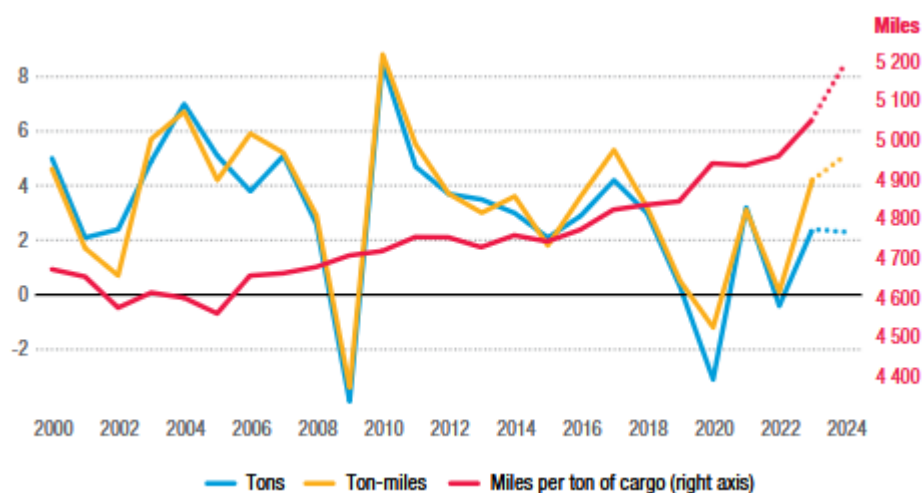
<sup>1</sup> <https://sinay.ai/en/maritime-glossary/maritime-trade/>, (consulted on 4/6/2025 at 20:29)

<sup>2</sup> <https://sinay.ai/en/maritime-glossary/maritime-trade/>, op.cit (consulted on 4/8/2025 at 18:42)

excellent coordination between the different actors such as maritime companies, freight forwarders, ports authorities, customs agencies... within strict timeframes, legal frameworks and physical infrastructures (ports, terminals, ships...).

Maritime or seaborne trade gets a boost in 2023 and 2024 as showed in the figure below.

**Figure N°1.1: Seaborne trade evolution**



**Source:** UNCTAD calculations, “2024 Review of maritime transport”, chapter 1, “International maritime trade”

Total ton-miles reached 62,037 billion in 2023, representing a 4.2 per cent increase over 2022. Growth was driven by longer-haul voyages across all segments, prompted by disruptions due to the war in Ukraine, the disruptions in the Red Sea and reduced water levels in the Panama Canal, which led to longer ship journeys and distances. Average distances travelled per ton of cargo have been increasing since 2005, with the average voyage estimated at 4,675 miles in 2000 and 5,186 miles in 2024. This trend began even before recent disruptions.

### 2.1. Primary maritime checkpoints:

Maritime chokepoints are strategic, narrow passages that connect two larger areas and serve as critical waterways facilitating international trade. These locations are typically straits or canals where high volumes of traffic converge, creating vulnerabilities due to structural risks, geopolitical tensions, and piracy.<sup>1</sup>

We summarized the primary checkpoints in the table below:

<sup>1</sup> <https://shorturl.at/tW6IV>, (consulted on 4/8/2025 at 20:01)

**Table N°1.1: Primary maritime checkpoints**

<b>Maritime checkpoint</b>	<b>Description</b>
Bab al-Mandeb Strait (Red Sea)	<ul style="list-style-type: none"> <li>• Connects the Red Sea to the Gulf of Aden and the Indian Ocean</li> <li>• Share of total global seaborne trade volume (2023): 8.7%</li> </ul>
Cape of Good Hope	<ul style="list-style-type: none"> <li>• Connects the Indian Ocean with the Atlantic Ocean</li> <li>• Share of all seaborne-traded oil (2023): 8%</li> </ul>
Panama Canal	<ul style="list-style-type: none"> <li>• Connects the Atlantic Ocean with the Pacific Ocean</li> <li>• Share of global seaborne trade volume (2023): 2.16 per cent (tons)</li> </ul>
Strait of Gibraltar	<ul style="list-style-type: none"> <li>• Links the Mediterranean Sea with the Atlantic Ocean and connects major economies worldwide</li> <li>• Crucial for flow of crude oil and LNG, mainly to European markets</li> </ul>
Strait of Hormuz	<ul style="list-style-type: none"> <li>• Connects the Persian Gulf with the Gulf of Oman and the Arabian Sea</li> <li>• Share of global seaborne trade volume (2023): 11.1%</li> </ul>
Strait of Malacca	<ul style="list-style-type: none"> <li>• Connects the Indian Ocean with the South China Sea</li> <li>• Share of global seaborne trade volume (2023): 23.7%</li> </ul>
Suez Canal	<ul style="list-style-type: none"> <li>• Connects the Mediterranean Sea with the Red Sea</li> <li>• Share of global trade volume: Around 10% (tons)</li> </ul>
Turkish Straits (Bosporus and Dardanelles)	<ul style="list-style-type: none"> <li>• Connects the Black Sea with the Mediterranean Sea</li> <li>• Share of global seaborne trade volume (2023): 3.1%</li> </ul>

**Source:** Elaborated based on the document of UNCTAD, “2024 Review of maritime transport”, chapter 1, “International maritime trade”

Understanding the world's major maritime chokepoints is crucial because these narrow passages handle a significant portion of global seaborne trade. Any disruption—due to geopolitical tensions, blockages, piracy, or climate-related events—can cause major delays, rerouting, and increased shipping costs.

The figure below clearly illustrates the primary maritime chokepoints, as well as the secondary ones.

## **2.2. Maritime disruptions:**

As cited before, maritime checkpoints are what makes the international trade going. Ships movements are done through these checkpoints and any disruption could lead to an international maritime crisis.

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In recent events, the maritime trade faced difficult disruptions such as the Suez Canal Blockage, Panama Canal crisis and Red Sea crisis. Passing through them was impossible which forced ships to take different checkpoint less advantageous in terms of distance, time and cost.

### **2.2.1. Suez Canal Blockage:**

The Suez Canal is one of the busiest shipping lanes of the world if not one of the most important. By 2021 approximately fifty ships per day traveled through the canal, about 12% of total global trade at the time.

In March 2021, a large container ship called Ever Given got stuck in this canal. The ship was carrying around 20,000 containers and got caught in a sandstorm, which made the captain of the ship lose control. As a result, the ship turned sideways and got stuck across the canal, with the front and back parts hitting the canal's edges.

The blockage of the Suez Canal had a severe negative impact on the international trade between Europe, Asia and the Middle East. <sup>1</sup>

### **2.2.2. Panama Canal Crisis:**

The Panama Canal is an 82-km (51-mile) artificial waterway that connects the Pacific and Atlantic Oceans through Panama, saving ships thousands of miles and weeks of travel around the stormy, icy southern tip of South America.

Since mid-2023, the area around the canal has been experiencing severe droughts, leading to lower water levels that threaten its ability to function properly. In response, canal authorities have set restrictions on traffic especially for large vessels that require higher water levels in order to sit on water without touching the ground. In addition to higher fees to traverse the canal.<sup>2</sup>

Disruptions in the Panama Canal affect the worldwide supply chain, resulting in delayed shipments, more fuel usage, and GDP losses. The impacts of shipping disruptions in the Panama

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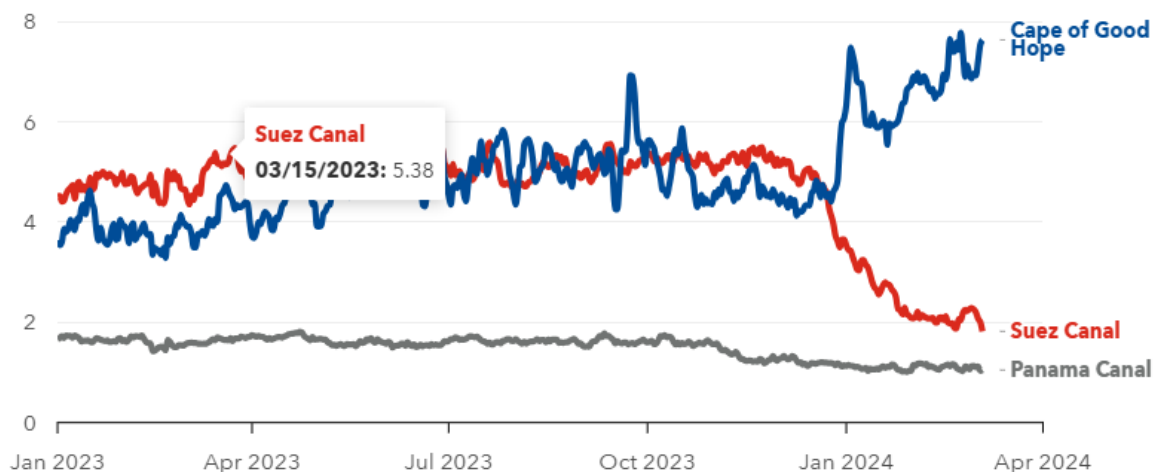
<sup>1</sup> <https://byjus.com/current-affairs/suez-canal-blockage-2021/#:~:text=In%20March%202021%2C%20the%20Suez, stuck%20in%20the%20canal%20banks.,> (consulted on 4/10/2025 at 17:57)

<sup>2</sup> <https://edition.cnn.com/2024/12/23/politics/panama-canal-history-trump/index.html#:~:text=But%20the%20area%20around%20the, Trump's%20issue%20with%20the%20canal.,> (consulted on 4/10/2025 at 18:16)

Canal are also being compounded by political events in the Red Sea, making alternative routes even harder to access.<sup>1</sup>

To better illustrate the impact of these two disruptions on global trade, the following graph shows daily trade volumes in transit from January 2023 to April 2024.

**Figure N°1.2: Daily transit trade volume after Suez Canal Blockage and Panama Canal crisis (million metric tons, 7-day moving average)**



**Source:** <https://www.imf.org/en/Blogs/Articles/2024/03/07/Red-Sea-Attacks-Disrupt-Global-Trade>, (consulted on 4/12/2025 at 12:16)

This graph indicates that the volume of trade that passed through the Suez Canal dropped by 50 percent year-over-year in the first two months of the year, and the volume of trade transiting around the Cape of Good Hope surged by an estimated 74 percent above last year's level. Meanwhile, the transit trade volume through the Panama Canal fell by almost 32 percent compared with the prior year.

### 2.2.3. Red Sea Crisis:

The red sea is a narrow stretch of water that starts in Suez, Egypt, and runs southeast for about 1,200 miles (1,930 km) until it reaches the Bab el-Mandeb Strait, which then connects to the Gulf of Aden and the Arabian Sea.<sup>2</sup>

The Red Sea Crisis started when the Houthi rebels began attacking ships near Bab el-Mandeb in response to the Israel– Hamas war. At first, the Houthis aimed their projectiles at Israeli territory, but when those attempts failed, they switched to striking Israel-linked cargo ships in

<sup>1</sup> <https://www.woodwellclimate.org/drought-panama-canal-7-graphics/>, (consulted on 4/10/2025 at 18:34)

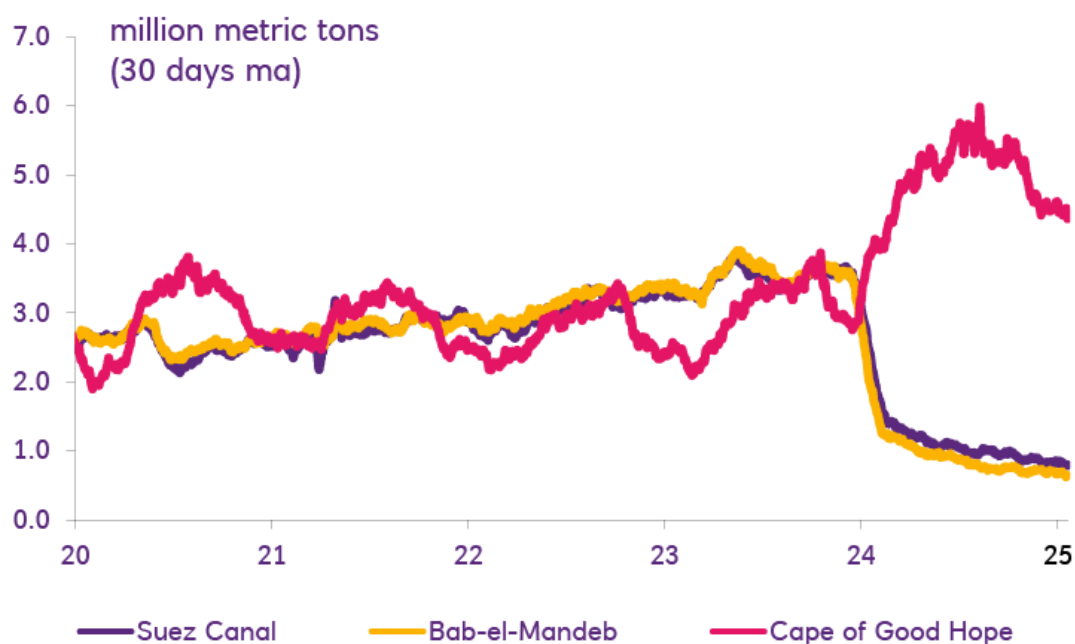
<sup>2</sup> <https://www.britannica.com/place/Red-Sea>, (consulted on 4/10/2025 at 18:57)

the Red Sea. Since then, their maritime campaign has expanded to disrupt traffic in one of the world's vital commercial waterways. The U.S. and other Western navies began escorting merchant vessels, leading to exchanges of fire with the Houthis at sea and U.S. bombing of Houthi-linked sites in Yemen.<sup>1</sup>

This turbulence in the Red Sea has made shipping costs more expensive, as now companies have to pay more for insurance and send their ships on longer routes around southern Africa "Cap de Bonne-Esperance". These longer trips — adding 10 to 14 extra days between Asia and Europe — have disrupted global supply chains.

To better illustrate the impact of this disruption on global trade, the following graph shows trade volume during the period 2022-2025.

**Figure N°1.3: Trade volume after the Red Sea Crisis**



Source: <https://shorturl.at/9rs9v>, (consulted on 4/12/2025 at 12:35)

The graph indicates that volumes going through the Bab el-Mandeb Strait are down by around 60% over the end of 2023. A similar decrease was observed in the Suez Canal during the same period while there was a significant increase around the Cape of Good Hope.

As a small conclusion, we can say that recent maritime disruptions have shown how fragile and essential maritime trade is to the global economy. Alternative routes like the Cape of Good

<sup>1</sup> <https://www.crisisgroup.org/visual-explainers/red-sea/>, (consulted on 4/10/2025 at 19:03)

Hope are longer and more expensive, leading to delays, higher fuel use, and increased transport costs. These changes have a direct impact on international trade and highlight the strong connection between smooth maritime flow and global trade.

### 2.3. Maritime trade prospects:

Maritime or seaborne trade is in continuous increase but still depends considerably on geopolitical tensions and economic uncertainties which may trigger new supply shocks in global commodity markets.

The table below illustrates the forecast for international maritime trade from 2024 to 2029.

**Table N°1.2: Forecasts for international maritime trade (Annual percentage change)**

Year	Total seaborne trade in tons
2024	2.0
2025	2.5
2026	2.5
2027	2.4
2028	2.3
2029	2.3

**Source:** Elaborated based on the document of UNCTAD, “2024 Review of maritime transport”, chapter 1, “International maritime trade”

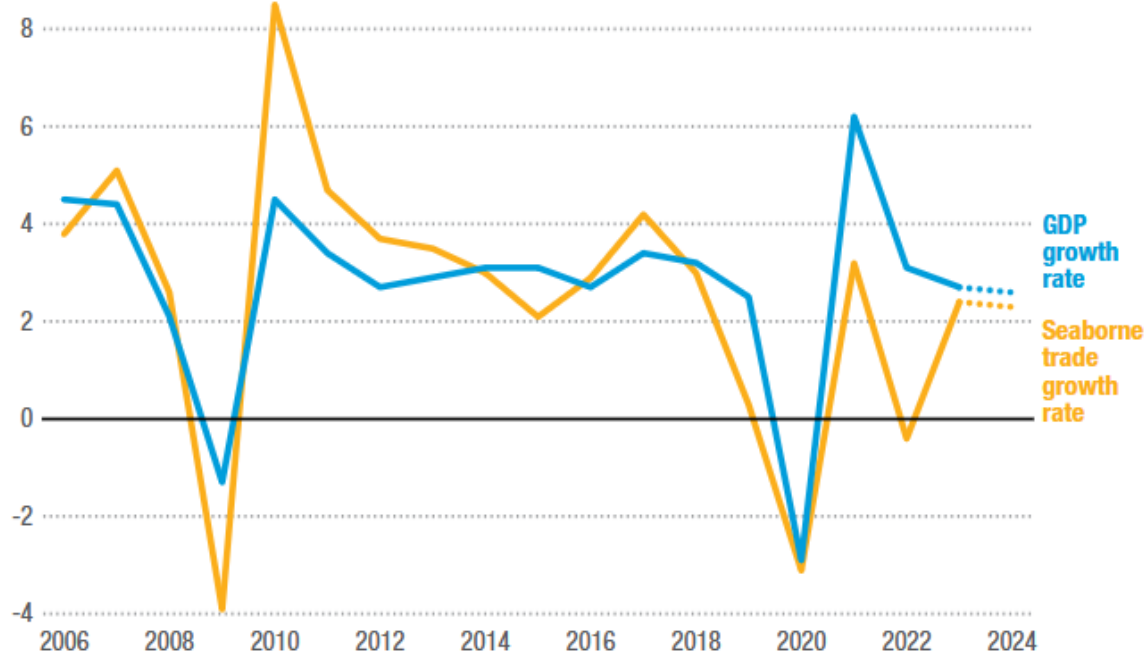
According to this forecast, maritime or seaborne trade will continue to increase in 2025 and beyond, of course, depending on the evolution of various international maritime crisis cited before and to the geopolitical and economical state.

In addition, seaborne or maritime trade is strongly influenced by global economic trends, especially GDP and merchandise trade. Since 2010, the trade-to-GDP ratio has been falling, meaning trade is growing more slowly compared to GDP. In 2023, maritime trade grew by 2.4%, while GDP rose by 2.7%, continuing a recent trend where GDP grows faster than seaborne trade.

<sup>1</sup> The graph below illustrates a comparison between maritime trade and GDP growth over the past years.

<sup>1</sup> Maritime trade shaped by trends in the world economy, with notable shifts, Chapter 1 “international maritime trade”, 2024 review of maritime transport

**Figure N°1.4: International maritime trade and GDP evolution during the period 2008-2024 (Annual percentage change)**



**Source:** “2024 Review of maritime transport”, chapter 1, “International maritime trade”

According to the graph, we can see that seaborne trade and GDP evolve in a tandem but at a diverging pace. It can be explained by inflationary pressures, which negatively affected the consumption of trade-intensive goods, as well as the COVID-19 pandemic and recent disruptions. The changing trade-to-GDP ratio is linked to a slower pace of globalization in trade in goods, in contrast with services trade. As global economic growth shifts towards the services sector, which relies less on seaborne trade, the global economy may continue to grow, but seaborne trade volumes may not keep pace. An offsetting factor could be seen in the transition to cleaner energy and the path towards sustainable development, which could drive up trade in commodities, such as the minerals used to manufacture green technologies.

Maritime trade may even decline, as production becomes more localized and supply chains are restructured to minimize emissions. This could bring about a scenario of slower trade volume growth with shifting trading patterns and reduced long-haul seaborne trade in favor of shorter, regional routes. This would impact shipping demand and fleet deployment.

The changing trade-to-GDP ratio could also be influenced by trends in trade protectionism, regionalization and the reshoring of production (the process of returning manufacturing to a company's original country). There has been an increase in trade-restrictive and industrial policy measures since 2019. Such policies emphasize domestic resilience and highlight the role

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of the State in shaping products and markets, mainly through research and development initiative

As the world deals with these challenges, safeguarding maritime lifelines becomes essential. Doing so requires international cooperation, strategic foresight and resilience-planning, to ensure that the arteries of global trade remain open, secure and efficient. Policymakers should focus on the following:

- Enhancing supply chain resilience by investing in infrastructure and technology, diversifying supply sources and reducing reliance on checkpoints by continuously monitoring alternative routes, to be prepared for any disruption.
- Implementing sustainable practices and investing in green technologies, to support environmental goals and create new trade opportunities.
- Strengthening international cooperation and trade pacts, to help mitigate geopolitical risks and ensure smoother trade flows.

### **3. Overview of maritime trade in Africa:**

Maritime trade is the main foundation of Africa's economic activity, with over 90% of the region's international trade is transported by sea.<sup>1</sup> Africa's extensive coastline, strategic position and key global routes offer a significant potential for enhancing regional and international trade. However, challenges such as underdeveloped port infrastructure and limited intra-African connectivity make it even harder to show Africa's true potential in international trade.

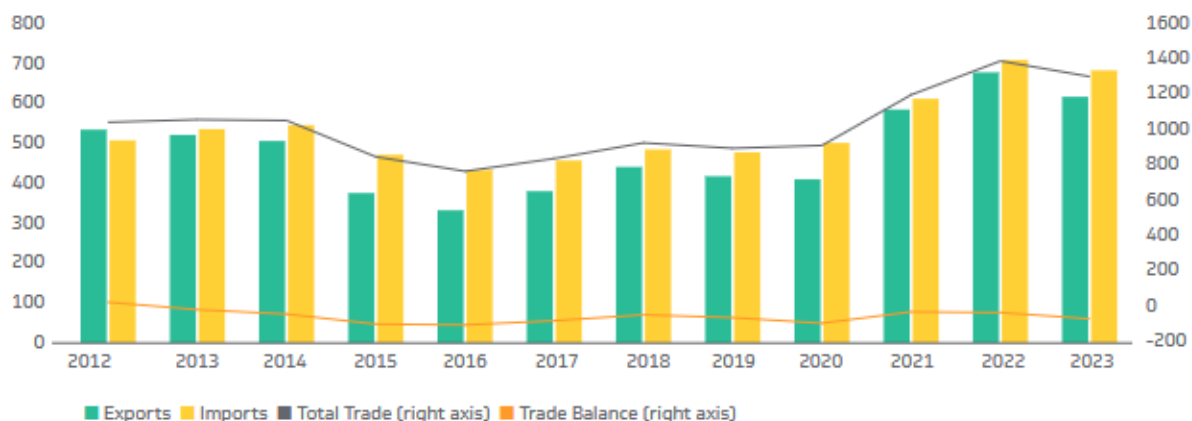
#### **3.1. Africa's trade:**

Africa's trade is in continued expansion despite various disruptions and geopolitical tensions, it's largely centered on exporting natural resources like oil and minerals with a strong dependance on importing manufactured goods. The chart below illustrates the trends in Africa's merchandise trade between 2012 and 2023.

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<sup>1</sup> <https://iscosafricashipping.org/>, (consulted on 4/16/2025 at 18:24)

**Figure N°1.5: Trends in Africa’s merchandise trade (US\$ billion), 2012–2023**

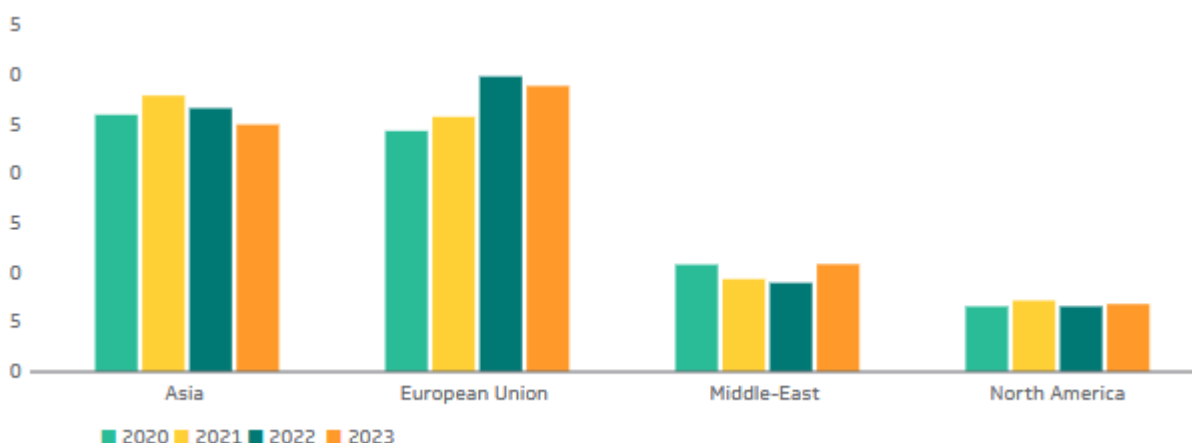


**Source:** African trade report 2024, Afreximbank

The continent’s merchandise trade achieved an impressive growth of 15.93 percent to US\$1.4 trillion in 2022, up from US\$1.2 trillion in 2021, was significantly affected, contracting by 6.3 percent to US\$1.3 trillion in 2023. This contraction is due to geopolitical tensions, weak global demand, and slow global growth. In addition, volatility in crude oil prices also affected Africa’s trade.

When it comes to the primary import sources and export destinations, Africa plays a key role in global trade and remains a strategic partner for many regions. The figures below illustrate Africa’s export destinations and import sources.

**Figure N°1.6: Africa’s export destinations by region (%)**



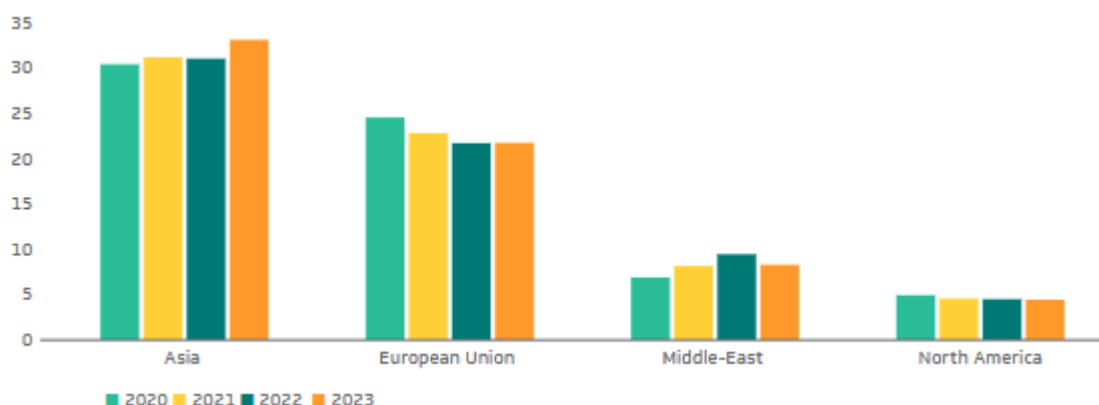
**Source:** African trade report 2024, Afreximbank

As it is shown, Africa export natural resources and minerals primary to the European Union and Asia, reflecting long-standing trade patterns shaped by global demand and historical economic ties.

North America, historically Africa's third-largest export destination, has lost its position during the last few years even though its share of the continent's exports grew by 8.03 percent in 2023. The weakening of North America's position has been driven in part by a steady decline of Africa's exports to the United States, as the rise in shale oil production put the country on a path to energy independence, dramatically cutting the need to import oil from African countries.

Since 2019, the Middle East has become Africa's third-largest export destination, with its share expanding by 10.8 percent in 2023, showcasing the strengthening trade and economic cooperation between Africa and Middle East, especially with members of the Gulf Cooperation Council.

**Figure N°1.7: Africa's import sources by region (%)**



**Source:** African trade report 2024, Afreximbank

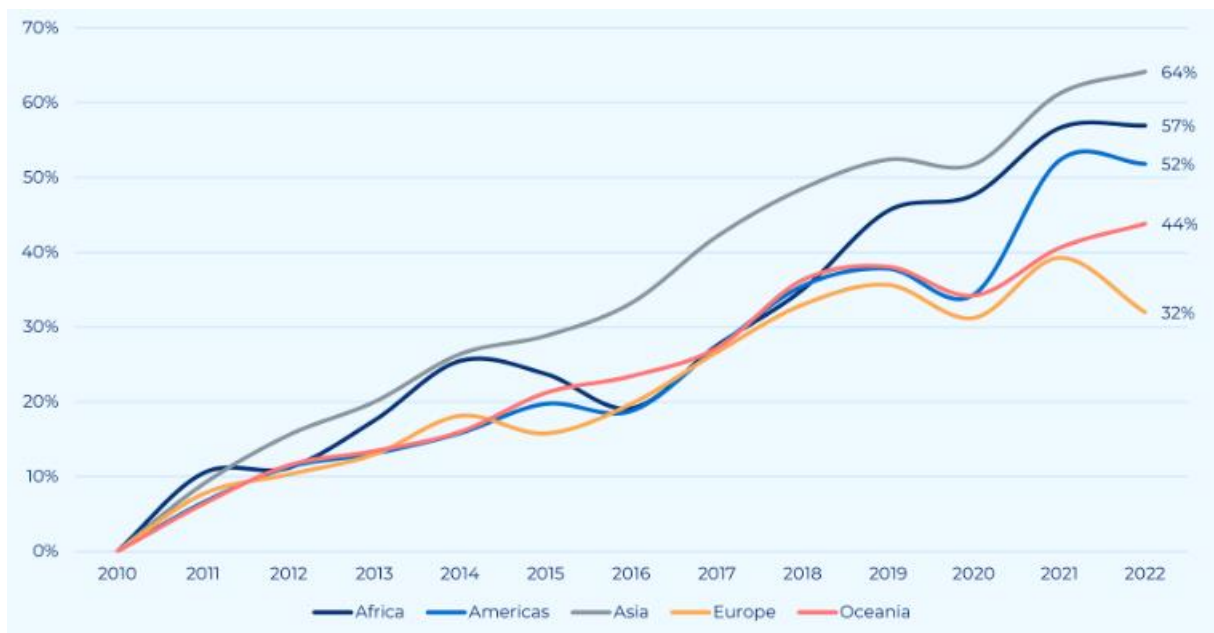
Asia and the European Union are the primary import sources for Africa. The increasing shift in Africa's sources of imports is due most notably to prolonged economic difficulties within the EU, characterized by stagnating growth and sustained decline in industrial production and manufacturing output, exacerbated by the eruption of numerous counter shocks in recent years. At the same time, strong economic growth in Asia, boosted by rapid technological advancement and expanding manufacturing output, has turned the region into an industrial powerhouse and the world's factory. Africa's imports from Asia are increasingly dominated by machinery and electrical appliances, electronics, mineral fuels and oil, vehicles, and plastic materials, with a combined share of 64.9 percent in 2023.

### 3.2. Africa's maritime trade

Africa's maritime trade is the cornerstone of its global trade and it will keep developing as a positive change is on the horizon for Africa's maritime and logistics sectors.

The chart below illustrates the growth of container traffic in major regions of the world between 2012 and 2022.

**Figure N°1.8: Growth evolution of container traffic in major regions (2012-2022)**



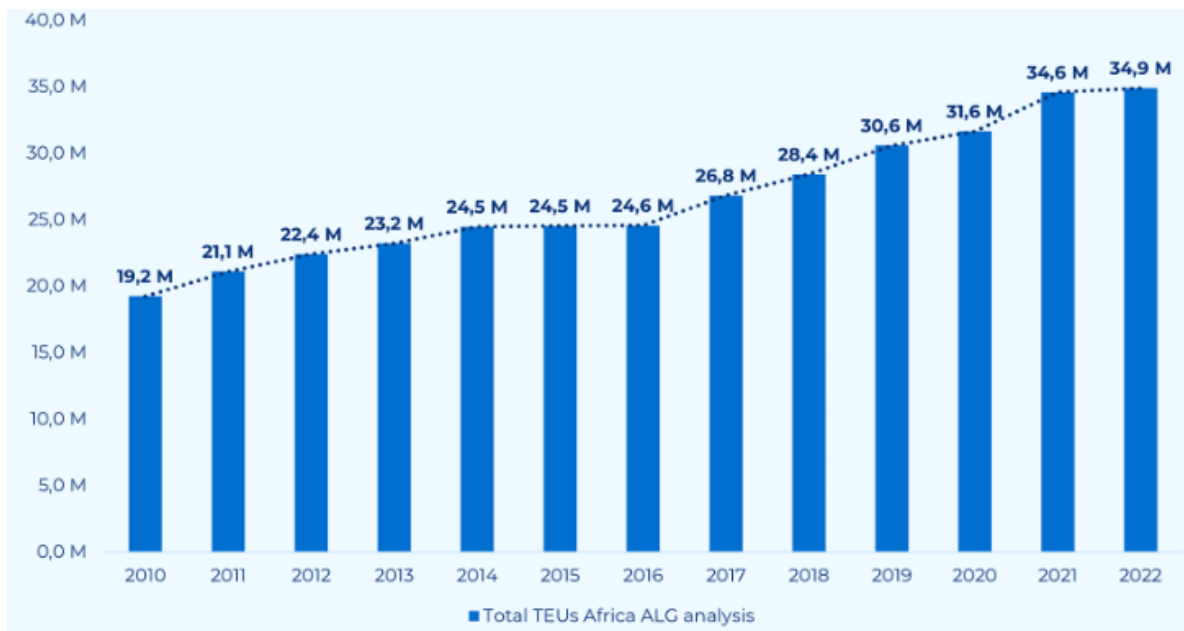
**Source:** <https://alg-global.com/blog/logistics/container-ports-and-traffic-expansion-africa>, (consulted on 4/16/2025 at 20:38)

As indicated by the data, Asia lead container traffic growth at 64%, closely followed by Africa, which experienced an increase of 57%. This growth in Africa is particularly significant, as it highlights the continent's potential in global trade.

#### 3.2.1. Container traffic in Africa:

To assess the importance and scale of import and export operations in Africa, we measure the container traffic in its ports using TEU as a measurement unit.

TEU means twenty-foot equivalent unit, so a standard of 20-foot container equal 1 unit. The chart below illustrates the volume of containers handled by 40 Africans ports.

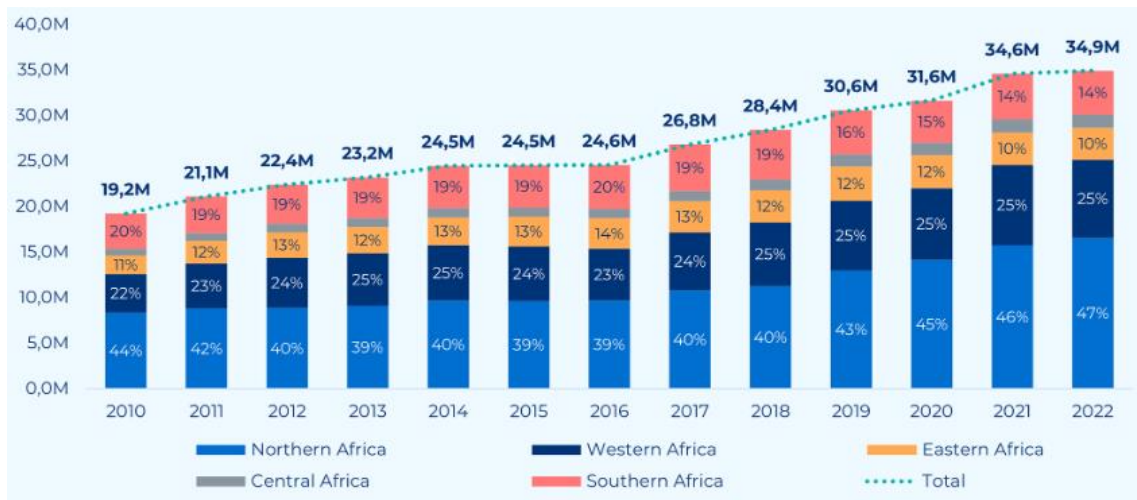
**Figure N°1.9: Africa TEU throughput**

**Source:** <https://alg-global.com/blog/logistics/container-ports-and-traffic-expansion-africa>, (consulted on 4/17/2025 at 21:11)

There has been a significant evolution from 19.2M TEUs in 2010 to 34.9M TEUs in 2022, reflecting the continent's growing role in global trade routes. This growth is driven by the contributions of each African region, playing a distinct role in traffic volume. The following map highlights African regions considered in the research.

### 3.2.2. Container traffic in Africa by region:

We will analyze container traffic in Africa by region to assess the performance of each area and explore potential opportunities for development. The chart below illustrates how each region contributes to the continent's total TEU throughput, revealing the distribution of trade traffic across the continent.

**Figure N°1.10: Africa's regions' trade distribution**

**Source:** <https://alg-global.com/blog/logistics/container-ports-and-traffic-expansion-africa>, (consulted on 4/18/2025 at 18:43)

The growth of total container traffic in Africa between 2010 and 2022 has grown year over year, but unevenly across different regions of the continent.

The main ports with the highest port traffic are Tanger-Med in Morocco and Port Said in Egypt. We can say then that Northern Africa is considered as the most significant hub for container traffic in all Africa.

Both ports stand out not only for their capacity, but also for their location along critical routes such as the Mediterranean and the Suez Canal, making them key nodes for transshipment traffic. Tanger-Med serves as the link for trade between Europe and West Africa, while Port Said, located at the northern entrance of the Suez Canal, facilitates trade between Asia and Europe.

### 3.3. Africa's maritime trade prospects:

Positive change is on the horizon for Africa's maritime and logistics sectors – thanks to an alliance that encompasses the lion's share of the region's countries.

The world's largest free trade agreement, the African Continental Free Trade Area (AfCFTA), is opening the way for robust economic growth. It brings together the 55 countries of the African Union and eight Regional Economic Communities. Its mandate: to create a single continental market with a population of about 1.3 billion people and a combined GDP of approximately US\$ 3.4 trillion.

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According to the report “Africa’s ports: Fast-Tracking Transformation” published last in October 2020 by the Africa CEO Forum and Okan, investment in African ports reportedly reached more than US\$50 billion in 2019. Yet just three countries – Egypt, Morocco and South Africa – handle 51% of goods transported by sea in Africa. The others, including large economies such as Nigeria, suffer from a crippling lack of capacity to increase both bulk and containerized cargo handling.

The percentage of goods transported could increase if port infrastructure across different African regions is developed to accommodate larger vessels and more containers. This would boost both intra-African and international trade.

In addition, Africa’s maritime trade is limited by the continent’s low fleet ownership. This means that Africa would have to seek the help of foreign-owned vessels in implementing AfCFTA until such time that African-built, -crewed and -owned vessels finally carry African-made products all over the continent and the world.<sup>1</sup>

## **Section 2: Maritime transport in Algeria**

Maritime transport plays a crucial role in Algeria's trade, as the majority of the country's import and export operations depend on sea routes. With its strategic location along the Mediterranean coast, Algeria relies on its ports to facilitate international trade, ensuring the smooth movement of goods such as raw materials, consumer products, and industrial equipment.

This section defines maritime transport sector in general and its actors, provides an overview of Algeria’s maritime transport sector. It also examines the challenges faced, such as port congestion, logistical inefficiencies, and regulatory constraints, as well as ongoing efforts to modernize and enhance maritime transport operations.

### **1. Definition of maritime transport:**

Maritime transport is the mode that carries the majority of goods by sea. The goods transported are usually bulk and raw materials. They are put into containers (20 or 40 feet) to minimize breakbulk as only the container is moved, not only the goods. Container-ships usually carry containers. Maritime transport includes long-ocean shipping, called voyage, sea shipping and shorter distances as well. Distances can be covered either in one leg or in many.<sup>2</sup> However,

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<sup>1</sup> <https://shorturl.at/8bAok>, (consulted on 4/18/2025 at 19:16)

<sup>2</sup> Piroud, Aude, « L'anglais du transport et de la logistique », *Studyrama*, 2023

maritime transport is more used for long distance shipment due to its high load capacity, low cost, and reliability in bad weather.<sup>1</sup>

### 1.1. Types of maritime transport:

Evidently, maritime logistics is very versatile; there are numerous types of maritime transport, each one differentiated by the type of cargo and the type of expedition. These are some of the most common types:

#### 1.1.1. Based on cargo type:

We can organize sea freight according to the types of ships used and the types of loads transported. In this case, we have the following 5 categories:

**Table N°1.3: Type of ships according to cargo type**

Type of ships	Cargo type
Tankers	This type of tanker is used to transport often dangerous goods, such as oil and its derivatives, gas, chemicals, and other liquid products. The cargo is transferred to ships by the port's pumping system and unloaded by the ship's pumping system. There are two main types of tankers used in maritime transport. Tankers carrying liquefied petroleum gas (LPG) and tankers carrying liquefied natural gas (LNG).
Container Ships	Containers are the main tools used in maritime freight transport. They are large boxes manufactured according to international standards for the transport of various goods, which, according to ISO standards, have two main sizes: 20 feet and 40 feet. These two types of containers are used in 85% of all maritime transport.
Ro-Ro vessels	In Ro-Ro transport ships act as a link between the various stages of road freight transport. Ro-Ro vessels are large ships that carry trucks full of goods. It is a preferred type of maritime transport for door-to-door or warehouse-to-warehouse operations.
Bulk Carriers	Transport bulk cargoes such as ore, grain, coal, cement, salt, and sugar. The nature of these loads requires the use of intermediate

<sup>1</sup> IFA, *ifa-forwarding.net*, « Types of Cargo Shipped by Sea Freight Transport »

	gates during loading and unloading. These intermediate gates aim to minimize loading and unloading costs.
Combined transport	A type of transport in which ships are intended to transport hydrocarbons or dry goods. Minerals, oil tankers, and grain are included in this type of transport.

**Source :** <https://www.sandratransport.com/les-differents-types-de-transports-de-fret-maritime/>, (consulted on 3/8/2025 à 23 :17)

This list represents a small sample of the wide variety of cargo vessels types that exist today. Other examples are those specializing in the transport of oil or livestock.

### 1.1.2. Based on the type of expedition:

Maritime transport can also be classified according to the nature and frequency of the shipment. While some goods require regular and scheduled transportation, others are shipped occasionally based on demand.

**Table N°1.4: Type of transport according to the nature or frequency of shipment**

Type of transport	Nature/frequency of shipment
Tramping	It is an on-demand charter system where the ships are not operated on a regular line but rather leave when they are full. Tramping is often used in the transportation of raw materials such as iron, crude oil, wood, coal, etc., all kinds of bulky goods that easily fill the ship and be transported at once. Ships travel to ports where raw materials are abundant, waiting to be filled. In this type of service, the costs are irregular because the organization of shipments is centered on the load.
Linear transportation	Unlike tramping, linear transport is used to provide a regular, punctual and highly controlled service. The ships follow fixed and predetermined routes, sail at regular intervals between predetermined ports, and follow a clear schedule. Shipments are made regardless of whether the ships are filled or not. Ro-ro traffic and container shipments are part of this type of shipment.

**Source :** <https://www.esalco.com/fr/differents-types-de-transport-maritime/>, (consulted on 3/8/2025 à 23 :22)

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## **1.2. Maritime transport actors:**

To carry out a maritime transport operation successfully, it is necessary to involve specific actors and auxiliaries who are seen as lever for the operation's performance and success. Maritime transport actors are the parties directly involved in shipping goods by sea. They participate in the organization and execution of the transport.

### **1.2.1. Maritime company or shipowner:**

The maritime company or shipowner is the one who equips the ship, and therefore ensures that it is in working order to take the goods on board at the port of loading (POL), and that they are unloaded safe and sound at the port of discharge (POD). He is therefore responsible for the maintenance of the vessel, the embarkation of a competent crew who are partially or totally under his managerial responsibility, and the fluids and equipment to be provided on board so that the vessel can work and sail normally. <sup>1</sup>

### **1.2.2. The charterer:**

The charterer is the person who concludes a charter contract in order to reserve the use of a vessel or its capacities in whole or in part to the customer's disposal.<sup>2</sup>

### **1.2.3. Shipper:**

The shipper is a customer of the maritime company. He holds freight to be transported. The shipper may be the owner of the goods or no, his role consists in:<sup>3</sup>

- Prepare the goods to be sent
- Prospect a vessel
- Brings goods to the POL

## **1.3. Maritime transport auxiliaries:**

Maritime transport auxiliaries are intermediaries with related functions and complementary roles. Their purpose is to coordinate the various transport operations on behalf of shippers.

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<sup>1</sup> Venturelli, Nadine • Pons, Hugo, Le transport maritime, Le Génie Editeur, 2018

<sup>2</sup> Venturelli, Nadine • Pons, Hugo, Le transport maritime, op.cit.

<sup>3</sup> Venturelli, Nadine • Pons, Hugo, Le transport maritime, op.cit.

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### 1.3.1. Ship consignee:

The ship consignee is the legal representative of the shipowner during the time the ship is in port. Regulations require shipowners to have a designated ship's agent. The ship's captain contacts the port authorities via his consignee agent.<sup>1</sup>

The ship consignee is responsible for the entire organization of ship calls in ports and the transport of their good:

- Upon departure of the ship, he takes charge of the goods and takes care of issuing the maritime orders.
- Upon arrival, he is responsible for delivering the cargo to the customer.
- During the stopover, he provides for the needs of the crew and the ship.
- It manages all procedures related to goods such as the recovery of product transport documents, shipping documents, customs declaration, distribution of stopover costs.
- It also ensures the management of multimodal transport supports (containers, roll-on/roll-off trailers, road trailers, etc.).

### 1.3.2. Shipping agent:

The shipping agent has the same duties as a ship consignee, except that he also handles the commercial management of the vessels, which consists in finding customers who are willing to transport their goods on the vessel.

### 1.3.3. Ship broker:

Shipping brokers are specialist intermediaries between shipowners and charterers who use ships to transport cargo, or between buyers and sellers of ships.

Shipping brokers freely choose carriers or other intermediate professionals and deal with them in his own name.<sup>2</sup>

### 1.3.4. Freight Forwarder:

The freight Forwarder (or forwarding agent) organizes shipments for individuals or companies only as an agent and not as a carrier. He is a third-party logistics provider (3PL). International freight forwarder arranges cargo movement from origin to destination and is in charge of all the documentation necessary for shipment (commercial invoice, shipper's export declaration, bill

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<sup>1</sup> [https://afagegroup.com/types-transport-maritime/consignataire-maritime/#Comment\\_trouver\\_un\\_consignataire\\_de\\_navire](https://afagegroup.com/types-transport-maritime/consignataire-maritime/#Comment_trouver_un_consignataire_de_navire), (consulted on 3/10/2025 at 23:14)

<sup>2</sup> Piroud, Aude, « L'anglais du transport et de la logistique », Op.cit.

of lading and any document required by the carrier or country of export, import, or trans-shipment).<sup>1</sup>

### 1.3.5. Customs broker:

The customs broker's job is to facilitate the import and export of goods by ensuring compliance with customs regulations. This includes preparing the necessary administrative documents for importers and exporters. The customs broker declares goods on behalf of clients and ensures that all required customs documents are in order, including details on the purpose of transport, origin, content, weight, and any specific mentions. When the goods are ready for clearance, the broker submits the complete file to customs and oversees the process to ensure it proceeds smoothly.<sup>2</sup>

## 2. Algeria's maritime transport sector:

Maritime transport plays a vital role in Algeria, as most of the country's international trade relies on sea routes. To strengthen this sector, the Algerian government is actively improving infrastructure and expanding development efforts.

### 2.1. Infrastructures of Algeria's maritime transport sector:

The infrastructure of maritime transport sector includes national ports and the companies managing and operating them.

#### 2.1.1. Algerian ports companies:

Each port is managed and operated by a national company. These companies operate under the umbrella of **Serport Group**, the national holding company that supervises all public ports in Algeria. We summarized them in the table below:

**Table N°1.5: Algerian ports companies**

<b>Port company</b>	<b>Main activity</b>	<b>Creation date</b>
Entreprise Portuaire d'Alger	Commercial, Container & General Cargo	2006 (reform)
Entreprise Portuaire de Bejaia	Mixed: Commercial & Oil Terminal	1982
Entreprise Portuaire d'Annaba	Commercial, Bulk Cargo	1988
Entreprise Portuaire d'Oran	Commercial, Containers & General Cargo	1982
Entreprise Portuaire de Skikda	Oil & Gas Export Hub	1982
Entreprise Portuaire d'Arzew	Hydrocarbon Export Terminal	1982
Entreprise Portuaire de Ténès	General Cargo & Agriculture Products	1982

<sup>1</sup> Piroud, Aude, « L'anglais du transport et de la logistique », Op.cit.

<sup>2</sup> Piroud, Aude, « L'anglais du transport et de la logistique », Op.cit.

Entreprise Djendjen	Portuaire de	Deep-Water Port, Container Terminal	1982
Entreprise Ghazaouet	Portuaire de	Trade & Fishing Port	1982
Entreprise Mostaganem	Portuaire de	Commercial & Passenger Port	1982

**Source:** Established by ourselves via the website [https://gicep-dz.com/#entreprise\\_portuaires](https://gicep-dz.com/#entreprise_portuaires) (consulted on 3/19/2025 at 15:07)

Most of these companies were created in 1982 as part of a national restructuring of port management in Algeria. The Entreprise Portuaire d'Alger (EPAL) was reformed in 2006 from the previous management structure.

In addition to these companies, the Algerian government announced the creation of the "Groupe de Travaux Maritimes" (GTM), to develop the country's maritime infrastructures and carry out planned projects. The Minister of Public Works and Infrastructures underlined the importance for Algeria of having a Group specialized in the construction of maritime installations, assuring that the new Group will reinforce the capacities of the national construction tool, and contribute to the development of competitive capacities in front of world groups, which will enable GTM to benefit from major structuring projects.<sup>1</sup>

In order to develop and optimize port efficiency, Serport Group is planning several initiatives, including better scheduling of ship arrivals and the introduction of new equipment in 2025, aimed at optimizing cargo handling and reducing ship dwell times. The group is also working on the expansion of rail connectivity to alleviate port congestion by reducing dependence on trucks, which remain in short supply. Additionally, clearance zones are being created within port infrastructures to facilitate the evacuation of goods that have exceeded their statutory storage period. This project will initially focus on the ports of Algiers, Skikda, and Béjaïa.

As part of the infrastructure modernization program, a budget of 14 billion dinars has been allocated for the rehabilitation of quays at the ports of Algiers, Annaba, Ghazaouet, and Ténès. Simultaneously, 29 billion dinars will be invested in acquiring new equipment, including gantry cranes, cranes, forklift trucks, and cargo control scanners.<sup>2</sup>

<sup>1</sup> ALGERIE ECO, article « Création du Groupe des travaux maritimes (GTM) », published on 9/4/2024)

<sup>2</sup> Article : « Ports : plusieurs mesures pour le passage au travail en continu avant fin février », aps.dz, published on 2/25/2025 (consulted on 3/18/2025 at 21:57)

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### 2.1.2. Algerian ports:

The vast majority of Algeria's foreign trade is carried out by sea via the eleven commercial ports located in Algiers, Oran, Annaba, Ghazaouet, Djen-Djen, Mostaganem, Ténès and Dellys, with the exception of the 3 remaining gas and oil terminals (Arzew, Skikda and Bejaia). In addition to the port of El Kala which is sometimes classified as a fishing port but may have some commercial activities.

Port traffic has increased in the first half of 2024 comparing to last year. In fact, Algeria's main ports, saw a significant increase in activity. The total volume of goods handled reached 64 million tonnes, up 3% on the first half of 2023. For instance, the ports of Ténès, Ghazaouet, Annaba, Mostaganem and Algiers stood out for their particularly strong growth. In non-hydrocarbon goods, 33 million tons were handled, representing an 8% increase on the previous year. Plus, container volumes also grew strongly, with 860,000 units handled, up 23% on the first half of 2023.<sup>1</sup>

The major and largest ports in Algeria are the ones situated in: Algiers, Skikda, Arzew, Oran and Bejaia. We have included a brief description of each port's characteristics below.<sup>2</sup>

#### 2.1.2.1. Port of Algiers:

The port of Alger is one of the largest deep-water seaports in Algeria. Its water channel is 22.9m deep, and the cargo pier is 7.6m long. The Port of Algiers is managed and operated by Enterprise Portuaire d'ALGER (EPAL) and coordinated by the National Corporation of Maritime Transportation and the Algerian Navigation Company. It opened to traffic in 1998. The Main Storage Terminal has an expanse of 282 thousand square metres and can store 120,000 MT of goods. Other major facilities of Port of Alger are Potting and Stripping centre of 4800 square metres, a maintenance workshop of 2000 square metres and a machine park of 1000 square metres.

#### 2.1.2.2. Port of Skikda:

The Port of Skikda is one of Algeria's most important oil-exporting ports. Oil from Hasi Messaoud oil fields is carried to the port and exported throughout the world. This port serves as a pivotal point for Eastern and Southern Algeria and manages exports and imports in the nearby Safsaf Valley.

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<sup>1</sup> <https://lechiffredaffaires.dz/ports-64-millions-de-tonnes-de-marchandises-traitees-au-premier-semester-2024-en-hausse-de-3/> , (consulted on 3/13/2025 at 14:44)

<sup>2</sup> Marine Insight, <https://www.marineinsight.com/ports/5-major-ports-of-algeria/> (consulted on 3/13/2025 at 13:24)

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In addition to energy Products, the port handles the export and import of metallurgical products, cereal imports, large equipment, packaged miscellaneous goods, etc.

Enterprise Portuaire d'SKIKDA manages the port, and it was formally opened for traffic in 1982. The new port was constructed in 2014 and has been handling international oil exports since then. However, the development of infrastructure for oil pipelines and refineries has been ongoing since the 1970s.

#### **2.1.2.3. Port of Arzew:**

SERPORT owns and operates the ports of Arzew El-Djedid and Bethioua. These ports are major sources of hydrocarbon exports from Algeria. The Arzew Port Company was founded in 1982, went public in 1989, and has been solely owned by the Algerian State since then. The port has a channel depth of 10.4 metres, which is ideal for oil tankers and large container ships. In addition, the oil terminal is 10.4 metres deep, while the cargo pier has a depth of 7.6 metres. The port has ship repair and maintenance facilities, and major town centres are connected through a dense network of railroads

#### **2.1.2.4. Port of Oran:**

It is situated in Western Alegria and is a connecting port between Morocco and the rest of the Mediterranean basin. Oran has been a major commercial and industrial hub of the country since the 1960s. The port is operated and managed by Enterprise Portuaire d'Oran and coordinated by the Port Services Group and the Ministry of Public Works and Transport. In addition, it has a channel depth of 10 metres, a cargo pier water depth of 4.6 metres and an oil terminal of 10.6 metres depth.

The port of Oran handles a lot of general imports and cereals as it lies on the North-South Maritime highway. Its proximity to Morocco and Spain allows major imports between Europe and Africa.

#### **2.1.2.5. Port of Bejaia:**

The Port of Bejaia is a large, deep-water seaport and the most important oil port of the western Mediterranean. Through oil pipelines, the port is connected to the Hassi Messaoud oil fields in the south. The port is managed and operated by Enterprise Portuaire d'Bejaia.

It has a channel depth of 13.7 metres, making it suitable for large vessels and oil tankers. The average water depth at the cargo pier and oil terminal is 9.1 metres. Since the early 2000s, the Port of Bejaia has handled hydrocarbons and petroleum products as its major exports. In addition, it has a storage yard covering almost 18000 square metres and an open container ground covering 400,000 square metres.

Bejaia port is the only port in Algeria that has the authority to handle dangerous goods, with 6 hangers covering 140,000 square metres each.

## 2.2. Incoterms:

Incoterms is a combination of 3 words: International, Commercial and Terms. They were developed by the International Chamber of Commerce as a series of three-letter terms. These terms are used to codify the distribution of costs between the parties involved, and are designed to ensure smooth deliveries. As of 2020, there are a total of 11 Incoterms, 4 of which are intended for sea freight only shipping.

Incoterms define the obligations and responsibilities, allocation of risk and costs of each party (the buyer and the seller)

We summarized in the table below all Incoterms classified based on the type of transport: multimodal and maritime transport.

**Table N°1.6: Maritime Incoterms**

Multimodal transport	Maritime transport
<b>EXW:</b> Ex Works <b>FCA:</b> Free Carrier <b>CPT:</b> Carriage Paid To <b>CIP:</b> Carriage Insurance Paid To <b>DPU:</b> Delivered at Place Unloaded <b>DDP:</b> Delivered Duty Paid <b>DAP:</b> Delivered At Place	<b>FAS:</b> Free Alongside Ship <b>FOB:</b> Free On Board <b>CIF:</b> Cost Insurance and Freight <b>CFR:</b> Cost and Freight

**Source:** Elaborated by ourselves based on the website: <https://international-pratique.com/les-bonus-gratuits-international-pratique/incoterms-2020-synthese-schemas/> (consulted on 5/3/2025 at 22:51)

### 2.2.1. Maritime Incoterms:

Since our research focuses on the maritime transport, we have chosen to focus only on the four maritime Incoterms (FAS, FOB, CFR, CIF).

**Table N°1.7: Incoterm FAS**

FAS (Free Alongside Ship)	Seller (Supplier/Exporter)	Buyer (Client/Importer)
Goods + Packaging	X	
Mechanical and human handling (loading + stuffing)	X	
Export customs clearance formalities	X	
Pre-carriage (transport from factory to POL)	X	
THC at POL		X

Main transport (freight)		X
DTHC at POD		X
Import customs clearance formalities		X
Payment of duties customs and taxes		X
post-delivery (transport from the POD to customer site)		X
Mechanical and human handling (unloading + unloading)		X

**Source:** Elaborated by the branch director

Under the FAS (Free Alongside Ship) Incoterm, the seller, i.e. the supplier or the exporter, is responsible for delivering the goods alongside the vessel at the port of shipment.

This includes packing, export customs clearance, pre-carriage from the factory to the port of loading, and the costs associated with these stages. However, loading the goods onto the vessel and all subsequent costs and risks are the buyer’s responsibility

**Table N°1.8 : Incoterm FOB**

<b>FOB (free on board)</b>	<b>Seller</b> (Supplier/Exporter)	<b>Buyer</b> (Client/Importer)
Goods + Packaging	X	
Mechanical and human handling (loading + stuffing)	X	
Export customs clearance formalities	X	
Pre-delivery (transport from factory to POL)	X	
THC at POL	X	
Main transport (freight)		X
DTHC at POD		X
Import customs clearance formalities		X
Payment of duties customs and taxes		X
post-delivery (transport from the POD to customer site)		X
Mechanical and human handling (unloading + unloading)		X

**Source:** Elaborated by the branch director

Under the FOB (Free On Board) Incoterm, the seller, i.e. the supplier or the exporter, is responsible for the goods until they are loaded onto the vessel at the port of shipment.

This includes packing, loading, stuffing, export customs clearance, pre-carriage from the factory to the port of loading, and the costs associated with these stages. From the moment the goods are on board the ship, the responsibility lies with the buyer, i.e. the importer.

**Table N°1.9: Incoterm CFR**

<b>CFR (Cost and freight)</b>	<b>Seller</b> (Supplier/Exporter)	<b>Buyer</b> (Client/Importer)
Goods + Packaging	X	
Mechanical and human handling (loading + stuffing)	X	
Export customs clearance formalities	X	
Pre-delivery (transport from factory to POL)	X	
THC at POL	X	
<b>Main transport (freight)</b>	X	
DTHC at POD		X
Import customs clearance formalities		X
Payment of duties customs and taxes		X
post-delivery (transport from the POD to customer site)		X
Mechanical and human handling (unloading + unloading)		X

**Source:** Elaborated by the branch director

Under the CFR (Cost and Freight) Incoterm, the seller, i.e. the supplier or the exporter, is responsible for the goods until they arrive at the port of destination. This includes packing, loading, stuffing, export customs clearance, pre-carriage from the factory to the port of loading, and paying for the main transport (freight) to the port of destination. However, the risk transfers to the buyer once the goods are loaded onto the vessel.

at the port of shipment. The buyer is responsible for import customs clearance, duties, and post-delivery.

**Table N°1.10 : Incoterm CIF**

<b>CIF (Cost, insurance and freight)</b>	<b>Seller (Supplier/Exporter)</b>	<b>Buyer (Client/Importer)</b>
Goods + Packaging	X	
Mechanical and human handling (loading + stuffing)	X	
Export customs clearance formalities	X	
Pre-delivery (transport from factory to POL)	X	
THC at POL	X	
Main transport (freight)	X	
<b>Insurance (mandatory under CIF)</b>	X	
DTHC at POD		X
Import customs clearance formalities		X
Payment of duties customs and taxes		X
post-delivery (transport from the POD to customer site)		X
Mechanical and human handling (unloading + unloading)		X

**Source:** Elaborated by the branch director

Under the CIF (Cost, Insurance, and Freight) Incoterm, the seller, i.e. the supplier or the exporter, is responsible for the goods until they arrive at the port of destination. This includes packing, loading, stuffing, export customs clearance, pre-carriage from the factory to the port of loading, paying for the main transport (freight) to the port of destination, and providing insurance coverage for the goods. However, the risk transfers to the buyer once the goods are loaded onto the vessel at the port of shipment. The buyer is responsible for import customs clearance, duties, and post-delivery.

### 2.2.2. Incoterms in Algeria's maritime transport sector:

In Algeria's maritime transport sector, not all four Incoterms are used. In fact, only two are predominantly used: FOB and CFR, according to Algerian customs statistics from the 2019-2020 period. While more recent data is unavailable, our internship at Savino Del Bene Algeria will provide valuable insights into the current use of these Incoterms in the Algerian market.

**Figure N°1.11: Use of Incoterms in foreign trade 2019-2020 period**

INCOTERMS	Année 2019			Année 2020*		
	A l'export	A l'import	Total	A l'export	A l'import	Total
EXW	10	184	194			0
FCA	11	166	177			0
FOB	7 214	171 512	178 726	6 687	163 691	170 378
CFR	10 137	124 017	134 154	8 607	83 875	92 482
CIF	313	207	520	295	78	373
CPT	12	1 476	1 488			0
CIP		12	12			0
DAF	462	1 385	1 847	431	1 298	1 729
DAT	10	18	28			0
DAP	87	86	173			0
DES	282	53	335	139	57	196
DDP		64	64			0
DEQ					1	1
<b>Total</b>	<b>18 538</b>	<b>299 180</b>	<b>317 718</b>	<b>16 159</b>	<b>249 000</b>	<b>265 159</b>

**Source:** Algerian customs: foreign trade Algeria. Period 2019-2020

We notice that trade flows in 2019 and 2020 were dominated by the use of FOB and CFR incoterms, with a total of 312,878 uses (178,724 +134,154) during 2019, or 98.48% of total incoterms, and a total of 262,860 (170,378 + 92,482) uses in 2020, representing 99.13% of total incoterms. We also notice that the incoterm CPT comes in the third place with a total of 1488 uses in 2019.

### 3. Algeria's foreign trade overview:

Algeria's foreign trade is largely driven by its hydrocarbon exports, which play a central role in the country's economy. While the country relies heavily on imports to meet domestic demand, recent efforts have focused on diversifying trade partners and reducing import dependency.

Algeria's trade recorded a decline of 3.58%, totaling \$98.6 billion, after a growth of 37.2% in 2022. Despite this drop, the trade balance remained in surplus for the third consecutive year, with a surplus of \$15.7 billion, although it fell by 48.1% compared to the previous year.

Algerian exports reached \$57.1 billion in 2023, recording a decrease of 13.7% from the previous year. This decline was mainly due to the drop in mineral fuel exports, which fell by 12.09% to \$52 billion. Other exported products also decreased, such as fertilizers and chemicals. However, some sectors saw an increase, including steel products and sugar.

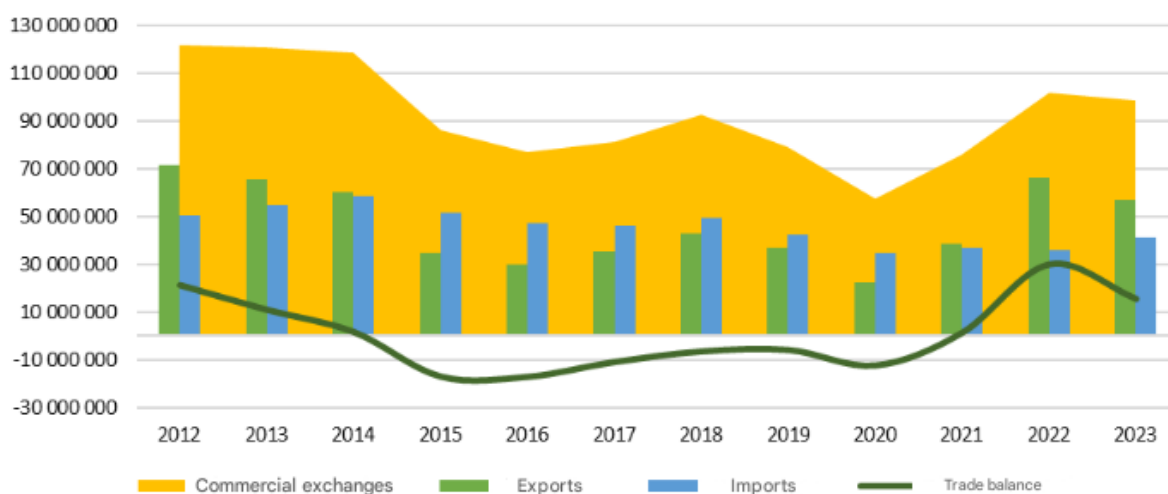
Meanwhile, Algeria's imports grew by 15.14%, reaching \$41.5 billion. This increase was partly driven by the rise in vehicle purchases (+98.59% to \$3.5 billion) and machinery and mechanical equipment (+45.52% to \$5.6 billion). On the other hand, imports of some strategic products declined, including cereals, dairy products, and pharmaceuticals.

Regarding trade partnerships, the structure of trade remains relatively stable. China remains Algeria's main supplier, with a market share of 22.9%, followed by France (11.7%) and Italy (7.4%). In terms of exports, Italy, France and Spain remain Algeria's main customers, with USD 15.2 billion, USD 7.6 billion and USD 6.7 billion respectively.<sup>1</sup>

**Figure N°1.12: Evolution of Algeria's trade**

Evolution of Algeria's trade (in 000 USD)

Source : TradeMap



**Source:** <https://www.tresor.economie.gouv.fr/Pays/DZ/commerce-exterieur-de-l-algerie> (consulted on 5/3/2025 at 10:45)

For the first nine months of 2024, preliminary data from the National Statistics Office (ONS) reveal a similar trend to 2023. Exports amounted to DZD 4,960.5 billion (EUR 35.2 billion), down 11.2% compared to the first nine months of 2023. Imports, meanwhile, increased by 7.9% to DZD 4,628.8 billion (EUR 32.9 billion). This dynamic led to a deterioration in the trade balance, which went from a surplus of DZD 1,295.9 billion (EUR 9.2 billion) in the first nine

<sup>1</sup> « Algeria's foreign trade », tresor.economie.gouv.fr, published on 3/2/2025 (consulted on 3/19/2025 at 12 :09)

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months of 2023 to DZD 331.7 billion (EUR 2.4 billion) in the same period in 2024, a drop of 74.4%.

### **Section 3: Maritime Import Process**

Algeria is a country heavily dependent on imports to support its economic development and meet the growing needs of its population. The supply of foreign goods is essential in many sectors, but it is governed by strict regulations and subject to specific customs procedures requiring rigorous documentation. However, recent policy changes indicate a shift in Algeria's approach to imports. The government aims to reduce importation in general. This reduction does not concern any specific domain except the goods produced locally that cover the needs of the local market.<sup>1</sup>

In this section we will define the import operation and its actors, define the import process in Algeria which includes an overview of Algeria's foreign trade, the necessary documents for importing goods and the clearance procedures.

#### **1. Definition of import and its actors:**

##### **1.1. Import definition:**

Importation is an action of purchasing raw materials or consumer goods from a foreign country and bringing them into the national territory.<sup>2</sup>

##### **1.2. Import's actors:**

To carry out an import operation, it is necessary to involve several actors, each with a specific and well-defined role, and primarily, the importer will be in contact with the following stakeholders.

###### **1.2.1. Exporter:**

Is the person who carries out exports, meaning they send goods and services from their country of origin to other countries. Exporter can also be called the seller, the supplier, the producer and many more.

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<sup>1</sup> Presse article, Algerian radio, « L'Algérie n'a pas interdit l'importation à l'exception de ce qui est fabriqué localement et qui couvre les besoins du marché national », published on 1/27/2025, (consulted on 3/5/2025 at 12 :10)

<sup>2</sup> Import article, Marat, Pamphlets, Denounce Necker, 1790, p. 84 « L'importation est une action d'acheter à un pays étranger des matières premières ou des biens de consommation et de les faire pénétrer dans le territoire national »

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**1.2.2. Freight forwarder:**

A freight forwarder is an intermediary who organizes the shipment of goods on behalf of third parties. Their primary task is to facilitate the transport of goods from the point of origin to the point of destination, coordinating all logistical and administrative aspects involved in the process. The freight forwarder does not physically own the means of transport but works with a network of carriers, airlines, shipping companies, and truckers to ensure goods arrive safely and efficiently.<sup>1</sup>

**1.2.3. The custom broker:**

Is any natural or legal person whose profession consists of carrying out, on behalf of others, the customs formalities related to the import or export of goods. This function is carried out throughout the entire national territory.<sup>2</sup>

**1.2.4. The transporter:**

Is any natural or legal person whose profession consists of transporting goods from the point A to point B. It can be by sea, air, land or rail.

**1.2.5. The insurer:**

The insurer is any natural or legal person who enters into an insurance contract to compensate the insured party in the event of a risk.

**1.2.6. The bank:**

In the context of import operations, banks play a crucial role by offering financial services that facilitate international trade. They provide various payment options such as wire transfers, letters of credit, and banker's drafts, ensuring secure and efficient transactions between the exporter and importer.<sup>3</sup>

**2. Import process in Algeria:**

In this part, we will first define the import process in a general context by outlining its essential steps. Then, we will provide an overview of how this process is applied within the Algerian context.

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<sup>1</sup> «What is a freight forwarder, what do they do, and why work with them? », *savinodelbene.com*, <https://www.savinodelbene.com/what-is-a-freight-forwarder-what-do-they-do/>, (consulted on 3/7/2025 at 22:42)

<sup>2</sup> «What's a customs broker? », *douane.gov.dz*, <https://www.douane.gov.dz/spip.php?article69#:~:text=Qu'est%20ce%20qu',l'ensemble%20du%20territoire%20national.>, (consulted on 7/3/2025 at 22:55)

<sup>3</sup> «Role of banks in international trade», *masteryourfintech.com*, <https://masteryourfintech.com/role-of-banks-in-international-trade/>,

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## **2.1. Import process steps:**

The import process can be summarized in 6 essential steps. <sup>1</sup>

### **2.1.1. Choosing the supplier:**

One of the most important aspects in importing goods is choosing a reliable supplier, capable of delivering orders on time and properly certified and approved. This process is not without risks, so it should not be chosen blindly. A common way to establish initial contact with potential suppliers is by attending international trade fairs, where a wide range of suppliers is available.

### **2.1.2. Pre-good negotiation of goods:**

Once one or more reliable suppliers have been chosen, the negotiation process begins. At this point, previous experience and the ability of each party to get the best prices, request samples, and close the deal are very influential. It should be noted that negotiation in some countries, such as China, is an art that takes time. Therefore, calendars should not be neglected to avoid stock ruptures or interruptions in the production chain.

### **2.1.3. Choosing the appropriate incoterm:**

The choice of Incoterm affects costs and the control that the buyer has in the process of importing goods. Since there are several types, it is advisable to know the characteristics of each Incoterm before opting for one or the other. Generally, the FOB Incoterm is one of the most recommended, as the importer has greater control over the shipment and unforeseen costs are avoided.

### **2.1.4. Considering the possibility of financing:**

The decision to request financing from the bank is entirely personal. Each importer, depending on the total cost of importing the goods, their solvency level, and their relationship with the bank, should consider the convenience of deferring payments.

It is worth remembering that most suppliers require a part of the payment in advance. However, to reduce risks, the letter of credit can be used, a document through which the buyer's and seller's banks act as custodians of the money.

### **2.1.5. Reviewing the documentation:**

Checking that the documentation is complete and correctly filled out is essential to avoid delays, extra costs, and fines. At the very least, for the importation of goods, a commercial invoice, packing list, bill of lading (BL) or waybill, and certificate of origin must be provided. In certain cases, authorities may require other specific documents and certificates.

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<sup>1</sup> <https://bullimporter.com/en/the-import-process-in-7-steps/>, (consulted on 4/24/2025 at 19:44)

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### 2.1.6. Choosing a Freight Forwarder:

The choice of a freight forwarder should be made by analyzing several factors. The most important ones are the size of the freight forwarder, the countries where it has a presence, specialization, price, and the services it offers.

The size of the freight forwarder can influence whether the treatment is more or less personalized, the quality of service, and specialization in certain types of goods. However, when importing from certain countries, such as China, it is advisable that they have offices there to expedite any problems that may arise.

### 2.2. Import process in Algeria:

To be able to import, the importer must fulfil a certain number of requirements. In a general setting, he has to obtain an Import/Export Code (IEC) to engage in international trade, to comply with the country's customs laws, which govern the classification of goods, import duties, and possible restrictions on certain items. In addition to be aware of the necessary and proper documentation of the country in question.<sup>1</sup>

However, in an Algerian context, the importer must be registered with the Algerian Chamber of Commerce and obtain an importer's card from the Ministry of Commerce, to adhere to customs regulations, providing accurate tariff classification, customs value declaration, and import licenses where necessary. For instance, the importer must obtain approval from the Ministry of Health and ensure that the products comply with local health regulations. In addition, the products in question must have been marketed in their country of origin and a third country before importation into Algeria.<sup>2</sup>

It is also very important to be familiar with forbidden items banned from import such as firearms, explosives, narcotics, and products for religious reasons (e.g., pork). There are also certain regulations and norms regarding imported animal and plant. Algeria adheres to the principle of precaution. For example, meat of U.S.-origin is prohibited because of allegedly high hormone content. Additionally, when food products arrive in Algeria, they must have at least 80 percent of their remaining shelf life. While specific regulations exist for a few products, most food products must conform to the standards defined in the Codex Alimentarius.<sup>3</sup>

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<sup>1</sup> Article by Vaibhav Sharma, GFE Business, «Import or Export, What Should Be Your Criteria?»

<https://www.gfebusiness.org/blog/import-or-export-what-should-your-criteria/> (consulted on 3/5/2025 at 12:51)

<sup>2</sup> «Algeria - Import Requirements and Documentation », *Trade.gov*, <https://www.trade.gov/country-commercial-guides/algeria-import-requirements-and-documentation> (consulted on 3/5/2025 at 13:00)

<sup>3</sup> «Prohibited and Restricted Imports in Algeria», *Trade.gov*, <https://www.trade.gov/country-commercial-guides/algeria-prohibited-and-restricted-imports>, (consulted on 3/5/2025 qt 13:01)

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Imported products, particularly consumer products, must be labeled in Arabic. But it is also helpful to label products in French.<sup>1</sup>

As mentioned in the introduction section, Algeria's import sector is facing numerous changes for instance, the Algerian government is implementing stricter regulations on import activities, focusing on declarations of sales and stocks and compliance certificates. The measures aim to enhance market control, prevent fraud, and ensure a stable supply of essential goods while providing some flexibility to importers to adapt to the new requirements.

The new measures include submitting sales and stock statistics of the goods for resale via a digital platform before March 31, 2025 for the first and second half of 2024. Failure to comply with declaration requirements may result in the loss of the "certificat de respect des conditions," which is essential for legally conducting import activities. However, certain strategic products are exempted from the declaration requirements to avoid market disruptions. These included: bananas, infant formula, meats, coffee and spices.<sup>2</sup>

### **2.2.1. Import documents required in Algeria:**

In Algeria, the importation process requires several key documents to ensure compliance with customs regulations and facilitate the clearance of goods. The main documents include:

#### **2.2.1.1. Commercial invoice:**

A commercial invoice provides detailed information about goods being shipped across international borders. It contains comprehensive information about the international trade transaction (see appendix N°1.1).<sup>3</sup>

It must contain, at a minimum, the following information: the name and address of the exporter and the importer, the invoice issue date, the invoice number, a description of the goods sold, the unit of measurement, the quantity of goods sold, the value of the unit, the total value of the sale, the total value of the invoice and the currency used to make the payment terms, including the payment method, the date, and any possible discounts, the delivery conditions and the Incoterm used, means of transportation.

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<sup>1</sup> « Labeling and Marking Requirements », Trade.gov, <https://www.trade.gov/country-commercial-guides/algeria-labeling-and-marking-requirements> (consulted on 3/5/2025 at 13:46)

<sup>2</sup> « L'Algérie prend de nouvelles mesures sur les importations », observealgerie.com, article by Ali Aomar, published on 1/8/2025, <https://observealgerie.com/2025/01/08/economie/lalgerie-prend-de-nouvelles-mesures-sur-les-importations/> (consulted on 5/3/2025 at 14 :44)

<sup>3</sup> « Commercial Invoice guide for international shipping », dhl.com, article published on 9/20/2024, <https://www.dhl.com/discover/en-global/logistics-advice/import-export-advice/commercial-invoice>, (consulted on 3/6/2025 at 22:24)

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**2.2.1.2. Packing list:**

A packing list itemizes the contents of each package (box, pallets, etc). It includes weights, measurements and detailed lists of the goods in each package. The packing list should be included in carton or package, and can be attached to the outside of a package with a copy inside (see appendix N°1.2).<sup>1</sup>

**2.2.1.3. Certificate of origin:**

A certificate of origin (CO) is a document declaring in which country a commodity or good was manufactured. The certificate of origin contains information regarding the product, its destination, and the country of export. For example, a good may be marked "Made in USA" or "Made in China" (see appendix N°1.3).<sup>2</sup>

**2.2.1.4. Bill of lading:**

A bill of lading is a document that lists the goods being transported, the destination, the name of the shipper and consignee, and other important information. A bill of lading is used as a receipt of goods, a contract between the shipper and carrier, and a document of title.<sup>3</sup> (see appendix N°1.4.)

**2.2.1.5. Other documents:**

Depending on the nature of the merchandise for example, conformity certificate, sanitary and phytosanitary certificates, import license for certain restricted goods.

**2.2.2. The customs clearance procedures for imported goods in Algeria:**

Customs clearance is a crucial step in the import process, ensuring compliance with national regulations and facilitating the smooth entry of goods into Algeria. Importers must follow specific procedures with the intervention of different actors. The main purpose of customs clearance is to liberate the merchandise at the right time to avoid delays or extra costs.

The customs clearance process is divided into four steps:

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<sup>1</sup>«Packing List», *trade.gov*,

<https://www.trade.gov/packinglist#:~:text=A%20packing%20list%20itemizes%20the.package%20with%20a%20copy%20inside>, (consulted on 3/6/2025 at 22:28)

<sup>2</sup>«Certificate of origin», *Maersk*, <https://www.maersk.com/support/faqs/certificate-of-origin> (consulted on 3/6/2025 at 22:44)

<sup>3</sup>« The Four Main Functions of a Bill of Lading», *Maersk*, <https://www.maersk.com/fr-fr/support/faqs/four-main-functions-of-bill-of-lading> (consulted on 3/6/2025 at 23:11)

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### 2.2.2.1. Conveyance and customs entry:

Customs conveyance consists of transporting imported, reimported, or goods intended for export or reexport to a competent customs office for inspection. Customs entry consists of making a summary declaration of the transported cargo. It takes place upon the arrival of the goods at the customs office.

Customs conveyance for imported goods by sea should follow the articles 53 to 59 of the customs code: The goods that constitute the ship's cargo must be listed on the cargo declaration or the manifest. Upon the ship's entry into the customs zone, the ship's captain must present the logbook, the cargo declaration, or any other equivalent document to the coast guard officers when they board, for them to affix their visa (Article 53).<sup>1</sup>

Ships can only dock in ports equipped with a customs office, except in cases of duly justified force majeure. In this latter case, the ship's captain must, upon docking, present themselves to the head of the coast guard maritime station, or failing that, the head of the national gendarmerie brigade, the police commissioner, or the president of the local municipal assembly, and submit for visa the logbook where the reasons for docking must be recorded in advance (art 56 of the customs code). The nearest customs office must be notified of the event. Customs entry for imported goods by sea is conducted as following: Upon the ship's entry into the port, the captain is required to present the logbook and the cargo manifest for visa to the customs agents. Within twenty-four (24) hours of the ship's arrival in port (excluding Fridays and public holidays), the ship's captain or his representative must submit a summary declaration to the customs office: cargo declaration or manifest, the declaration of ship's provisions, the declaration of the crew's effects, all other documents, including the general declaration, the crew list and the passenger list.

At the same time, the charter parties, bills of lading, ship nationality certificates, and, in general, all documents that may be required by the customs administration for the application of its control must be submitted.

After the conveyance and customs entry, the goods are unloaded after getting the authorization from customs services. The goods are unloaded in warehouses, temporary storage areas, and dry ports, under customs supervision while awaiting detailed declaration.

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<sup>1</sup> « La conduite et la mise en douane », *douane.gov.dz*, <https://douane.gov.dz/spip.php?article65>, (consulted on 3/7/2025 at 16:09)

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**2.2.2.2. The establishment of the detailed declaration:**

The establishment of the detailed declaration is the act by which a customs regime is assigned to the goods. All imported or re-imported goods, intended for export or re-export, must be subject to a detailed declaration.

It must be signed by the declarant, who can be the owner, the customs broker or the carrier. The declaration must be submitted to the territorially competent customs office within 21 days from the date of registration of the document authorizing the unloading of the goods to the territorially competent customs office.<sup>1</sup>

**2.2.2.3. The control and verification of the detailed declaration:**

After the registration of the declaration by the new management information system "ALCES", the customs service conducts documents review and carry out a physical inspection of the goods described in detail in the declaration by an in-site control. If the declaration is compliant, then it is validated and transmitted to the recipient who will proceed to the settlement and payment of duties and taxes.

The inspection of declared goods at customs offices can only be carried out in customs warehouses or in places designated by the customs service, and the handling of goods (transporting goods to designated places, unpacking, repacking, etc.) will be the responsibility of the declarant.

The declarations oriented by ALCES towards the green circuit are not subject to immediate control and are directly submitted to the recipient who will proceed to the settlement and payment of duties and taxes.

The new customs system is now used around different customs offices. Users must create accounts to access the platform in order to complete the customs formalities and to benefit from the services offered by the customs administration through this system.<sup>2</sup>

**2.2.2.4. The assessments and payment of duties and taxes:**

Following the verification of the declaration's compliance, the declarant must necessarily fulfill their commitments by paying duties and taxes according to the terms and rules in effect on the date of the declaration's registration in detail.

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<sup>1</sup> « Les modalités de dédouanement », *douane.gov.dz*,

<https://www.douane.gov.dz/spip.php?article66#:~:text=La%20d%C3%A9claration%20en%20d%C3%A9tail%20est%20%C3%A9tablie%20sur%20un%20formulaire%20conforme,de%20la%20d%C3%A9claration%20en%20d%C3%A9tail>), (consulted on 3/7/2025 at 16 :12)

<sup>2</sup> « Le contrôle et la vérification de la déclaration en détail », *douane.gov.dz*,  
<https://douane.gov.dz/spip.php?article67>, (consulted on 3/7/2025 at 16 :14)

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In the event of a reduction in the rate of duties and taxes, the declarant may benefit from the new rate, provided that the declarant's written request must be submitted before the duties and taxes have been collected and/or the authorization to remove the goods has not yet been granted by the customs officers. <sup>1</sup>

The settled duties and taxes owed are payable in cash or by any other means of payment with liberating power by the declarant or any other person acting on their behalf.

### **Conclusion to the Chapter:**

Maritime trade is the cornerstone of international trade, as it is the main and most widely used mode of transport worldwide due to its high capacity and low costs. In this chapter, we provided a general overview of maritime trade globally, along with an overview of Africa's maritime trade. The purpose was to highlight the importance and scale of this sector, as well as Africa's position within it.

This led us to define Algeria's maritime transport sector, its key actors, and characteristics such as port infrastructure, along with an overview of the use of Incoterms. We then introduced Algeria's foreign trade to lay the foundation for understanding the import process, including the necessary documentation and customs clearance procedures.

Effectively managing the maritime transport sector and its specificities, along with proper documentation and logistics, will enhance Algeria's trade — especially with the involvement of freight forwarders, who are key players in international trade.

The following chapter will explore this topic in greater depth and shed light on their specific functions within the Algerian market.

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<sup>1</sup> « Le contrôle et la vérification de la déclaration en détail », *douane.gov.dz*, <https://douane.gov.dz/spip.php?article67>, (consulted on 3/7/2025 at 16 :14)

## **Chapter 02:**

# **Freight Forwarders Role in Maritime Trade**

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## **Introduction to the chapter:**

In the first chapter, we shed light on the import process in Algeria's maritime transport sector and various actors are involved in the process. One of them are freight forwarders, defined as a third-party logistics provider (3PL) that organizes shipments for individuals or companies only as an agent and not as a carrier. Therefore, in this chapter, we will delve more in defining the role of freight forwarders in maritime trade in general, and their role in the Algerian context.

First, we will introduce the concept of Freight Forwarding, detailing the logistic process, analyzing the market through relevant statistics segmented by mode of transport, customer type, geography and company. In addition to defining FIATA, the Freight Forwarding organization and its missions.

Then, we will give an overview of Freight Forwarders as essential players in maritime trade. This section will also explore future developments and trends within the Freight Forwarding industry.

Finally, we will explore the role of freight forwarders in ensuring compliance with regulatory requirements related to documentation, environmental standards, and safety in maritime imports to navigate potential risks.

## **Section 1: Overview of Freight Forwarding**

In Chapter 1, we examined maritime trade and emphasized its complexity, which requires the coordination of multiple actors. Among these, freight forwarders are essential for facilitating international trade by organizing the transportation and logistics of goods. This section focuses specifically on the concept of freight forwarding, detailing its process and analyzing its market share by mode of transport, by customer segment, by region and by company. The goal is to offer a broader understanding of the industry's global dynamics.

### **1. Freight Forwarding concept:**

Freight forwarding is the strategic planning and coordination of the international movement of goods via air, sea, rail and/or highway transportation.<sup>1</sup> In other words, it involves forwarding

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<sup>1</sup> <https://www.clarksons.com/glossary/what-is-freight-forwarding/>, (consulted on 4/12/2025 at 19:44)

goods from point A to point B using various transportation methods, while ensuring both their safety and cost efficiency. This process is handled by Freight Forwarders.

The figure below illustrates the Freight Forwarding process.

**Figure N°2.1: The Freight Forwarding process**



**Source:** <https://www.extransglobal.com/blog/extransglobal-airfreight-logistics-service-freightforwarding-kr>,

(consulted on 4/12/2025 at 19:38)

Freight Forwarding process can be summarized in 4 stages.<sup>1</sup>

- 1.1. Cargo handling:** it's the movement of goods from a supplier's location to the origin port for direct transportation or to the freight forwarders warehouse. Here generally, the Freight Forwarder books a land carrier in order to transport the goods.
- 1.2. Export customs clearance:** it consists on gaining clearance for the goods to leave its country of origin. Customs clearance documentation should be coordinated and prepared between the supplier and receiver of the goods along with the Freight Forwarder to ensure all paperwork meets the regulatory and carrier's requirement.
- 1.3. Import customs clearance:** Once the cargo arrives at its final country destination, the shipment's paperwork will be checked by the country's customs. These documents are generally already viewed and verified by the Freight Forwarder.
- 1.4. Cargo handling:** Once the shipment is approved by customs, Freight Forwarders will organize the final handling of the cargo. They can deliver directly to the Freight Forwarders warehouse or straight to the final destination at an agreed time of the receiver.

<sup>1</sup> <https://tgl.co/how-freight-forwarding-works/>, (consulted on 4/12/2025 at 19:50)

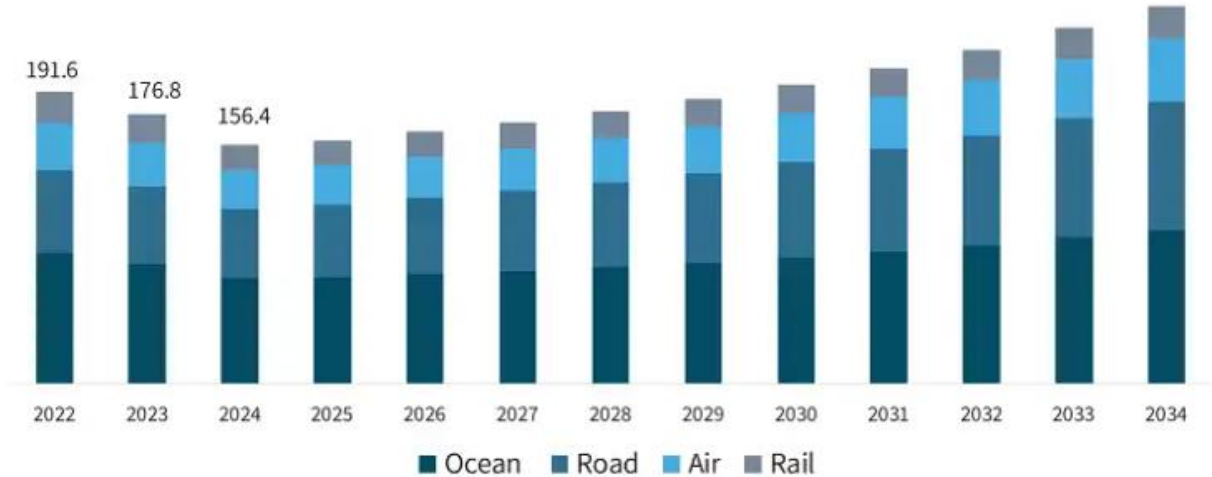
2. Freight Forwarding market analysis:

The Freight Forwarding market is essential to global trade, as it plays a key role in its development. Below are some statistics highlighting current data and future forecasts for the freight forwarding market:

2.1. Market share by mode of transport:

As is well known, Freight Forwarding involves the international movement of goods via air, sea, rail and/or highway, therefore the figure below illustrates market share of each mode of transport.

Figure N°2.2: Freight Forwarding Market Share by mode of transport, 2022-2034, (USD Billion)



Source: <https://www.gminsights.com/industry-analysis/freight-forwarding-market>, (consulted on 4/15/2025 at 10:28)

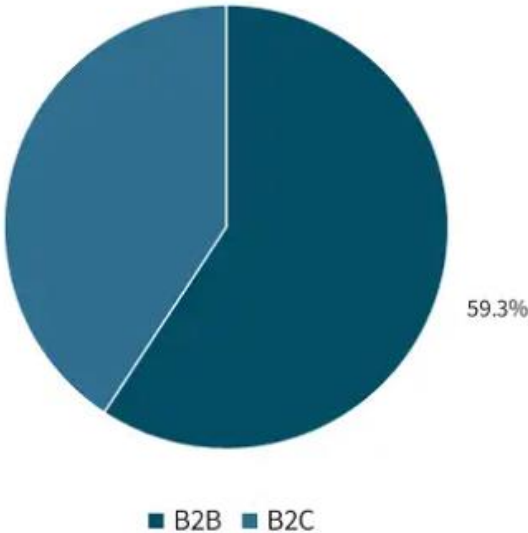
Based on mode of transportation, the market is divided into ocean, air, road, and rail. The ocean freight mode of transportation segment held over 44% market share in 2024. The ocean freight forwarding segment growth is notably driven by the transportation of bulky & voluminous goods. The capacity of ocean freight to efficiently accommodate substantial loads and larger volumes makes it a preferred choice for industries dealing with oversized commodities.

Looking ahead, the freight forwarding market is expected to continue evolving across all modes of transportation, with ocean freight playing a particularly significant role.

**2.2. Market share by type of customer:**

The Freight Forwarding market serves a variety of customer types. The figure below illustrates the market share distribution based on customer type.

**Figure N°2.3: Freight Forwarding Market Share by customer, 2024**



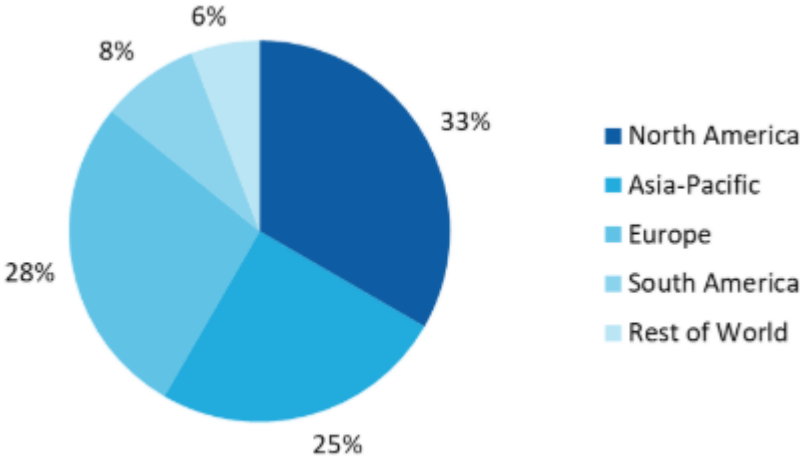
**Source:** <https://www.gminsights.com/industry-analysis/freight-forwarding-market>, (consulted on 4/15/2025 at 10:45)

Based on customer, the freight forwarding market is categorized into B2B and B2C. The B2B customer segment held over 59% market share in 2024. B2B customers exert their dominance in the market through their involvement in intricate supply chain networks. In B2B transactions, the goods often go through a complex journey involving multiple stages, i.e., from the sourcing of raw materials to manufacturing & distribution.

**2.3. Market share by geography:**

Freight Forwarding is an international concept, but its presence varies from region to region. The figure below illustrates the market share by geography.

**Figure N°2.4: Freight Forwarding market share by geography (2023)**



**Source:** <https://www.industryarc.com/Research/Freight-Forwarding-Market-Research-507588>, (consulted on 4/21/2025 at 10:14)

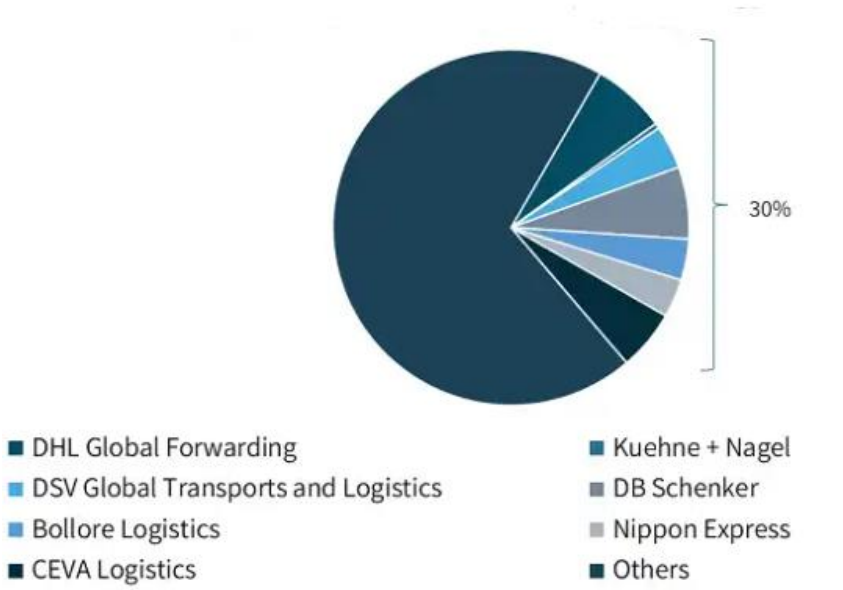
North America leads the Freight Forwarding market, holding 33% share in 2023, the highest among all regions. This dominance is driven by its advanced infrastructure and strong focus on R&D. The region features an extensive and efficient transportation network, including well-connected ports, highways, and rail systems, which facilitate the smooth movement of goods.

Europe ranks second after North America, holding 28% share in 2023. It's considered a growing region, expected to expand at a significant rate due to its massive interconnected, globalized economy comprising thousands of bilateral trade relationships.

**2.4. Company market share:**

Numerous freight forwarders operate worldwide, with a particularly strong presence in developed countries. The figure below illustrates the 2024 market share of several major freight forwarding companies.

**Figure N°2.5: Freight Forwarding Company Market Share, 2024**



**Source:** <https://www.gminsights.com/industry-analysis/freight-forwarding-market>, (consulted on 4/15/2025 at 11:01)

DHL Global Forwarding, Kuehne + Nagel, DSV Global Transports and Logistics, DB Schenker, Bollore Logistics, Nippon Express, CEVA Logistics hold a significant market share of over 30% in the freight forwarding industry. DHL Global Forwarding, a division of Deutsche Post DHL Group, commands a significant share in the freight forwarding market due to its extensive global network, technological innovation, and diversified service portfolio. The company's reach spans over 220 countries and territories, making it one of the most geographically comprehensive logistics providers.

DSV Global Transport and Logistics has established itself as a key player in the freight forwarding industry, driven by strategic acquisitions, operational efficiency, and a customer-centric approach. With operations in over 90 countries, DSV has a robust presence in global trade, offering air, sea, and road freight solutions that cater to businesses of all sizes.

Having explored the concept, process, and market landscape of freight forwarding, we now turn our attention to the freight forwarders themselves — the companies that carry out these operations.

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### 3. FIATA: The Global Freight Forwarding Organization :

Freight Forwarding process and its organization are not random, they are structured and guided by rules and regulations established by an international organization called FIATA.

#### 3.1. Definition of FIATA:

FIATA, the International Federation of Freight Forwarders Associations, is a non-governmental, membership-based organization, known as '*the global voice of freight logistics*'. FIATA is a reference source on international policies and regulations governing the freight forwarding and logistics industry. The organization works at the international level to represent service providers who operate in trade logistics and supply chain management. <sup>1</sup>

FIATA's principal mission is to promote trade facilitation and best practices among the freight forwarding community. It serves more than 40000 company around the world.

In addition, this organization was founded in 1926 in Vienna, Austria and headquartered in Geneva, Switzerland. FIATA means Fédération Internationale des Associations de Transitaires et Assimilés.

#### 3.2. FIATA's missions:

FIATA's objectives are fivefold: <sup>2</sup>

- to unite the freight forwarding industry worldwide;
- to represent, promote and protect the interests of the industry by participating as advisors or experts in meetings of international bodies dealing with transportation;
- to familiarise trade and industry and the public at large with the services rendered by freight forwarders through the dissemination of information, distribution of publications, etc.;
- to standardise and improve the quality of services rendered by freight forwarders by developing and promoting uniform forwarding documents, standard trading conditions, etc.;

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<sup>1</sup> <https://fiata.org/about/>, (consulted on 4/22/2025 at 9 :27)

<sup>2</sup> <https://fiata.org/mission/>, (consulted on 4/22/2025 at 9 :29)

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- to assist with vocational training for freight forwarders, liability insurance problems, tools for electronic commerce including electronic data interchange (EDI) and barcode.

## **Section 2: Functions and responsibilities of Freight Forwarders in Maritime Trade**

In section 1, we explored the concept of Freight Forwarding and its process in maritime imports. In this section, we will focus on Freight Forwarders, the companies that carry out the Freight Forwarding process and act as intermediaries between importers and exporters. We will also define their obligations and responsibilities in maritime trade.

### **1. Definition of Freight Forwarders:**

Freight forwarders act as an intermediary between the company who makes the shipment and the final destination for the goods. Although they do not carry out the shipments themselves, they offer different transport modes such as sea/ocean freight, rail freight, road transport and air freight shipment. While freight forwarders do not physically transport shipments themselves, they are experts in logistics management and work with rail, road, air and maritime transport providers to ensure products arrive on time and in good condition. <sup>1</sup>

**1.1. Freight Forwarders role:** While each project will differ, freight forwarders usually carry out a combination of the following tasks for clients: <sup>2</sup>

**1.1.1. Documentation compliance:** Preparing and processing the necessary documentation for the shipment of goods.

**1.1.2. Booking space for transport:** Working with various carriers such as shipping lines, airlines, and trucking companies to secure space for their clients' goods. Also negotiate rates and select the best carrier based on the specific needs of the shipment.

**1.1.3. Coordination:** Coordinating the movement of goods from the point of origin to the final destination. They arrange for pickup and delivery, oversee the loading and unloading of cargo, and ensure that all necessary permits and licenses are in place.

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<sup>1</sup> <https://www.dsv.com/en/support/faq/what-is-freight-forwarding>, (consulted on 4/12/2025 at 19:57)

<sup>2</sup> <https://www.extransglobal.com/blog/extransglobal-airfreight-logistics-service-freightforwarding-kr>, (consulted on 4/12/2025 at 20:17)

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- 1.1.4. Warehousing and distribution:** Arranging the storage and distribution of goods at the destination. If the customer needs palletizing, sorting, labeling etc freight forwarder can provide such service.
  - 1.1.5. Customs clearance:** Handling all customs clearance procedures, including the preparation of customs documentation and the payment of duties and taxes.
  - 1.1.6. Cargo insurance:** Offering cargo insurance to protect their clients' shipments in the event of loss or damage when necessary.

Other services might be assured by Freight Forwarders depending on their clients' needs. The main added values are cost reduction, general efficiency, simplified process and lower administrative workload.

## **1.2. Freight Forwarders impact on maritime transport:**

The services provided by freight forwarders significantly enhance the efficiency of maritime transport. In fact, their role contributes to the smooth movement of goods across continents. Below, we outline the key areas of their impact :

### **1.2.1. Operational efficiency:**

Freight forwarders improve maritime transport efficiency by selecting optimal shipping routes, consolidating shipments, and coordinating multimodal transport, which reduces transit time and costs while increasing reliability.

### **1.2.2. Regulatory compliance:**

Freight forwarders manage customs documentation, stay updated with international regulations, and ensure shipments comply with global and local laws—reducing the risk of penalties and delays.

### **1.2.3. Environment sustainability:**

Congestion, pollution, safety. These are among the watchwords in today's society. Everyone is aware of them and it is clear that concern for the environment is the responsibility of everyone. The transport industry arguably has a greater responsibility than many, because it is ever visible effects on every one's daily life. Forwarders invest heavily in environmentally friendly transport. <sup>1</sup>

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<sup>1</sup> CHAPTER 2 : The Players in Sea freight Transport and their roles, Japan.ASEAN cooperation

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### 1.2.4. Global disruptions:

Freight forwarders demonstrate flexibility and resilience in times of disruption, such as during geopolitical issues or pandemics, by rerouting shipments, managing risks, and using digital tools to maintain maritime transport efficiency.

## 2. The evolution of Freight Forwarders:

Understanding the evolution of freight forwarders is essential to know how the profession began, how it has developed over time, and where it is heading in the future. Studying this progression helps us appreciate its importance and make sure it stays relevant and aligned with today's global trends and modern ways of doing business.

### 2.1. Historical background of Freight Forwarder:

The concept of Freight Forwarding can be traced back to the days of caravan trade routes, where merchants would rely on negotiators to transport goods across vast distances. These early freight forwarders were pivotal in establishing trade routes that connected the East and West, laying the groundwork for international trade as we know it today.<sup>1</sup>

In more recent times – specifically early 1800s – the earliest Freight Forwarders were innkeepers who assisted hotel guests in holding and re-forwarding their goods. Over time, this system evolved into business-to-business contracts.<sup>2</sup> In a way, innkeepers back then played a similar role to modern Freight Forwarders.

One notable example of this evolution is Thomas Meadows and Company Limited in London, England. Established in 1836, the company facilitated the transportation of items by contracting with a network of local carriers. It also assisted its clients with documentation and customs information.<sup>3</sup>

The concept of Freight Forwarding evolved especially during the Industrial Revolution. The introduction of steam-powered vessels and the growth of railroads expanded the role of Freight Forwarders, they began managing documentation, insurance, customs clearance and multimodal logistics. In addition, to the arrival of containerization (the process of combining cargos in exports) in the 1950s was a game changer, allowing for the efficient and secure

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<sup>1</sup> <https://www.johnpipe.co.uk/the-evolution-of-freight-forwarding-a-journey-through-time/>, (consulted on 4/13/2025 at 9:38)

<sup>2</sup> <https://omnilogistics.com/the-rapid-evolving-freight-forwarding-industry/>, (consulted on 4/13/2025 at 9:53)

<sup>3</sup> <https://omnilogistics.com/the-rapid-evolving-freight-forwarding-industry/>, op.cit

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transport of goods. This laid the foundation for the modern freight forwarding industry, enabling the rapid expansion of global trade networks.

The development of air freight added a new dimension to freight forwarding, offering faster transit times for time-sensitive shipments. The ability to quickly transport goods across the globe has been involved in the growth of industries such as fashion, electronics, and pharmaceuticals, where speed to market is critical.

Adding to this remarkable evolution, technology and digitalization have played a pivotal role in changing the Freight Forwarding industry. The shift from a lot of paperwork to digital systems has made the Freight Forwarder's job faster, easier and more organized.

The role of Freight Forwarders was even more defined after the standardization of the procedures and practices. It brought consistency and reliability to the Freight Forwarding industry, further enabling global trade.

## **2.2. The future of Freight Forwarders:**

The role of Freight Forwarders will continue to evolve, adapting to current trends in global logistics. Below are some predictions concerning the future of Freight Forwarders.<sup>1</sup>

**2.2.1. Continued digital transformation:** Technology and digital tools are in constant progress, AI, Blockchain, internet of things. Those new technologies will definitely change how Freight Forwarders operate, for example, used in planning, route development, data processing and forecasting.

**2.2.2. Increased complexity of transport:** This is mainly due to geopolitical tensions and economic instability. As mentioned earlier, maritime routes are often affected by crises and disruptions, making the transport of goods more difficult. Freight Forwarders must be ready for these changes as such challenges have become a regular part of global logistics.

**2.2.3. Increased capacity and unpredictable demand:** The logistics and transportation industry is dealing with a challenging mix of growing production and declining freight demand. For freight forwarders, this dynamic means more competition. Client devotion may wane, so freight

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<sup>1</sup> <https://www.searates.com/blog/post/freight-forwarding-what-to-expect-in-the-next-10-years>, (consulted on 4/13/2025 at 17:33)

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forwarders must put in more effort to stand out from the competition in the market through initiatives like creating value services and customer care. Optimizing revenue will require operational effectiveness to be of equal importance.

**2.2.4. Decarbonization:** Global organizations are placing more focus on environmental protection. Freight Forwarders must provide sustainable solutions to their clients and respect environmental standards, especially in sea freight which has a significant environmental impact.

### 3. Freight Forwarders around the world:

Freight forwarders operate globally, but their functions and legal frameworks vary from one country to another. Below are a few examples:

In Australia, most licensed Customs Clearance Agents operate under a freight forwarder. The entities are registered with the government with the licenses renewed every three years.<sup>1</sup>

In the United Kingdom, freight forwarders are not licensed, but many are members of the British International Freight Association (BIFA), a trade association for UK-registered companies engaged in the international movement of freight by all modes of transport, air, road, rail, and sea. BIFA has over 1600 members, known generally as freight forwarders, who offer a wide range of services within these various modes.<sup>2</sup>

Pakistan International Freight Forwarders Association PIFFA has more than 500 freight forwarding companies as members and is the local representative of FIATA and member association for Pakistan.<sup>3</sup>

With more than 82% of manufactured products being exported, freight forwarders are important contributors to the Irish economy. Associations including the Irish International Freight Association represent the industry through educational and representative roles.<sup>4</sup>

### 4. Freight forwarders in Algeria:

Freight Forwarding is essential for the efficient movement of goods across borders; however, the scope and impact of their role can vary significantly from one country to another. In

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<sup>1</sup> <https://www.abf.gov.au/licensing/brokers/about>, (consulted on 4/13/2025 at 19:55)

<sup>2</sup> <https://bifa.org/overview-of-bifa/>, (consulted on 4/14/2025 at 19:58)

<sup>3</sup> <https://www.piffapk.com/aboutpiffa.php>, (consulted on 4/13/2025 at 20:26)

<sup>4</sup> <https://www.iifa.ie/about-iifa>, (consulte don 4/13/2025 at 20 :30)

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European countries, for instance, freight forwarding is a well-established and commonly utilized service, supported by a stable and harmonized legal framework. This regulatory clarity facilitates smoother customs clearance procedures, standardized documentation processes, and overall operational efficiency for freight forwarders. In contrast, in countries like Algeria, the legal and logistical environment may present more challenges, which can limit the effectiveness or perceived value of freight forwarding services.

Algeria's logistics have challenges, exceptionally with customs clearance due to bureaucracy and paperwork that can be time-consuming. In addition, Algeria's infrastructure is not well developed; inadequate highway and rail networks can cause uncertainties and boost expenses, therefore, is important to know alternatives routes and local paths to provide convenient delivery while minimizing logistical limitations.

One challenge in logistics in Algeria is the deficit of dependable tracking systems. The lack of progressive technology makes it hard to track goods accurately, leading to hesitations and theft. Nonetheless, forwarders utilize GPS tracking and digital documentation to overwhelm this challenge and deliver visibility into shipments' locale and status, enhancing client satisfaction.

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### **Section 3: Freight Forwarders and Regulatory Requirements in Maritime Imports**

In addition to coordinating the logistical aspects of international shipments, freight forwarders play a crucial role in ensuring compliance with a wide range of regulatory requirements. This section explores how freight forwarders help manage the various risks, environmental and security aspects associated with maritime imports.

#### **1. International maritime transport organizations:**

The field of maritime transport is intrinsically international, and for its operation, it needs standards and regulations approved and implemented at international level. The maritime cargo transport sector is governed by two international organizations which are the IMO and CMI.

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<sup>1</sup> <https://oneunionsolutions.com/freight-forwarding-service/algeria/>, (consulted on 4/22/2025 at 9 :36)

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### 1.1. International Maritime Organization (IMO):

The International Maritime Organization (IMO) establishes international standards to ensure the safety, security and environmental performance of shipping. The main role of IMO is to create a regulatory framework for the shipping sector that is fair and efficient, universally adopted and universally applied. The world relies on safe, secure and cost-effective international shipping, and the regulatory framework developed and maintained by IMO is the guarantor.<sup>1</sup>

The conventions of the International Maritime Organization aim to implement a common maritime regulation for all IMO member states. The goals of the International Maritime Organization are:

- Establish a system of collaborations between governments to regulate technical aspects of international commercial navigation;
- Promote high standards of maritime safety;
- Efficiency of navigation and protection against marine pollution;
- Allow the exchange of information between governments on the issues studied by the organization.

### 1.2. The Comité Maritime International:

The Comité Maritime International (CMI) is a non-governmental organization, the object of which is to contribute, by all appropriate means and activities, to the unification of maritime and commercial law, maritime customs, usages, and practices. To this end, it shall promote the establishment of National Associations of Maritime Law and shall cooperate with other international associations or organizations having the same object.<sup>2</sup>

CMI was established in 1897, its headquarters is located in Antwerp, Belgium, and if a country does not have a national association and if an organization wishes to become a member of the CMI, the assembly can accept its application for membership after verifying that one of its objectives, or its main objective is the unification of maritime and commercial law. The assembly is composed of all the members of the International Maritime Committee, and the

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<sup>1</sup> <https://www.imo.org/fr/About/Pages/Default.aspx>, (consulted on 4/21/2025 at 13 :09)

<sup>2</sup> Article 1 , YEARBOOK1987-1988 ANNUAIRE « comité maritime international » , p 03

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Associations and International Organizations members will be represented by a delegate who may be accompanied by a maximum of two deputies.<sup>1</sup>

### **1.3. International Chamber of Shipping (ICS) :**

The International Chamber of Shipping was established in 1921, based in London. It is a commercial organization that acts as a spokesperson for shipowners and ship operators through the mediation of national shipowners' associations, in order to promote the interests of its members in the field of ship operation and maritime policy. The shipping companies members to this chamber (by size) are: Maersk Line, Mediterranean Shipping Company (MSC).

The main points of the mission of the International Chamber of Shipping are:

- The promotion of a global maritime industry with quality standards;
- A priority for the safety of maritime operations and the protection of the environment;
- Collaboration with other organizations (governmental and non-governmental) to improve the efficiency of the maritime sector;

## **2. Regulatory requirements:**

For successful import operations, certain regulatory obligations must be met, relating to documentation, environmental, and security standards.

### **2.1. Documentation and customs regulations:**

As mentioned in Chapter one, proper documentation is essential for maritime imports and must be carefully followed to ensure smooth shipping. In general, the required documents are: commercial invoice, packing list, certificate of origin, bill of lading. Depending on the type of merchandise and the specific import regulation of the destination country, additional documents may be required.

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<sup>1</sup> Article 5 . YEARBOOK1987-1988 ANNUAIRE « comité maritime international » , p 07

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## 2.2. Environmental regulations:

Maritime transport is the most widely used mode of transportation worldwide. Despite this, it is among the least polluting modes in terms of environmental impact. However, maritime operations are not without consequences, and marine pollution is a serious issue that must be taken into consideration in order to protect marine life. Therefore, many international conventions have established strict regulations to protect marine life. Below some examples:

### 2.2.1. MARPOL Convention:

The International Convention for the Prevention of Pollution from Ships or MARPOL for short, is the principal international convention dealing with the prevention of pollution of the marine environment, whether caused by operations or accidents. It was adopted on November 2, 1973 at the IMO and currently has six technical annexes: <sup>1</sup>

- Regulations for the prevention of pollution by oil
- Rules for the prevention of pollution by noxious liquid substances carried in bulk
- Rules for the prevention of pollution by harmful substances carried by sea in packages
- Regulations for the prevention of pollution by sewage from ships
- Regulations for the prevention of pollution by garbage from ships
- Regulations for the prevention of atmospheric pollution from ships

### 2.2.2. Sulphur Cap 2020:

Introduced by the IMO, it is a landmark regulation that limits the Sulphur content in fuel oil used on board ships operating outside the designated emission control areas to 0.50% m/m. This regulation significantly impacts fuel management practices in the shipping industry. <sup>2</sup>

### 2.2.3. The MRV Regulation :

The MRV (Monitoring, Reporting and Verification) Regulation established rules where shipping companies report annually, and accredited independent verifiers verify, the reported

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<sup>1</sup> [https://www.imo.org/fr/about/Conventions/Pages/International-Convention-for-the-Prevention-of-Pollution-from-Ships-\(MARPOL\).aspx](https://www.imo.org/fr/about/Conventions/Pages/International-Convention-for-the-Prevention-of-Pollution-from-Ships-(MARPOL).aspx), (consulted on 4/21/2025 at 20 :24)

<sup>2</sup> <https://www.virtualmaritime.academy/environmental-regulations-in-shipping/>, (consulted on 4/21/2025 at 20 :36)

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amounts of carbon dioxide (CO<sub>2</sub>) emissions and other relevant information from large ships over 5,000 GT visiting EU ports. In 2023, as part of the package of measures to reduce emissions from the maritime transport sector, the MRV Regulation was amended.<sup>1</sup>

### **2.3. Security regulations:**

In the context of maritime imports, security is a major concern due to the vulnerability of global supply chains to risks such as terrorism, smuggling, and unauthorized access. To address these threats, several international regulations have been established to enhance the safety of ships, cargo, and port facilities. These regulations aim to ensure that maritime trade remains secure and efficient while minimizing potential disruptions. Below some examples :

#### **2.3.1. The International Ship and Port Facility (ISPS) Code :**

ISPS entered into force under SOLAS convention on July 1, 2004, it has since formed the basis for a comprehensive mandatory security regime for international shipping. The Code is divided into two sections, Part A and Part B. Mandatory Part A outlines detailed maritime and port security-related requirements which SOLAS contracting governments, port authorities and shipping companies must adhere to, in order to be in compliance with the Code. Part B of the Code provides a series of recommendatory guidelines on how to meet the requirements and obligations set out within the provisions of Part A.<sup>2</sup>

#### **2.3.2. The Customs-Trade Partnership Against Terrorism (C-TPAT):**

The C-TPAT is a part of the US Customs & Border Protection (CBP) partnership program. It is intended to improve security through all stages of the supply chain right from the manufacturer, supplier, carrier and down to the vendor. Member companies in C-TPAT are known as partners. They are companies that have agreed to put in place recommended security procedures in their supply chains to prevent illegal activity and terrorist infiltration that may threaten the security of the US.<sup>3</sup>

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<sup>1</sup> <https://www.emsa.europa.eu/reducing-emissions/mrv-changes.html>, (consulted on 4/21/2025 at 20 :46)

<sup>2</sup> <https://www.imo.org/en/OurWork/Security/Pages/SOLAS-XI-2%20ISPS%20Code.aspx>, (consulted on 4/21/2025 at 21 :00)

<sup>3</sup> <https://customscity.com/what-is-c-tpat-customs-trade-partnership-against-terrorism/>, (consulted on 4/21/2025 at 21 :03)

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### 2.3.3. EU AEO (Authorised Economic Operator)

Authorised Economic Operator, AEO, is an authorisation designed to increase the security in the world as well as to harmonise the customs related operations within the EU and make them more efficient. The AEO status is valid in all EU Member States. Every business, regardless of size, forming part of the international supply chain can apply to become an AEO. This applies to manufacturers, exporters, freight forwarders, warehouse keepers, customs agents, carriers and importers.<sup>1</sup>

### 3. Imports risks:

Import operations are not without risk. Several factors can pose challenges making risk control essential. In general, the main risks for an importer are the no delivery of his goods and/or the loss of his advanced payments to the exporter.

Import risks can be categorized into the following types

#### 3.1. Economic risk (financial risk):

The risk that changes in economic conditions, such as inflation, interest rates, or recessions, will impact the cost and profitability of imports.

#### 3.2. Political risk:

These include wars, riots, revolutions, or acts or decisions of a government that impede performance of a contract. Events may take place both in the country of importation and in a third country.<sup>2</sup>

#### 3.3. Commercial risk:

Financial failure of the foreign supplier, possible loss of advance payments for the importer.<sup>3</sup> The buyer (importer) should request an advance payment guarantee, which enables him to recover his advance payments in the event of bankruptcy.

#### 3.4. Maritime risk:

The risk of disruptions in shipping due to accidents, cargo loss, piracy, extreme weather conditions, or port congestion. These factors can lead to delays, increased costs, or damage to imported goods, affecting supply chain reliability.

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<sup>1</sup>

<https://www.tullverket.se/en/startpage/business/internationalbusiness/aeoauthorisedeconomicoperator.4.7df61c5915510cfe9e760fd.html>, (consulted on 4/21/2025 at 21 :09)

<sup>2</sup> GHISLAINE LEGRAND , HUBERT MARTINI, « Gestion des opérations import-export », DUNOD, 2008, p111.

<sup>3</sup> GHISLAINE LEGRAND , HUBERT MARTINI , « Techniques du commerce international », second edition, GUALINO, 2002, p77

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### **3.5. Currency risk:**

The notion of currency risk is dependent on the notion of currency position. It corresponds to the difference between currencies owned (or to be received) and currencies owed (or to be delivered).<sup>1</sup> In the case of invoicing in foreign currencies, the importer is exposed to foreign exchange risk. If the foreign currency has appreciated at the time of actual payment, the disbursement will be higher than if the foreign currency had depreciated.

### **4. Import risks coverage methods:**

As defined earlier, the importer faces various risks, therefore, he needs to be covered to protect his interests.<sup>2</sup>

The following methods are considered financial coverage for the importer, meaning they cover contract risks related to the exporter's failure to comply with the terms of the contract.

#### **4.1. Bid Bond guarantee:**

Bid Bond guarantee enables the foreign buyer to insure against the risk of non-conclusion of the contract. This guarantee is executed when the exporter withdraws his offer, refuses to sign the contract or fails to provide a performance guarantee. It represents either a fixed amount or a percentage of the bid.<sup>3</sup>

#### **4.2. Performance bond:**

It commits the bank to pay a fixed amount in the event of the seller's failure to meet contractual obligations, for a duration extending until the provisional acceptance of the work by the project owner (in some cases, until final acceptance).

#### **4.3. Advanced payment bond:**

This guarantee assures the foreign buyer that any advance payments made will be reimbursed if the work is not carried out in accordance with the agreement and if the exporter is unable to fulfill the delivery. The guarantee remains valid until the shipment of the goods or the provisional acceptance.

#### **4.4. Retention money bond or Maintenance bond:**

It takes over from the performance bond by covering construction or maintenance defects during the testing period (of poor quality) between provisional and final acceptance of the work between provisional acceptance and final acceptance of the work. This warranty is generally valid for one year after delivery or final acceptance.

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<sup>1</sup> GHISLAINE LEGRAND, HUBERT MARTINI, Op cit, p182

<sup>2</sup> GHISLAINE LEGRAND, HUBERT MARTINI, Op cit, p194

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The importer must cover his contract risks using the previous methods; however, he must also pay for cargo insurance, which covers physical loss or damage to goods during transport.

#### **4.5. Cargo insurance:**

Cargo insurance protects shipments against loss, damage, or theft. This type of insurance is particularly crucial for goods transported via ocean freight or sea freight, as they are exposed to risks such as piracy, accidents, and natural disasters during transit. It protects the value of the goods being transported. <sup>1</sup>

If the importer works with a freight forwarder, they can offer cargo insurance. In this case, the freight forwarder is not insuring the goods themselves but is providing the service through a third-party insurance company.

#### **5. Freight Forwarders Liability Insurance:**

In addition to the import coverage methods in favor of the importer, this insurance primarily protects the freight forwarder, and secondarily the importer.

In fact, most Freight Forwarder companies purchase Freight Forwarder liability (FFL) insurance to protect and help them deal with unpredictable risks. In some countries, forwarder insurance is mandatory.

##### **5.1. Freight Forwarders Liability Insurance definition:**

Freight Forwarder Liability (FFL) insurance covers carrier liability, errors & omissions, breaches of regulations and third-party liability claims. It helps freight forwarders reduce financial loss and the risks involved if something goes wrong during the journey.

Sudden uncontrollable factors and risks can test the freight forwarders' liability throughout the journey, and the company must be prepared to face them.

##### **5.2. Coverage Provided by Freight Forwarders Liability Insurance:**

As mentioned earlier, Freight Forwarders Liability (FFL) insurance is paid by the freight forwarder to protect their own interests. It covers various risks related to the handling, storage, and transportation of goods, including errors, omissions, delays, or damage. Although it is

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<sup>1</sup> <https://www.freightmango.com/blog/types-insurance-you-need-your-importexport-business/>, (consulted on 4/28/2025 at 20:30)

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primarily in favor of the freight forwarder, this insurance also indirectly benefits the importer, as it provides financial compensation if the freight forwarder's responsibility is engaged. <sup>1</sup>

### 5.2.1. Carrier's liability:

When a carrier takes charge of cargo, it acknowledges that it is taking over the cargo in good condition and, therefore, has a presumption of liability. However, as soon as the cargo is damaged or the voyage has an issue generating a general average, the carrier will have to engage its liability.

However, even if the carrier claims responsibility for the goods entrusted, it is important to consider the extent of that responsibility. In practice, the carrier's liability in case of disaster is regulated and limited by international conventions.

Transport costs and the pricing of freight are based on the weight and volume of goods transported, and then the limited liability of the carrier is based on the method of pricing of international transport as well (Ratio weight/volume):

- For ground transportation: 1T / 3m<sup>3</sup>.
- For air transport: 1T / 6m<sup>3</sup>.
- For shipping: 1T / 1m<sup>3</sup>.

In other words, if the carrier is found liable, the refund will be based on the weight of the damaged goods and not on the actual value of the goods. (You can't rely only on this liability because you need to get cargo insurance based on the value of goods).

### 5.2.2. Error and omissions:

Transporting cargo is more than loading and unloading cargo in a mode of transport. There is a lot of paperwork, agreements, and back-end agreements between freight forwarders and clients. These forms, papers and contracts are crucial to the freight's liability and duty. Any freight forwarder error can result in lawsuits, fines, or compensation payments.

An error and omission can include wrong routes, incorrect paperwork, and negligence during loading and unloading. Clients trust freight forwarders and have paid for the cargo to reach

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<sup>1</sup> <https://www.redasiainsurance.com/freight-forwarders-liability/>, (consulted on 4/28/2025 at 21:27)

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point B from point A at an agreed-upon time. A claim can occur when a freight forwarder liability error causes financial loss to clients.

For example, a freight forwarder accidentally left the products at the handover location and moved with only a portion of the total cargo. The cargo was severely delayed in this situation, causing the receiving clients financial and trust loss. Hence, the cargo company will have the right to sue, or the freight forwarding company will have to pay compensation due to the error.

Many errors and omissions like this can significantly cost the freight forwarder and damage the reputation.

### **5.2.3. Third-Party liability:**

Accidents can happen at any point during a journey, mainly when travelling by sea or land. These accidents can occur through collisions with other vehicles or property. When a freight forwarder's mistake causes an accident, the outcome can be costly and surprising. The affected third party may sue the freight forwarder for the cost of damage or injuries.

These accidents are more common when travelling on the road due to the number of vehicles and truck size. Routes can be narrow, and driving a huge truck through roads requires great skills and precision.

The freight forwarders' liability includes them having to pay legal, medical and compensation costs due to the third-party claim. These costs will add up to a large amount for the company and may affect future deals.

### **5.2.4. General Average:**

Like any other industry, the freight forwarder industry must follow certain regulations. These regulations can include laws, customs and country requirements. It is the freight forwarders' liability to do their part in following all rules and laws to make the process easier and smoother for carriers. Breaching a regulation or disturbing a country can result in massive fines, general average and lawsuits against everyone involved.

Even if a vehicle company breaches regulations, the freight forwarder will still be liable for a portion if there is a fine. Therefore, the most minor breach can result in costly fines or bans.

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The famous Egypt Canal blockage is an example of disturbing a country and breaching regulations. The enormous container ship accidentally wedged itself across Egypt's Suez Canal, blocking one of the world's busiest trade routes. The situation disturbed many other ships and the marine supply chain. As a result, the government fined the ship owner \$550 million.

In this case, the marine experts split the fine and 'general average' between ship owners, freight forwarders and cargo owners. A general average is a cost declared to help recover from the situation and make all involved share the losses. The cost can add up to a large amount in millions for a situation they had no control over.

## **6. Freight Forwarders' role in regulatory compliance:**

As mentioned earlier, various regulations and policies have been established by international conventions to organize maritime trade. Since Freight Forwarders are an important component of this trade, they must comply with these regulations and assist their clients navigating international laws and policies. Ensuring regulatory compliance helps mitigate a range of risks that companies may encounter during their import operations.

### **6.1. Classification of goods:**

Proper classification of goods is another critical responsibility. Freight forwarders must use the Harmonized Tariff Schedule (HTS) to classify goods accurately. This classification determines the applicable duties and taxes, as well as any import restrictions. Misclassification can result in incorrect duty payments and potential legal penalties. Therefore, freight forwarders must stay informed about the latest classification standards to ensure compliance.

### **6.2. Documentation Accuracy:**

One of the primary responsibilities of freight forwarders is to ensure the accuracy of all documentation related to the shipment of goods. This includes commercial invoices, packing lists, and bills of lading. Accurate documentation is essential for avoiding costly delays or penalties. Freight forwarders must verify that all documents accurately reflect the contents and value of the shipment, as discrepancies can lead to significant compliance issues.

### **6.3. Import/Export Restrictions:**

Freight forwarders must also be aware of any import or export restrictions that apply to the goods they are handling. These restrictions can include quotas, embargoes, and specific

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licensing requirements. Understanding and adhering to these restrictions is crucial for navigating complex compliance landscapes.

#### **6.4. Environmental and Security Compliance:**

Freight Forwarders must comply with international and national laws regarding the environment and security. It can be done for instance by selecting efficient shipping routes solutions that reduce fuel consumptions and greenhouse gas emission. When it comes to security, they can participate in security programs such as the Customs-Trade Partnership Against Terrorism (C-TPAT) and Authorized Economic Operator (AEO) mentioned earlier. In addition, they can use robust compliance software and automation tools. These digital tools reduce human error and enhance security compliance.

### **Conclusion to the chapter:**

In conclusion, this chapter offered a general yet insightful overview of the concept of freight forwarding and its key players—freight forwarders. After defining their roles, responsibilities, and functions, it becomes clear that freight forwarders are a vital component of maritime trade. Their expertise goes beyond logistical coordination; they also play a crucial role in ensuring regulatory compliance. This includes proper documentation handling, adherence to environmental regulations, and implementation of safety standards in cargo transportation.

It is very important to highlight that freight forwarders offer international coverage and insurance through their liability insurance, which provides extra protection. They also offer high-quality insurance services to their clients, so they do not have to search extensively. Additionally, their global presence ensures that clients can reach them anywhere in the world, providing wide accessibility.

By acting as intermediaries between shippers, carriers, and regulatory bodies, freight forwarders help streamline international trade operations while minimizing legal and operational risks.

## **Chapter 03:**

# **The Role of Freight Forwarders in Algeria's Maritime Transport Sector: The Case Study of Savino Del Bene Algeria**

### **Introduction to the Chapter:**

The role of Freight Forwarders is well defined and widely recognized worldwide. As intermediaries between importers and exporters, they play a crucial role in ensuring the smooth execution of trade operations.

In this chapter, we examine the role of Freight Forwarders in the Algerian market through an empirical study conducted at Savino Del Bene, one of the most well-known Freight Forwarding companies with a branch in Algeria.

Conducting this research at Savino Del Bene Algeria provided valuable insights into the current status of Freight Forwarders in Algeria, highlighting both their advantages and limitations within the country's maritime import sector.

This study includes:

1. A presentation of Savino Del Bene and its office in Algeria,
2. An explanation of the research methodology,
3. An analysis of the findings and results of the empirical study.

Through this research, we aim to better understand the role of Freight Forwarders in Algeria and their impact on trade operations.

### **Section 1: Presentation of Savino Del Bene Algeria Company**

In today's fast-paced global economy, efficient logistics and transportation are crucial for international trade. Savino Del Bene (SDB), a leading Freight Forwarding company headquartered in Florence, Italy, has been a key player in the global supply chain industry for over 125 years. Specializing in multimodal transportation, SDB offers a wide range of services resulting in building a strong reputation for efficiency, innovation, and customer-centric logistics solutions.

In this section, we will present briefly the group Savino Del Bene, and Savino Del Bene Algeria.

**1. Presentation of Savino Del Bene Group:**

Savino Del Bene (SDB) is a global Freight Forwarding and logistics company headquartered in Florence, Italy. With a presence in over 60 countries and more than 285 offices worldwide, SDB specializes in international shipping and supply chain management, offering air, sea, and land freight services, along with customs brokerage, warehousing, and logistics solutions.

**1.1. Historical background of Savino Del Bene Group**

As stated on their official website, "Our history: we have always challenged the concepts of time and space." This guiding principle has defined Savino Del Bene’s evolution from a regional Freight Forwarder to a global logistics leader. Founded in 1899 in Florence, Italy, the company has continuously expanded, establishing a strong presence worldwide while adapting to the ever-changing demands of international trade.

The historical background of Savino Del Bene can be summarized in the following diagram:

**Figure N°3.1: Historical background of Savino Del Bene Group**



**Source:** Established by ourselves inspired by Savino Del Bene official website:

<https://www.savinodelbene.com/over-120-years-of-history/>, (consulted on 2/18/2025 at 10am)

Savino Del Bene Group is one of the oldest logistics companies, and its long history reflects its ability to adapt and grow. It has become a unique Freight Forwarder, distinguished by its human touch, flexible solutions, and global presence in over 60 countries. With extensive experience ensuring safety and a commitment to continuous technological innovation, the company benefits from Savino Del Bene IT, which specializes in in-house system development to optimize logistics operations.

**1.2. Services of Savino Del Bene Group:**

Savino Del Bene Group offers a large range of services in order to ensure efficient, secure, and cost-effective shipping worldwide. Below we summarized the company’s main services:

**Table N°3.1: Savino Del Bene Group services**

Type of service	Services provided
Ocean freight	<ul style="list-style-type: none"> <li>• FCL and LCL shipping</li> <li>• Special equipment for specific cargo</li> <li>• Cargo tracking via INTTRA</li> </ul>
Air freight	<ul style="list-style-type: none"> <li>• Standard air shipment</li> <li>• Express for urgent shipment</li> <li>• Groupage</li> <li>• Hand carry for special deliveries</li> <li>• Charter for special or oversized cargo</li> </ul>
Overland freight	<ul style="list-style-type: none"> <li>• Trucking and rail for all kind of merchandises</li> </ul>
Warehouse	<ul style="list-style-type: none"> <li>• Pick and pack cross docking</li> <li>• E-commerce</li> <li>• Management of returns and quality control</li> </ul>
Customs clearance	<ul style="list-style-type: none"> <li>• Export and Import customs clearance</li> <li>• Compliance services</li> </ul>

**Source:** Established by ourselves inspired by Savino Del Bene official website:

<https://www.savinodelbene.com/services/>, (consulted on 2/20/2025 at 11am)

The company also offers insurance, logistics, and IT solutions to support its clients. These services help ensure cargo security, smooth supply chain management, and better digital tracking, making shipping more reliable and efficient.

**1.3. Certifications and authorizations:**

Savino Del Bene Group holds several key certifications and authorizations that ensure compliance with international standards and reinforce its reputation for quality, security, and sustainability. Here are the most important ones:

In the table below, we have chosen to present two important certifications of the Savino Del Bene Group along with their dates of attribution.

**Table N°3.2: Certifications of Savino Del Bene Group**

<b>Certification</b>	<b>Reason</b>	<b>Date</b>
UNI EN ISO 9001	Ensures high-quality management standards, improving efficiency and customer satisfaction	2015
GDP (Good Distribution Practices)	Guarantees safe pharmaceutical logistics and compliance with cold chain requirements	2013

**Source:** Established by ourselves inspired by Savino Del Bene official website <https://www.savinodelbene.com/certifications-and-authorizations/> (consulted on 2/21/2025 at 10 pm)

The certifications presented in the table reflect the company's commitment to operational excellence and regulatory compliance by ensuring management quality, customer satisfaction and compliance with international supply chain requirements.

In the table below, we have chosen to present two important authorizations of the Savino Del Bene Group along with their dates of attribution.

**Table N°3.3: Authorizations of Savino Del Bene Group**

<b>Authorization</b>	<b>Reason</b>	<b>Date</b>
GDP (Good Distribution Practices)	Guarantees safe pharmaceutical logistics and compliance with cold chain requirements	2013

AEO (Authorized Economic Operator)	Provides customs simplifications, faster clearance, and enhanced supply chain security	France 2016 Spain 2018 South Africa 2023
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**Source:** Established by ourselves inspired by Savino Del Bene official website <https://www.savinodelbene.com/certifications-and-authorizations/> (consulted on 2/21/2025 at 10 pm)

The authorizations presented in the table reflect the company’s efforts to streamline customs procedures, expedite clearance processes, and enhance supply chain security across multiple regions by ensuring safe logistic management, customs simplification and compliance with international supply chain requirements.

**1.4. Industries served by Savino Del Bene Group:**

For 125 years Savino Del Bene has been providing personalized shipping and logistics services designed to meet the requirements of our customers who operate in many different sectors. In fashion and luxury, it handles express deliveries and garment-on-hanger shipments for high-end brands. The company also specializes in food and beverage logistics, making sure products are transported safely, whether dry, refrigerated, or in bulk liquid form.

For pharmaceuticals and healthcare, Savino Del Bene follows strict safety and temperature regulations, ensuring the smooth delivery of medicines and medical equipment. In automotive and heavy industry, it helps with spare parts distribution and just-in-time deliveries, as well as transporting large equipment for oil, gas, and renewable energy projects.

The company also serves aerospace, furniture, flooring, and raw materials industries, shipping steel, chemicals, timber, and leather using specialized transport. With its global network and experience, Savino Del Bene showed its ability to manage all sectors despite their differences and in providing secure and efficient logistics solutions to each industry.

**2. Presentation of Savino Del Bene Algeria:**

Savino Del Bene expanded its operations into Algeria in 2016, recognizing the country’s strategic position in North African trade. The company first established its headquarters in Algiers, followed by branches in Bejaia (2020), Skikda (2020), and Oran (2021).

**Table N°3.4: Technical sheet of Savino Del Bene Algeria**

<b>Name of the company</b>	Savino Del Bene Algeria
<b>Date of Establishment</b>	2016
<b>Logo</b>	
<b>Slogan</b>	« <i>We ship the future</i> »
<b>Registration Number</b>	16B1010493
<b>Tax Identification Number (NIF)</b>	00161610104937900000
<b>Statistical Identification Number (NIS)</b>	001616510026748
<b>Capital</b>	8250000 DA
<b>Legal Form</b>	SARL
<b>Legal Status</b>	Private
<b>Workforce</b>	16
<b>Address</b>	Rue Marcello Fabri N01 Local 02 Les sources

**Source:** Elaborated by ourselves based on internal resources and data collected from the platform CNRC.

### **2.1. Services of Savino Del Bene Algeria:**

Savino Del Bene Algeria offers logistics and Freight Forwarding services, but its operations are not as advanced as those of the global group. The company provides fewer services but still manages to meet its clients' specific needs.

- Freight Forwarding (maritime, air and land transport)
- Customs Clearance & Documentation Management
- Consulting & Advisory for Importers

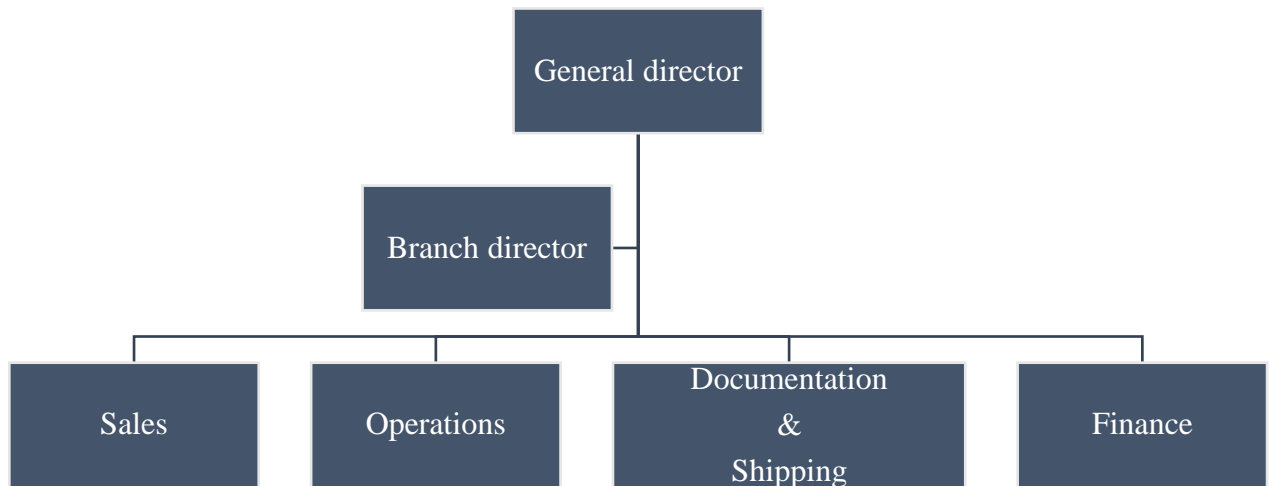
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## 2.2. Organizational chart of Savino Del Bene Algeria:

Like any other company, Savino Del Bene Algeria has a well-defined organizational chart that represents the company as a whole.

**Figure N°3.2: Organizational chart of Savino Del Bene Algeria**



**Source:** Established by ourselves based on internal resources and data collection.

The organization chart shows a functional structure consisting of a General Manager, Branch Manager, and four departments: Sales, Operations, Documentation & Shipping and Finance. Each department has a main manager.

This structure ensures a clear division of responsibilities, easy communication between the various departments, and rapid decision-making.

This structure is well suited to Savino Del Bene Algeria given its small size and activity.

### 2.2.1. Sales Department:

The sales department sells the company's services and contributes to its prosperity. It develops and manages a portfolio of customers and prospects. Its responsibility is to achieve commercial objectives. Tasks include:

- **Receive a purchase request** from a customer (company, individual, etc.) specifying the customer's needs (type of goods, destination, lead times, etc.).
- **Draw up a proposal (quotation):** Based on the analysis of the request, the sales agent prepares a detailed commercial proposal. This may include information on rates,

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possible routes, suggested modes of transport, delivery times, incoterms used and other relevant details.

- **Negotiation of terms:** Once the proposal has been submitted to the customer, negotiations may take place on the terms and conditions of the contract, including rates, additional services, payment terms, etc.
- **Order confirmation:** Once the terms have been accepted by the customer, a formal order confirmation is issued. This formally commits the Freight Forwarding company to providing the agreed services.

### **2.2.2. Documentation or shipping department:**

The documentation/shipping department organizes the follow-up of transported goods. It is the intermediary between the shipping line, the office and the final consignee. Its principal functions are:

- Requesting a booking from the shipping line
- Validation of documents (MBL, HBL and EUR 1)
- Sending the shipping line a letter of appointment
- Tracking the vessel until it arrives at the POD
- Collecting the notice of arrival and forwarding it to the customer
- Concluding the transaction with the customer or his forwarding agent, either with formalities for documentary exchange (release the customer on presentation of an original bill of lading (B/L) endorsed by the bank if it is in his name).
- Demurrage billing

### **2.2.3. Operations Department:**

#### **2.2.3.1. Customs clearance:**

This department is responsible for all aspects of goods clearance. A list of documents must be issued by the customer, containing:

- Commercial invoice issued by the bank
- Certificate of origin (an official document certifying the country of origin of the goods).

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- Certificate of conformity (an official document issued by a competent body or authority certifying that the goods conform to defined standards, specifications or regulatory requirements).
  - Packing list (a list containing all the information about the goods)
  - B/L (Master)

Once these documents have been received in full, they will be used in the goods clearance process.

- Prepare the EUR1 certificate if the goods originate from the European Union (benefiting from reduced or exempted customs duties under the Free Trade Agreement between the EU and other countries).
- Collect the Notice of Arrival from the shipping line and pay the exchange fee to receive the Delivery Note.
- Transmit the Delivery Note to the Freight Forwarder
- Validation of customs declaration
- Customs visit
- Liquidation of goods on document
- Payment of storage charges and removal of goods
- Verification of demurrage (paid if goods remain stationary in port longer than authorized).

#### **2.2.3.2. Billing:**

The billing department is responsible for invoicing the final customer for the various services provided.

Savino Del Bene's invoicing process can vary depending on the services provided. There are 5 different types of invoicing:

##### **2.2.3.2.1. Exchange invoice:**

An exchange invoice is generally associated with commercial transactions where goods or services are exchanged between the parties. This invoice documents the details of the exchange, including a description of the items exchanged, their quantity, value and the terms of the agreement.

**2.2.3.2.2. Release invoice:**

This is issued when a shipment arrives at its destination and the goods are ready for collection by the consignee. The release invoice often shows unloading, handling and other costs associated with releasing the goods.

**2.2.3.2.3. Freight invoice:**

Issued to document the costs associated with moving goods from one point to another. It usually includes details such as the mode of transport used, departure and arrival points, freight charges and other related costs.

**2.2.3.2.4. Customs clearance invoice:**

It documents the costs associated with customs formalities, taxes, duties and other charges related to the import or export of goods.

**2.2.3.2.5. Profit share invoice:**

This may be used in commercial arrangements where several parties are involved in a joint venture or project, and profits are shared according to prior agreement. This invoice details the distribution of profits between the different entities or business partners, specifying the amounts allocated to each.

Each type of invoice has its own specific headings, which can be divided into two categories: **services** and **disbursements**.

- Services are those performed for customers.
- Disbursements refer to the costs advanced by the company on behalf of its customer to cover various expenses related to the shipment of goods.

Once the invoice has been validated, it is sent to the final customer together with a packing slip as proof of receipt. The end customer must then pay the amount due to the company.

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## **Section 2: Methodological Approach of the Empirical Study**

In this section, we will define the methodological approach for our empirical study. Therefore, we opted for qualitative research through semi-structured interviews in addition to a comparative study between the importation process with and without a Freight Forwarder, in this case Savino Del Bene Algeria.

### **1. Qualitative research:**

“An interview is an oral, face-to-face relationship between two people, one of whom provides the other with information on a predetermined subject.”<sup>1</sup>

As a result, the interview is a preferred method for obtaining detailed and often confidential information on a specific subject. It involves a direct exchange between the interviewer and the interviewee in a question-and-answer session.

#### **1.1. The choice of the qualitative research:**

We chose the qualitative approach to collect the necessary data to analyze the impact of Freight Forwarders on the import process of Algeria's maritime transport sector, whether their influence is observed in terms of costs, delays or other factors. Additionally, to this approach helps define the nature of the relationship between Freight Forwarders and various stakeholders. Such insights can only be obtained through qualitative research based on semi-structured interviews.

#### **1.2. Presentation of the research tool:**

The purpose is to grasp the complexity of a phenomenon and understand how it is perceived by both the participants and the researcher through a collaborative process of meaning-making. The semi-structured interview fosters a conversational dynamic, allowing for interaction between the researcher and the interviewee. However, it is important to acknowledge three potential biases that may arise: biases related to the interview method, biases stemming from the social contexts of the participants, and biases influenced by the interview setting.<sup>2</sup>

To delve deeper into the subject of defining the role of Freight Forwarders in the maritime transport sector, we conducted semi-structured interviews with experts and professionals

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<sup>1</sup> CHABANI (Smain), OUACHRINE (Hassane) : « Guide de Méthodologie de la Recherche en Sciences Sociales », 1ère édition, 2013, Alger, p.72.

<sup>2</sup> Poupart : L'entretien de type qualitatif: considérations épistémologiques, théoriques et méthodologiques. Montréal: Gaëtan Morin, Edition (1997), p120 .

specializing in Freight Forwarding and maritime sector. This approach allowed us to gather valuable insights and perspectives from individuals with extensive experience in the field.

**Table 3.5: Profile of Interviewees**

<b>Name</b>	<b>Function</b>	<b>Date, hour and place of the interview</b>	<b>Duration of the interview</b>
Mr. Bouimont Medjdoub	Managing director of Savino Del Bene Algeria	On 2/10/2025 at 10 am At the company headquarters	40 min
Ms. Bouhadjari Ismahane	Supply chain and procurement manager	On 2/26/2025 at 6 pm Phone call interview	35 min
Mr. Oudjani Lies	Sales manager at CMA CGM	On 2/15/2025 at 11 am Phone call interview	35 min
Mr. Kherrat Yacine	Customs broker “Transit Kherrat”	On 2/11/2025 at 3pm At the customs broker’s office	50 min

**Source:** Established by ourselves

**1.3. The interview guide elaboration:**

Our interview guide is composed of 40 questions divided into four fundamental axes. The first for the definition and role of Freight Forwarders, the second to define the impact of Freight Forwarders, the third to understand the relation’s nature between Freight Forwarders and maritime companies and the last one is to define the link between Freight Forwarders and customs (see appendix n° 3.1).

We have structured our interview guide into two parts:

Firstly, a presentation of our object of research specifying that the information provided during the interviews will be used for purely scientific purposes.

Secondly, the body of the guide containing the semi-structured questions depending on each interviewee and the nature of information needed.

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## 1.4. Results Analysis:

### 1.4.1. Axis 1: Definition and Role of Freight Forwarders

In this section, we aim to precisely define the role and position of Freight Forwarders within the Algerian context. To achieve this, we conducted a semi-structured interview with Mr. Bouimont Medjdoub, the director of Savino Del Bene. We selected him for his extensive expertise and significant experience in the transport and logistics sector.

#### 1. Question 1: How does SDB handle the import process for its clients?

**Answer 1:** “SDB’s approach depends on the client’s request and the agreed Incoterm. There are two main aspects: **Pure maritime transport:** Involves only the sea freight process and **Full import process management:** Includes multiple logistics services tailored to client needs. In addition, SDB’s billing (package) includes: main freight costs, FOB placement fees, negotiation of destination-related charges, transit time planning, and a comprehensive case study. The company also handles the freight based on each Incoterms: **CFR (Cost and Freight):** The supplier (FRS) is responsible for selecting the freight service provider. SDB evaluates the overall logistics process, from factory departure to arrival at the Algerian port. **FCA (Free Carrier):** The importer bears all costs, including pre-shipment expenses. **FOB (Free on Board):** SDB provides competitive freight rates by consolidating volumes.

It’s also important to mention is that many shipping companies prefer CFR over FOB and may refuse FOB transactions unless dealing with select clients. Major shipping lines such as **ARKAS and Maersk** typically accept only a limited number of FOB transactions.

In addition, SDB has a special agreement with CMA CGM, allowing it to secure preferential tariff rates, which benefit importers who choose SDB’s services by reducing their overall shipping costs.”

**Analysis 1:** SDB handles the import process for its clients through two main approaches: pure maritime transport, focusing solely on sea freight, and full import process management, offering tailored logistics services. The company adapts its services based on the agreed Incoterms, such as CFR, FCA, and FOB, and provides competitive freight rates by consolidating volumes. SDB’s billing package includes main freight costs, FOB placement fees, and destination-related charge negotiations. Additionally, SDB has a special agreement with CMA CGM for preferential tariffs, reducing overall shipping costs for clients. The response highlights SDB’s flexibility, industry expertise, and client-centric approach.

**2. Question 2: What are the key differences between using SDB's services and importers managing the process themselves?**

**Answer 2:** *“When comparing SDB to working directly with shipping companies, SDB provides clear benefits. First, it has pre-negotiated contracts with carriers like CMA CGM, offering lower shipping costs, while direct dealings often mean higher standard rates. Second, the company manages the entire logistics process, including land transport and customs, whereas direct shipping only covers sea freight, leaving importers to handle other steps alone. In addition, the company also checks documents to avoid errors and delays, while importers working directly take on the risk of mistakes. Finally, SDB's efficient planning reduces extra costs and delays, while direct shipping can lead to unexpected fees and slower delivery.”*

**Analysis 2:** We can say that SDB provides significant added value to importers by managing the entire logistics process, from pre-negotiated freight rates to customs clearance and documentation checks. Importers who handle shipping themselves often face higher costs, greater risks of errors, and logistical complexities. Unlike direct dealings with shipping companies, which only cover sea freight, SDB offers a comprehensive service that minimizes unexpected fees and delays. This highlights the crucial role of Freight Forwarders in facilitating the import process and reducing operational burden for its clients.

**3. Question 3: What types of companies typically seek your services?**

**Answer 3:** *“SDB serves a wide range of businesses, including industrial companies, importers engaged in resale, and large corporations such as Schneider Electric and Nestlé. Even major companies with dedicated transit and logistics departments rely on us to manage their import processes efficiently.”*

**Analysis 3:** Savino Del Bene Algeria serves a wide range of customers, including those who have a dedicated transportation department. It demonstrates how highly valued and vital the company's services are.

**4. Question 4: Does SDB reduces import process costs for its clients? If yes, by what percentage?**

**Answer 4:** *“Yes, but the cost reduction is minimal, generally not exceeding 10%. And it's important to add that savings depend more on the actual process and its specific conditions. In some cases, any additional costs incurred can still be covered by the client.”*

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**Analysis 4:** Based on the response, even with low percentages, Freight Forwarders assist their customers in lowering their import expenses. Additionally, Freight Forwarders are not always in control of the many variables that affect the costs.

**5. Question 5: Does SDB reduces import process time for its clients? If yes, on average by how many days?**

**Answer 5:** *“The import process time is influenced by multiple factors beyond SDB’s control, such as customs clearance, port congestion, and shipping line schedules. However, SDB ensures efficient time management by reviewing each client’s case in advance. This includes optimizing documentation, coordinating with shipping companies, and anticipating potential delays, allowing for a smoother and more predictable import process. While external factors may cause delays, SDB’s proactive approach minimizes disruptions and enhances overall efficiency”*

**Analysis 5:** Because of their proactive approach and individualized management for every operation, Savino Del Bene Algeria can assist its clients in reducing the time required for the import process. However, the company is can’t manage every element in the whole process.

**6. Question 6: What are the main challenges SDB faces in the Algerian market?**

**Answer 6:** *“I think that the challenges faced by SDB are the same as the other Freight Forwarders in Algeria. The logistics sector in Algeria is evolving, but regulatory uncertainty remains a challenge. The government has yet to fully regulate or codify freight forwarding, creating a lack of clear operational guidelines. Additionally, the legal status of Freight Forwarders is not widely recognized, limiting their role in the market and making it harder for businesses to rely on their services with confidence.”*

**Analysis 6:** SDB Algeria, like other Freight Forwarders, faces challenges due to the lack of clear regulations in the country's maritime transport sector. The government has not fully defined the legal status of Freight Forwarders, which creates uncertainty and limits their role in the market. This makes it harder for businesses to trust and rely on their services. As a result, SDB must adapt to these conditions while working towards better recognition and clearer regulations in the industry.

**7. Question 7: Why do some importers choose to handle the import process themselves instead of using Freight Forwarders?**

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**Answer 7:** *“In my opinion, the main reason is historical. Maritime companies began commercial operations in Algeria around 1995-1996, and since then, local businesses have relied exclusively on them for import operations. As a result, even after Freight Forwarders entered the market, businesses remained accustomed to working directly with maritime companies, making it difficult to break this pattern. This contrasts with Morocco and Tunisia, where Freight Forwarders are more commonly used. Additionally, some importers believe that managing imports independently helps them save money and prefer not to pay a third party for operations they feel capable of handling themselves.”*

**Analysis 7:** According to the answer, Algerian businesses mainly depend on maritime companies due to historical reasons. These companies play a key role in the import process, making it hard for Freight Forwarders to compete. To gain trust and recognition, Freight Forwarders need to show how their services can improve and simplify the import process.

**8. Question 8: What opportunities do you see for the growth of Freight Forwarding services in Algeria? Do you think importers will turn into using Freight Forwarders more?**

**Answer 8:** *“The growth of Freight Forwarding in Algeria depends on clearer regulations and legal recognition of the industry. Currently, many businesses remain hesitant to outsource logistics due to a lack of awareness or trust in Freight Forwarders. To drive adoption, market education and a clear demonstration of the cost-benefit advantages will be essential in encouraging more companies to rely on Freight Forwarding services.”*

**Analysis 8:** Freight Forwarders have all their chances to grow in Algeria but it depends on the participation of all the concerned parties.

**1.4.2. Axis 2: The Impact of Freight Forwarders**

In this section, we aim to precisely define the impact of Freight Forwarders on the import process. To achieve this, we conducted a semi-structured interview with Ms. Bouhadjari Ismahane, Supply chain and procurement manager at Schneider Electric Algeria, selected for her extensive experience in supply chain management.

**1. Question 1: How long have you been using SDB's services?**

**Answer 1:** *"We have been working with SDB for about 4–5 years."*

**Analysis 1:** SARL Schneider Electric Algeria has been working with Savino Del Bene for about 4–5 years.

**2. Question 2: How did you manage your import process before using SDB's services?**

**Answer 2:** *"We have always used Freight Forwarding companies, so the process has always been the same."*

**Analysis 2:** SARL Schneider Electric Algeria is a multinational company and according to their regulation, it's mandatory to use a Freight Forwarder for their export and import operations even with the presence

**3. Question 3: What was your main reason for choosing a Freight Forwarder for your import process?**

**Answer 3:** *"We mainly use a Freight Forwarder, in this case, SDB Algeria, for customs clearance and managing the local process—meaning handling the merchandise upon its arrival in Algeria. This also includes land transport from the port to our warehouse."*

**Analysis 3:** SARL Schneider Electric Algeria relies on Savino Del Bene Algeria primarily for customs clearance and managing goods after arrival in Algeria, including inland transportation. For the international shipping process, they work with Savino Del Bene in the export country, which coordinates the shipment before it reaches Algeria. This division of tasks ensures a smoother import process, with each Freight Forwarder handling its respective stage efficiently.

**4. Question 4: Have your import costs decreased since using SDB's services?**

**Answer 4:** *"If we consider the overall cost, the answer is no. However, regarding transit costs, there has been a reduction because SDB Algeria negotiates competitive rates with maritime companies. Additionally, as a multinational company operating worldwide, we place great importance on selecting the right Freight Forwarder. We cannot work with just any provider. Since SDB Algeria is a well-known international Freight Forwarding and logistics company, we are confident in receiving high-quality service and international insurance coverage."*

**Analysis 4:** While the total import cost has not decreased, transit costs have been reduced due to SDB Algeria's ability to negotiate favorable freight rates with maritime companies. Their

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partnerships allow for lower transportation costs, contributing to some savings. However, beyond cost reduction, the company prioritizes secure and efficient shipment handling, as well as international insurance coverage, ensuring the reliability of their supply chain.

**5. Question 5: Has your import time improved since using SDB's services?**

**Answer 5:** *"If we, as a company, were to negotiate directly with a maritime company, we might struggle to secure both the best rates and optimal shipping schedules. This is because maritime companies prioritize filling their required cargo volumes, which we often cannot provide alone. SDB Algeria, however, negotiates large cargo volumes for multiple clients, allowing them to obtain more competitive rates and better shipping availability. Additionally, they work closely with leading maritime companies in key ports, particularly specializing in European routes, ensuring cost-effective and efficient transport solutions."*

**Analysis 4:** Import time can improve slightly because Freight Forwarders combine shipments from different clients. This helps fill ships faster, leading to earlier departures and better shipping schedules. By working with major maritime companies, they can also secure more reliable and cost-effective transport options.

**6. Question 6: What challenges have you faced in the import process, with or without a Freight Forwarder?**

**Answer 6:** *"We face two main challenges in our import process. The first is obtaining quick solutions and responses to urgent situations. For example, we once needed an urgent delivery from the Port of Marseille to the Port of Hungary. The estimated transit time was about a month, which was too long for our needs. However, thanks to the expertise of our Freight Forwarder at the time, we were able to reduce the transit time from one month to just four days. Without their intervention, we would have faced a major challenge in securing the cargo on time. The second challenge is ensuring sustainability in our operations, which is a key priority for our company. As SDB Algeria offers sustainable freight solutions, this allows us to align our logistics with our environmental commitments. That being said, these challenges also apply when working with Freight Forwarders. Not all of them can provide quick and effective solutions or meet sustainability requirements. This is why selecting the right Freight Forwarder is crucial to overcoming these challenges successfully."*

**Analysis 6:** The two main challenges faced by the company while working with a Freight Forwarder are receiving fast and quick solutions to urgent operations or situations while ensuring sustainability.

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**7. Question 7: In your opinion, why do some importers choose to handle the import process themselves instead of using a Freight Forwarder?**

**Answer 7:** *“In Algeria, the use of EXW and CIF Incoterms is prohibited because they involve the supplier (exporter) paying for freight insurance, whereas Algerian regulations require importers to use local insurance. As a result, the most commonly used Incoterms are **CFR and CPT**, meaning that the supplier is responsible for transportation up to the destination port in Algeria. Consequently, importers only manage the local process, which often eliminates the need for a Freight Forwarder on their side. However, the exporter may still choose to work with a Freight Forwarder. Additionally, as a multinational company handling around **70 import shipments per month**, we require a Freight Forwarder to efficiently manage the complexity and volume of our operations. In contrast, smaller companies with lower import volumes may find it more practical to handle the process themselves. It's also important to note that the **use of Freight Forwarders is not yet systematic among Algerian importers**. Unlike European companies, where working with Freight Forwarders is standard practice, many Algerian importers prefer to manage logistics independently, reflecting a different business culture.”*

**Analysis 7:** The limited use of certain Incoterms in Algeria, such as EXW, restricts importers' options and reduces the need for Freight Forwarders in some cases. Since suppliers are often responsible for transportation up to Algeria's ports, many importers only manage the local process themselves. This makes the role of Freight Forwarders less visible in imports. Additionally, unlike in Europe, where Freight Forwarders are widely used, many Algerian importers still prefer to handle logistics independently, reflecting a different business approach. However, for large companies managing high import volumes, Freight Forwarders remain essential for efficiency.

**1.4.3. Axis 3: The Partnership Between Freight Forwarders and Maritime Companies**

In this section, we aim to precisely define the partnerships existing between Freight Forwarders and Maritime companies within the Algerian context. To achieve this, we conducted a semi-structured interview with Mr. Oudjani Lies, Sales manager at CMA CGM, selected for his extensive experience in maritime transportation.

**1. Question 1: What is your experience working directly with importers?**

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**Answer 1:** *“My experience includes understanding customer needs, especially for large enterprises with specific logistical requirements. I provide tailored transport solutions, ensuring smooth port-to-port operations.”*

**Analysis 1:** The maritime company has experience working with Algerian importers and managing freight according to their specific needs. Their role is to ensure smooth transport operations.

**2. Question 2: From your experience, is there a difference in working with Freight Forwarders versus working directly with importers?**

**Answer 2:** *“Yes, there is a difference. Freight Forwarders act as intermediaries, offering comprehensive logistics solutions, including documentation management, customs clearance, and multimodal transport options. When working directly with importers, the process is often more straightforward, but importers must handle all logistics themselves. Freight Forwarders bring added value by managing complex shipments and ensuring compliance with regulations.”*

**Analysis 2:** The role of Freight Forwarders cannot be overlooked, even in the Algerian context as they provide added value that maritime companies cannot. Their intervention particularly important in complex shipments that require a higher level of organization and expertise which neither importers nor maritime companies alone can fully handle.

**3. Question 3: In your opinion, do Freight Forwarders help reduce import costs and delays?**

**Answer 3:** *“Freight Forwarders can optimize costs by offering multimodal transport solutions, such as combining sea, air, and land freight. This approach can reduce maritime costs in certain cases. However, in terms of transit time, the impact is not always significant, as it depends on the specific logistics setup and shipping routes.”*

**Analysis 3:** **Freight Forwarders help reduce the import costs** offering the best logistics and transportation solutions for their clients' needs. For example, they can combine different transport modes to optimize costs based on the specifics of each shipment. However, their impact on reducing transit time depends on various external factors such as shipping routes and logistics organization.

**4. Question 4: Why do some importers choose to handle the import process themselves instead of using Freight Forwarders?**

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**Answer 4:** *“Some importers prefer to manage the process directly with the shipping company because their operations are relatively simple, and they have a strong understanding of transit procedures, customs regulations, and Incoterms. Freight Forwarders, however, add value in more complex operations by offering specialized logistics services that shipping companies do not provide, such as end-to-end supply chain management.”*

**Analysis 4:** The intervention of Freight Forwarders is more beneficial with complex operations. Many Algerian importers prefer handling shipment on their own, relying on their knowledge of transit procedures. However, Freight Forwarders become essential when shipments require specialized logistics services beyond basic transport management.

**5. Question 5: What opportunities do you see for improving the collaboration between maritime companies and Freight Forwarders?**

**Answer 5:** *“Freight Forwarders and maritime companies are complementary. Freight Forwarders bring business to shipping lines by consolidating cargo from multiple clients, while shipping companies provide the freight transport itself. Strengthening partnerships through better communication and integrated logistics solutions could enhance overall efficiency.”*

**Analysis 5:** Strengthening partnerships between Freight Forwarders and maritime companies requires better communication and more integrated logistics solutions. Since both parties depend on each other —Freight Forwarders bringing business and maritime companies providing transport—improving collaboration could enhance efficiency in the import process.

**6. Question 6: How do you see the role of Freight Forwarders evolving in the future?**

**Answer 6:** *“Freight Forwarders will likely expand their role beyond traditional intermediaries by enhancing their logistics solutions. They may strengthen their expertise in areas like warehousing, distribution, and value-added services, such as supply chain optimization and digital tracking systems. By diversifying their service offerings while specializing in high-demand logistics solutions, they can create more opportunities and increase their value in the supply chain.”*

**Analysis 6:** According to his answer, the future of Freight Forwarders in Algeria will likely involve expanding their role beyond simple intermediaries. By offering more advanced logistics solutions, such as warehousing, distribution, and digital tracking systems, they can increase their value and create new opportunities in the supply chain.

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**1.4.4. Axis 4: The link between Freight Forwarders and customs**

In this section, we aim to precisely outline the linked between Freight Forwarders and customs. To achieve this, we conducted a semi-structured interview with Mr. Kherrat Yacine, customs broker, selected for his extensive experience in customs procedures in the Algerian market.

**1. Question 1: What is your experience working directly with importers?**

**Answer 1:** *“The first step is identifying clients who require a **customs agent**. This can be done by approaching potential clients at ports or visiting their headquarters directly—there are multiple ways to find clients. After that, we present our services while ensuring full nationwide coverage, as we have another **transit office** in Skikda. Using the new **ALCES customs system**, we provide pricing to clients. If the client agrees, they must then submit a complete file containing all the necessary documents for the operation. It is also important to note that **procedures and required documents vary depending on the type of goods**, as each product is subject to specific regulations that must be taken into account.”*

**Analysis 1:** We can say that the customs agent plays a crucial role in guiding importers through the administrative and regulatory aspects of the import process. Their approach involves actively seeking clients, presenting services, and ensuring worldwide coverage. The use of ALCES customs system allows them to provide pricing efficiently, but the complexity of import procedures depends on the type of goods, requiring a tailored approach for each case.

**2. Question 2: From your experience, is there a difference in working with Freight Forwarders versus working directly with importers?**

**Answer 2:** *“Overall, there isn't a major difference, but the key distinction is a significant reduction in workload and communication pressure. Working with a Freight Forwarder allows us to manage multiple clients while maintaining a single communication channel, which makes operations more streamlined and allows us to focus on other aspects of our work. It is also important to highlight that Freight Forwarders play a crucial role at the international level. Unlike customs agents, who mainly operate within the national territory, Freight Forwarders intervene even before the shipment of goods, ensuring smoother logistics coordination. By working with a Freight Forwarder (such as SDB), we benefit from international representation, which enables us to track shipments and make the necessary preparations before the cargo even arrives in Algeria. Additionally, Freight Forwarder services are particularly valuable in large-scale contracts since they have access to essential data, global representation, international presence, and insurance coverage. It is also worth noting that in Europe, the primary choice of*

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*exporters is to work with Freight Forwarders to simplify and streamline logistics operations. However, at the request of their clients, for strictly financial and commercial reasons (cost reduction), they may opt instead for an authorized customs broker, who can handle the same logistical steps as a Freight Forwarder.”*

**Analysis 2:** The main difference between working with Freight Forwarders and importers is the reduction of workload and communication efforts. Freight Forwarders act as intermediaries, allowing customs agents to manage multiple clients more efficiently through a single contact point. They also play a key role in international logistics by coordinating shipments before they arrive in Algeria, ensuring smoother operations. Their services are particularly valuable in large-scale contracts due to their global presence, access to logistics data, and insurance coverage. In Europe, exporters mainly rely on Freight Forwarders to simplify logistics, but in some cases, they may choose customs brokers for cost-saving reasons.

**3. Question 3: Do Freight Forwarders help to reduce the time required for customs clearance?**

**Answer 3:** *“No, Freight Forwarders do not significantly reduce the time required for customs clearance at the national level. Their primary role is not to handle the customs process directly but rather to advise, guide, and coordinate logistics for importers. However, at the international level, Freight Forwarders play a crucial role in optimizing shipping times. They help select the most efficient transit routes, advise clients on expected transit times, and coordinate the shipment from the Port of Loading (POL) to Algeria. By carefully planning transportation and ensuring compliance with international shipping regulations, they help prevent unnecessary delays before the goods even reach the Algerian port.”*

**Analysis 3:** Freight Forwarders do not significantly reduce the time required for customs clearance at the national level, as their role is more focused on advising and coordinating logistics rather than directly handling customs procedures. However, at the international level, they play a key role in optimizing shipping times by selecting efficient transit routes, advising clients on expected transit durations, and ensuring compliance with international regulations. Their intervention helps prevent delays before the goods reach Algeria, making the customs process smoother upon arrival. Therefore, their impact is more noticeable in export operations rather than in the customs clearance process itself.

**4. Question 4: What challenges do you face when dealing with businesses directly versus through Freight Forwarders?**

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**Answer 4:** *“When dealing directly with importers, several challenges arise. Many Algerian importers are not fully familiar with the customs clearance process and often expect quick results without understanding the necessary procedures. Additionally, when advised to work with a Freight Forwarder, they are often reluctant to pay extra fees for these services, even though it could streamline their operations. Another common issue is that importers may fail to provide all the required documents or incomplete information about the cargo, leading to customs complications. Moreover, poor communication between the importer and the customs agent can create additional problems, often causing delays in clearance. On the other hand, when working with Freight Forwarders, the main challenge is the lower profit margin compared to working directly with importers. Freight Forwarders set competitive pricing standards, which reduces the earnings of transit agents. However, despite the lower margins, collaborating with Freight Forwarders offers significant advantages. It helps increase the visibility and international recognition of our transit bureau, as Freight Forwarders operate across multiple markets and connect with various global logistics networks.”*

**Analysis 4:** Although the customs clearance process can be difficult with or without a Freight Forwarder, it appears to be more difficult in the absence of one. In addition to having poor communication with the customs agent, many Algerian importers are not fully aware of the required processes, which makes the import and clearance process more challenging for the customs agent. Working with a Freight Forwarder, on the other hand, may reduce the customs agent's profit margin but it has several benefits, including increased visibility and global reputation for the transit bureau.

## **2. Comparative Analysis Between the Import Process With and Without a Freight Forwarder:**

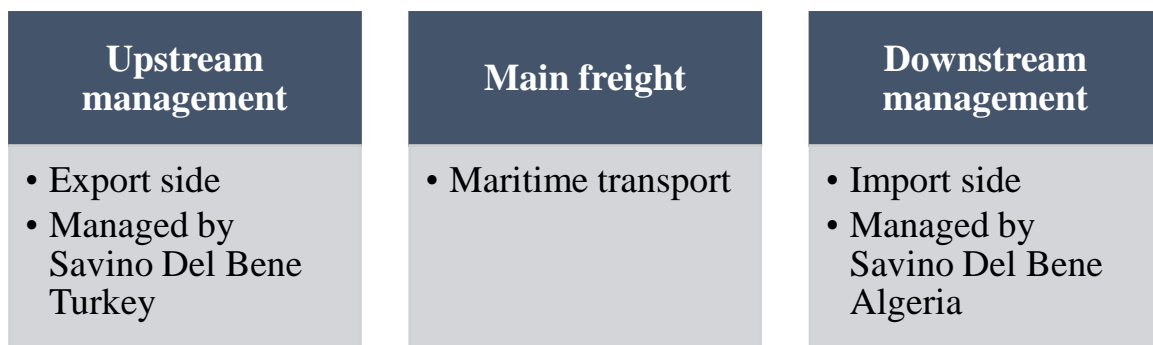
This section examines the differences between the import process with and without a Freight Forwarder. Since Savino Del Bene Algeria operates as a Freight Forwarder, we will analyze one of its import operations. Then, based on the conducted surveys and our understanding, we will outline the import process without a Freight Forwarder. The goal of this analysis is to clearly define the role and impact of Freight Forwarders in Algeria's maritime transport sector.

### **2.1. Case study: Import operation with a Freight Forwarder (Savino Del Bene)**

It’s the case of the company SARL Schneider Electric Algeria, who imported 1 x 20' container and 4 x 40' containers for Electrical equipment via a ship called SCARLETTA of the maritime company MSC. The supplier (exporter) is the Turkish company RENKLER INT IC VE DIS TICARET A.S, the commercial invoice was issued on **February 12, 2024**. The merchandise was shipped on **December 6, 2024** to Port of Algiers, Algeria. The same day, the HBL was sent by Savino Del Bene Turkey to the exporter on. The merchandise arrived on **December 14, 2024** the maritime company MSC notified SARL Schneider Electric Algeria on the arrival of its goods by sending the **arrival notice**. (see appendix N°3.2.)

This operation can be divided in 3 essential phases summarized in the figure below.

**Figure N° 3.3: Phases of import process with a Freight Forwarder**



**Source:** Elaborated by ourselves

**2.1.1. Upstream management by Savino Del Bene Turkey:**

Since the supplier (exporter) is situated in Turkey, then Savino Del Bene Turkey takes control of the first phase of the operation.

The contractual agreement between SARL Schneider Electric Algeria and RENKLER INT IC VE DIS TICARET A.S. includes several key elements:

- Applied incoterm: CFR
- Payment terms: Cash Against Documents
- Mode of delivery: Sea freight
- Quotation request: The importer SARL Schneider Electric Algeria, submits a quotation request to its supplier, RENKLER INT IC VE DIS TICARET A.S., via email.
- Supplier quotation: includes the value of the goods, packaging cost, FOB handling and main transport (sea freight), items details such as quantities, unit prices, and total prices.

All costs up to the loading of the goods on board the vessel are included in the item price, in accordance with the CFR Incoterm.

The importer reviews the quotation and validates the commercial terms. Once the agreement is finalized, the importer sends an official purchase order to the supplier.

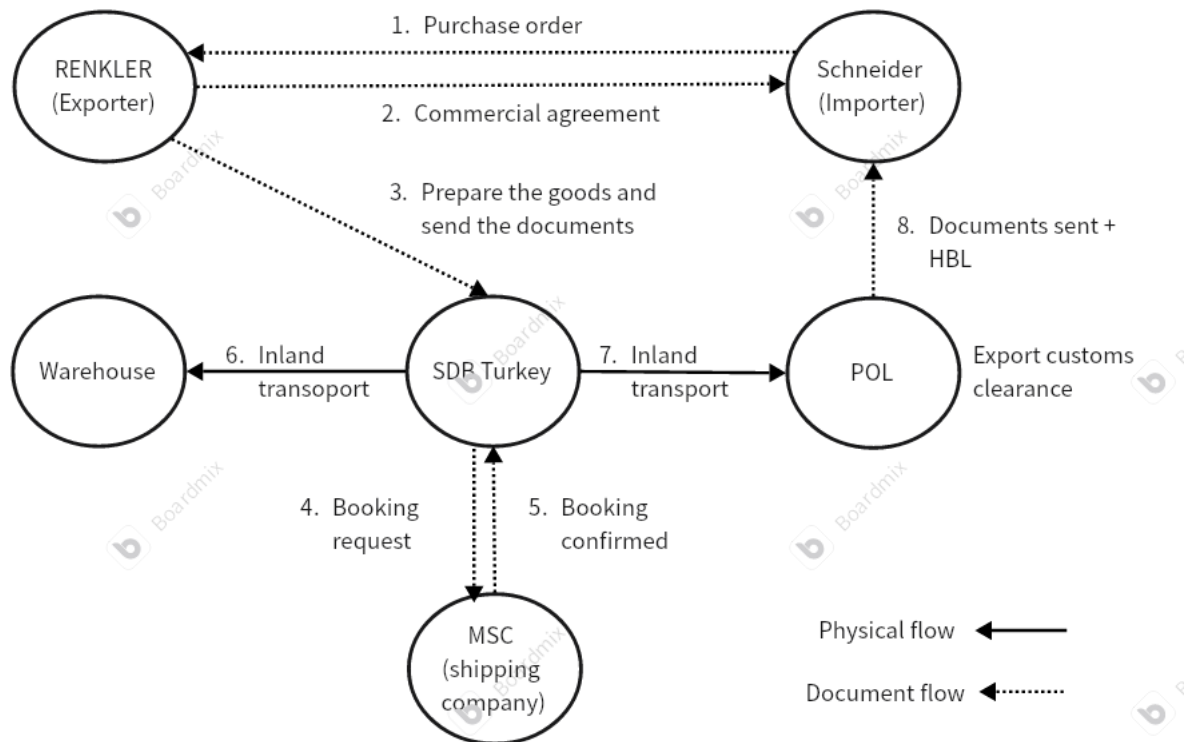
The supplier proceeds with preparing the goods and issuing the required documents to Savino Del Bene Turkey such as Original commercial invoice, original packing list, certificate of origin., certificate of conformity, other documents according to the type of merchandise. In this case, the merchandise doesn't require specific documents. Of course, here the transport management is assigned to Savino Del Bene Turkey to ensure international logistics.

Once the preparation of the goods and the issuing of the necessary documents are completed, the international transport by sea must be organized in order to ship the goods to their final destination – port of Algiers.

First, Savino Del Bene Turkey submits a container booking request to the shipping company MSC, specifying the number and type of containers, port of loading (POL) and port of discharge (POD) and the pick-up date from the factory to the port. The maritime company validates the request and sends a booking confirmation. Savino Del Bene Turkey collects the empty containers and transports them to the supplier. After loading, the containers are transported directly to the port. Once arrived, Savino Del Bene Turkey handles the export customs clearance (EX1) before the vessel departs and at the same time a draft BL is sent to the supplier for validation. Once the containers are loaded on board, the Freight Forwarder confirms the vessel's departure date to the supplier. The supplier transmits the required documents to the importer for processing at the port of destination (POD).

Below, we summarized the first phase of the import process with the intervention of a Freight Forwarder.

**Figure N°3.4: Upstream management of the import operation**



**Source:** Elaborated by ourselves according to the data collected

### 2.1.2. During the main freight:

During this phase, both Savino Del Bene Turkey and Savino Del Bene Algeria continuously track the shipment in real time to ensure smooth transit and adherence to the planned schedule.

For instance, tracking the vessel using maritime logistics platforms, management of potential issues, verifying that the documents sent are in order for customs clearance upon arrival by Savino Del Bene Algeria. So here we can notice that the documents have been verified the first time by SDB Turkey, and then directly sent to SDB Algeria for a second verification even, before the arrival of the goods to the port of Algiers.

### 2.1.3. Downstream Management (After Arrival at Destination):

After RENKLER INT IC VE DIS TICARET A.S ships the goods and sends the required documents to its clients SARL Schneider Electric Algeria, the importer must domicile the commercial invoice. The shipment arrived on **December 14, 2024**, and MSC notified Savino

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Del Bene Algeria of its arrival, providing and **Arrival Notice** that includes the total amount payable by the importer.

The security deposit is handled by Savino Del Bene, as it pays an annual deposit to the shipping company. However, if the importer were to manage the operation independently, they would be required to pay 250,000 DA for a 20-foot container and 500,000 DA for a 40-foot container.

SARL Schneider Electric Algeria sends a check for payment, after which MSC issues the Delivery Order on **December 23, 2024**. Savino Del Bene Algeria then forwards the original documents—domiciled commercial invoice, Bill of Lading, Delivery Order, Certificate of Origin, Certificate of Conformity, Packing List, and other required documents—to the customs broker for clearance. The customs declaration is validated in the **ALCES** system on **December 23, 2024**, with the physical inspection scheduled for **December 26, 2024**. The customs clearance process is finalized on **December 30, 2024**, and the cargo pickup is scheduled for **January 6, 2025**. If the free storage period of 21 days is exceeded, the importer will be required to pay demurrage fees.

The importer pays import customs clearance, warehousing at the port and the DTHC which are the costs for the handling of containers at the port of destination. It includes container loading or unloading, and other costs such as control/inspection, storage and other port tasks. The costs vary per port and per country and are charged by the shipping company.<sup>1</sup>

The importer also pays the demurrage fees (**see appendix N°3.3**). The period before starting counting the demurrage fees depends on the client. Big clients get longer periods (more than 21 days).

Since the operation is carried out via a Freight Forwarder, the importer pays the service fee to SDB Algeria. We unfortunately couldn't get the exact price and how much the company charges for her services. However, generally, the services fees are not very high and the client is usually able to pay.

According to the chosen incoterm, in this case – CFR, the exporter pays all the costs until the arrival to the port of destination including the cost from production site to the port of loading,

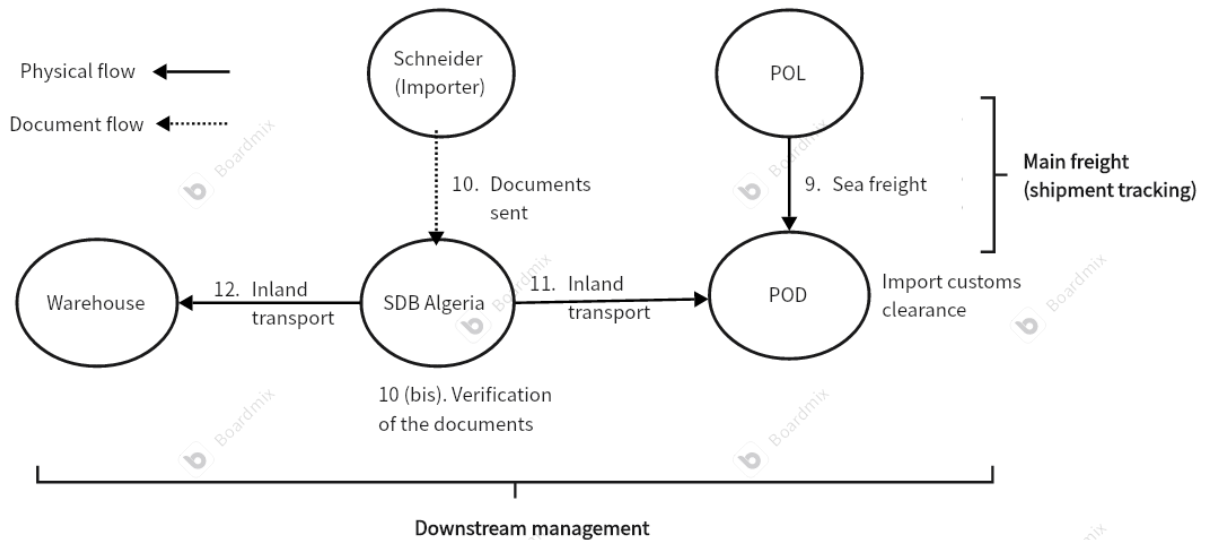
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<sup>1</sup> [siam-shipping.fr, https://siam-shipping.fr/infos-logistique/frais-manutention-terminal-definition-types-couts/#:~:text=Les%20DTHC%20\(Destination%20Terminal%20Charge,et%20d'autres%20missions%20portuaires](https://siam-shipping.fr/infos-logistique/frais-manutention-terminal-definition-types-couts/#:~:text=Les%20DTHC%20(Destination%20Terminal%20Charge,et%20d'autres%20missions%20portuaires), (consulted on 3/9/2025 at 11:20)

export customs, THC which are terminal handling charges on departure and the maritime freight to the port of destination.

Below, we summarized the second and last phase of the import process with the intervention of a Freight Forwarder.

**Figure N°3.5: The main transit and the downstream of the import operation**



**Source:** Elaborated by ourselves according to the data collected

**2.2. Case study: Import operation without a Freight Forwarder**

In this section, we attempt to reconstruct the same case study without the involvement of Savino Del Bene. This reconstruction is based on insights from previous interviews and a comprehensive understanding of the process. Unfortunately, we were unable to obtain a real case study without a Freight Forwarder, as Savino Del Bene Algeria is itself a Freight Forwarder and does not have the necessary data on import operations conducted without one.

**2.2.1. Upstream Import Management (Handled Directly by the Importer):**

Without a Freight Forwarder, SARL Schneider Electric Algeria would be responsible for negotiating and finalizing the commercial terms directly with RENKLER INT IC VE DIS TICARET A.S. The importer would need to manage all aspects of the shipping agreement, including:

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- Applied Incoterm: CFR
  - Payment Terms: Cash Against Documents
  - Mode of Delivery: Sea Freight
  - Quotation Request: SARL Schneider Electric Algeria submits a quotation request to the supplier.
  - Supplier Quotation: Includes all costs up to loading on board, as well as quantities, unit prices, and total prices.

After finalizing the agreement, SARL Schneider Electric Algeria must issue an official purchase order and ensure compliance with the required regulations.

The supplier, RENKLER INT IC VE DIS TICARET A.S., prepares the goods and issues the necessary documents, including the original commercial invoice, packing list, certificate of origin, and certificate of conformity. Since the transport management is not assigned to a Freight Forwarder, SARL Schneider Electric Algeria must directly oversee the logistics process.

Without a Freight Forwarder, SARL Schneider Electric Algeria must handle the international transport's logistics directly by:

- Submitting a booking request to MSC.
- Managing container pickup and transportation to the supplier's factory.
- Ensuring export customs clearance (EX1) before departure.
- Verifying and approving the Bill of Lading (BL) draft.
- Coordinating with the supplier to receive the necessary shipping documents for processing at the port of destination.

Additionally, it is important to note that maritime companies usually take one week to send the Bill of Lading (BL) to the importer. However, in the case of Savino Del Bene Turkey, they draft and send the House Bill of Lading (HBL) on the day of the vessel's departure.

This additional responsibility requires a dedicated logistics team within SARL Schneider Electric Algeria to handle the complexities of international shipping and customs procedures.

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**2.2.2. During the Main Freight:**

Unlike in the previous scenario where Savino Del Bene Turkey and Savino Del Bene Algeria ensured continuous tracking, SARL Schneider Electric Algeria must rely on its own logistics team or an external tracking service to monitor the vessel's status. The company must also verify all required documents to ensure that customs clearance at the destination port proceeds without delays.

**2.2.3. Downstream Management (After Arrival at Destination):**

Upon arrival at the Port of Algiers on **December 14, 2024**, MSC notifies SARL Schneider Electric Algeria directly. The importer must handle the following tasks:

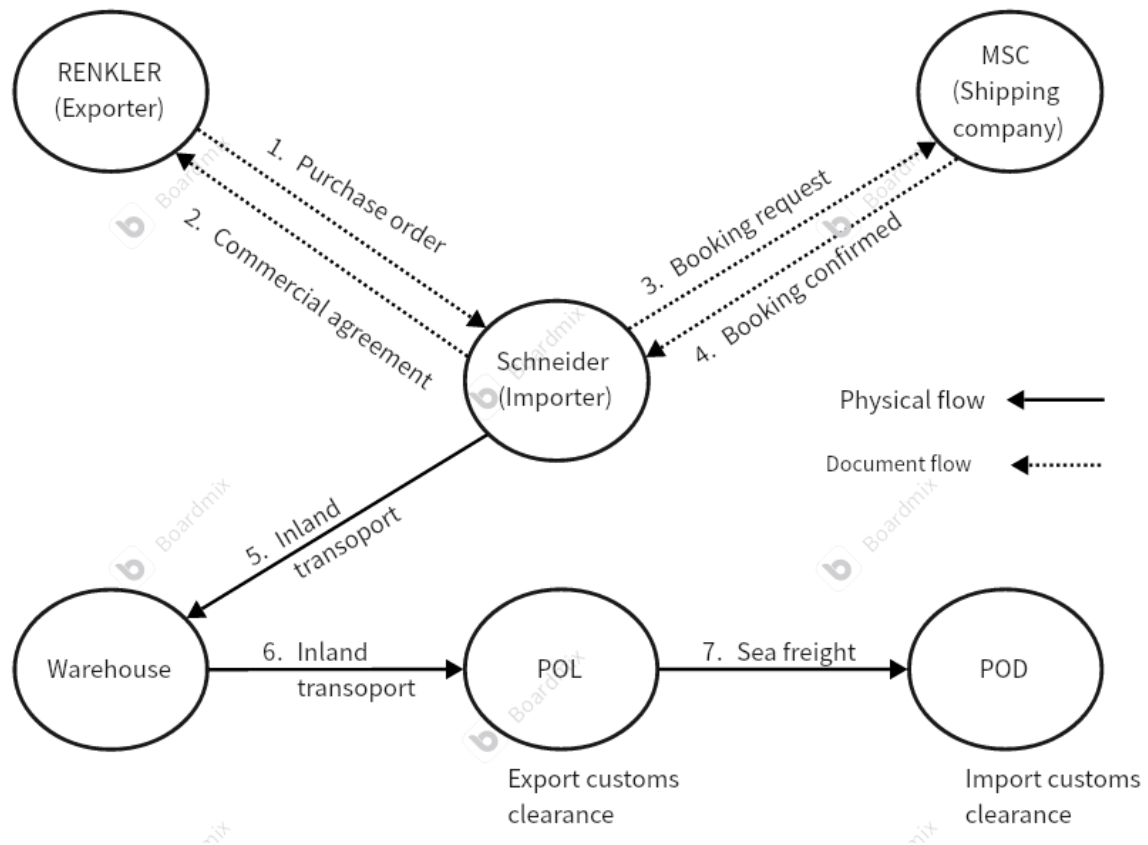
- Domicile the commercial invoice with the bank.
- Pay the total amount due to MSC and obtain the Arrival Notice.
- Arrange payment of the security deposit for the containers, which amounts to 250,000 DA per 20-foot container and 500,000 DA per 40-foot container. Unlike in the case with Savino Del Bene, where the Freight Forwarder covers this as part of an annual agreement, SARL Schneider Electric Algeria must make these payments upfront.
- Obtain the Delivery Order from MSC after payment confirmation, which was issued on December 23, 2024.
- Submit the original documents to a customs broker for clearance, including the domiciled commercial invoice, Bill of Lading, Delivery Order, Certificate of Origin, Certificate of Conformity, and Packing List.
- Validate the customs declaration in the ALCES system on December 23, 2024.
- Undergo physical inspection on December 26, 2024, before finalizing customs clearance on December 30, 2024.
- Schedule cargo pickup on January 6, 2025.

Additionally, without a Freight Forwarder managing the operation, SARL Schneider Electric Algeria must ensure compliance with customs regulations and pay any demurrage fees if the 21-day free storage period is exceeded.

The importer in this case pays the same costs, despite Savino Del Bene Algeria services fees. And therefore logically, he pays less.

Below, we summarized all the 3 phases of the import process without a Freight Forwarder in one figure.

**Figure N°3.6: Import process without a Freight Forwarder**



**Source:** Elaborated by ourselves according to the data collected

### **Section 3: Findings and Recommendations**

In this section, we will present in details the results of the qualitative research and the comparative study. We will analyze the data collected, highlighting the main findings. In addition, we will propose some recommendations to ameliorate current practices and optimize future performance. These recommendations will only be based on our observations and current

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practices around the world. The goal is to make the role of Freight Forwarders more visible in the Algerian business environment and promote their use for import and export operations.

**1. Synthesis of the findings:**

During our internship at Savino Del Bene Algeria, we used a qualitative approach by collecting data through semi-structured interviews with managers, as well as a comparative study between two operations with and without a Freight Forwarder. These methods enabled us to synthesize the research findings on our theme, presented below:

**1.1. Synthesis of the qualitative research:**

The qualitative research, based on semi-structured interviews with industry professionals, provided valuable insights into the role of Freight Forwarders in Algeria's import operations.

1. Algerian importers often prefer dealing directly with maritime companies due to historical trade habits and long-established trust. Unlike in some other markets where Freight Forwarders are essential, in Algeria, their role remains secondary. Companies like Savino Del Bene (SDB) primarily intervene in national operations, handling customs clearance, inland transport, and logistics coordination. However, many importers are still able to manage these tasks independently, reducing the perceived necessity of Freight Forwarding services.
2. The legal status of Freight Forwarders in Algeria remains unclear, creating uncertainty around their role in the supply chain. Additionally, restrictions on certain Incoterms, such as EXW and CIF, limit the importer's flexibility and reduce reliance on Freight Forwarders. The absence of clear government policies supporting and promoting Freight Forwarding services further restricts their adoption in the market.
3. Freight Forwarders bring value by optimizing logistics, verifying documentation, securing preferential freight rates, and offering multimodal transport solutions. However, their impact on cost reduction is minimal—generally under 10%—which leads many importers to believe they can achieve similar cost savings by managing their imports independently. Additionally, time savings remain inconsistent, as factors like customs procedures and port congestion—beyond the control of Freight Forwarders—continue to impact overall efficiency.
4. Finally, while the role of Freight Forwarders in Algeria's import operations is somewhat limited, they play a much more significant role in export processes. Freight Forwarders

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manage the entire export cycle, from negotiations and logistics planning to ensuring compliance with international shipping regulations. However, since Algeria is primarily an importing country, this limits the visibility and influence of Freight Forwarders within the national market.

### **1.2. Synthesis of the comparative study:**

The comparison between import operations with and without a Freight Forwarder highlights key differences such as:

1. First, when handling the import process independently, the importer avoids paying service fees associated with a Freight Forwarder. However, this also means taking on the responsibility of managing various logistics tasks. In contrast, working with a Freight Forwarder like Savino Del Bene (SDB) provides access to negotiated freight rates with maritime companies and structured logistics management. While this ensures a more organized process, it also comes with additional costs for the services provided.
2. Second, without a Freight Forwarder, the importer must oversee every step of the operation, from arranging transportation to managing documentation and customs clearance. This requires a higher level of expertise and effort. A Freight Forwarder simplifies these processes by ensuring proper coordination, minimizing documentation errors, and reducing the administrative burden—especially for large or complex shipments.
3. Third, importers handling the process alone may experience delays due to documentation errors or lack of coordination with customs authorities. Freight Forwarders offer expertise in document validation and real-time shipment tracking, which helps ensure a smoother process. However, in Algeria, the customs clearance timeline remains largely dependent on regulatory constraints and procedural inefficiencies, meaning that Freight Forwarders do not always significantly reduce clearance time.
4. In addition, Freight Forwarders provide additional risk-mitigation services such as cargo tracking, insurance, and contingency planning, offering greater security throughout the import process. In contrast, importers managing shipments independently have limited access to these protective measures and must rely on their own logistics networks to address potential risks.

5. Finally, while working with a Freight Forwarder introduces additional costs, it also brings operational efficiencies, reduced risks, and improved logistics coordination, making it a valuable option for importers with complex supply chain needs.

**1.3. General synthesis:**

According to the research, we can say that the role of Freight Forwarders in Algeria’s import operations remains limited due to several factors, including market structure, historical trade practices, and legal uncertainties. While Freight Forwarders provide valuable services such as logistics coordination, customs clearance support, and risk mitigation, many Algerian importers prefer managing their shipments independently, especially for low-frequency or small-scale imports.

The comparative analysis demonstrates that Freight Forwarders do not necessarily reduce costs but can offer operational efficiencies by minimizing documentation errors, negotiating competitive freight rates, and providing multimodal transport solutions. However, time savings are not guaranteed, as various external factors—such as customs procedures, port congestion, and regulatory inefficiencies—still impact the overall import process.

Despite these limitations, Freight Forwarders play a crucial role in handling complex logistics, particularly for large-scale or high-frequency import operations. Their impact is more evident in exports, where they manage the entire process from negotiation to final delivery. However, as Algeria remains predominantly an importing country, their full potential is yet to be realized.

We may conclude with a SWOT analysis of Savino Del Bene Algeria to outline its strengths, weaknesses, opportunities, and threats.

**Table N° 3.6: SWOT Analysis of Savino Del Bene Algeria**

<b>Strengths</b>	<b>Weaknesses</b>
<ul style="list-style-type: none"> <li>- Strong international reputation</li> <li>- Wide range of services (sea, air and road transport, as well as customs clearance)</li> <li>- Local presence: Presence in several Algerian cities (Algiers, Bejaia, Skikda, Oran), reinforcing proximity to customers and local markets.</li> </ul>	<ul style="list-style-type: none"> <li>- Absence of a well-defined legal framework for Freight Forwarders in Algeria.</li> <li>- Complex regulations in Algeria make customs clearance a complex process.</li> </ul>

	- Importers’ dependence on maritime companies due to historical and cost-related factors.
<b>Opportunities</b>	<b>Threats</b>
<ul style="list-style-type: none"> <li>- Growth opportunities thanks to infrastructure development (roads, ports, etc.) in Algeria</li> <li>- Partnerships and collaborations with local and international market players.</li> <li>-</li> </ul>	<ul style="list-style-type: none"> <li>- Increased competition from other Freight Forwarding and transport companies.</li> <li>- Variability of fuel costs, exchange rates, etc.</li> <li>- Global crises affecting international trade, such as the Red Sea crisis</li> </ul>

**Source:** Established by ourselves

**2. Recommendations:**

Based on the results and findings of the qualitative and comparative analysis, we suggest some general recommendations that may help in making the impact of Freight Forwarders more noticeable to Algerian importers. Some of these recommendations can be helpful for Savino Del Bene Algeria and some of them are more general and depends on other factors.

- ❖ Establishing a well-defined legal framework that clearly outlines the role of Freight Forwarders.
- ❖ Savino Del bene Algeria can engage with government entities and trade associations to advocate for clearer Freight Forwarding regulations
- ❖ Savino Del Bene Algeria can expand and develop export related services in order to showcase more their role in the international trade
- ❖ Strengthening even more partnerships and collaborations with different stakeholders
- ❖ Savino Del Bene Algeria and other Freight Forwarders in Algeria can participate in national events in order to promote their services and make them known to the Algerian public.
  
- ❖ Freight Forwarders in Algeria can partner with universities and training centers to introduce specialized logistics and Freight Forwarding programs, ensuring that future professionals understand the industry's importance.
- ❖ Freight Forwarders in Algeria can focus more on handling large and high-value import/export operations to better showcase their role. Smaller import/export operations can often be managed by importers themselves.

- ❖ The Freight Forwarding market in Algeria remains highly competitive; therefore, Savino Del Bene Algeria can adjust its service fees to make them more attractive and competitive, helping to secure more clients.

### **Conclusion to the chapter:**

To conclude this chapter, we can confirm that Freight Forwarders have a real impact on Algeria's maritime import sector, even though their role is not always well recognized by all importers. They provide important services such as logistics coordination, customs clearance, and transport management, which help businesses handle their shipments more efficiently.

However, many Algerian importers prefer to work directly with maritime companies, mainly due to past business practices, cost concerns, and legal uncertainties. This has made the role of Freight Forwarders less visible, even though they can help reduce risks, manage documents properly, and improve supply chain efficiency.

The study also shows that Freight Forwarders play a much bigger role in export operations than in imports. Since Algeria mainly imports goods and has a limited number of export activities, their full potential is not yet fully used. Their role will become more important if Algeria develops its exports and improves its trade regulations.

For this reason, it is important to support and develop the role of Freight Forwarders to improve trade operations. This can be done by clarifying their legal status, encouraging cooperation between logistics players, and increasing awareness among importers about the advantages of using Freight Forwarding services. By making the import and export process more efficient, Freight Forwarders can help strengthen Algeria's trade sector and support economic growth.

# **General Conclusion**

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The objective of this research was to analyze the impact of Freight Forwarders on the import process within Algeria's maritime transport sector. Our aim was to understand the value they add to international logistics operations and whether their role is as significant in Algeria as it is globally.

In the theoretical framework, we defined key concepts such as international maritime trade, the role of Freight Forwarders, and the structure of Algeria's import process. Globally, Freight Forwarders are recognized as essential actors due to the complexity of logistics, customs procedures, and documentation requirements. Their role is to optimize costs, ensure time efficiency, and coordinate among various supply chain players. However, in the Algerian context—primarily import-driven—their presence and influence remain limited.

Through semi-structured interviews conducted during our internship at Savino Del Bene Algeria and a comparative study of import processes with and without a Freight Forwarder, we identified several key findings. First, Algerian importers tend to handle their operations directly with maritime companies, bypassing Freight Forwarders. This preference can be attributed to historical trade practices, a lack of legal recognition for Freight Forwarders, and the generally less complex nature of Algerian import operations. Additionally, the restrictive use of Incoterms often reduces the Freight Forwarder's scope of responsibilities in Algeria, thereby limiting their overall impact on cost and time optimization.

Despite these limitations, our research **confirms the first hypothesis**: Savino Del Bene Algeria does bring added value to its clients' import operations by managing document compliance, customs clearance, inland transportation, shipment tracking, and communication—services that are not typically provided by maritime companies.

The **second hypothesis is also validated**: collaborations between Freight Forwarders and various stakeholders (suppliers, customs agents, shipping companies) enhance the efficiency of import operations, particularly by facilitating smoother coordination and better pricing strategies.

However, the **third hypothesis**—that Freight Forwarders have a significant impact on time and cost reduction—was only **partially confirmed**. In Algeria, this impact remains limited due to external constraints such as customs delays, port inefficiencies, and underdeveloped infrastructure. Moreover, the absence of quantitative data on cost and time savings prevented a more detailed analysis in this regard, which stands as a limitation of our research.

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# **APPENDICES**

## List of Appendices

### Chapter 01:

<b>N°</b>	<b>Title</b>	<b>Page</b>
<b>1</b>	Commercial invoice	<b>I</b>
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<b>N°</b>	<b>Title</b>	<b>Page</b>
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<b>2</b>	Arrival notice	<b>VIII</b>
<b>3</b>	Demurrage fees	<b>IX</b>







## Appendix N°1.4: Bill of Lading

See website for large version of the reverse | Ver página Web para términos y condiciones | Смотрите веб-сайт для ознакомления с условиями и положениями | 提单的条款和条件详情请见网站 | www.mscevva.ch

 <b>MEDITERRANEAN SHIPPING COMPANY S.A.</b> 40, avenue Eugène Pittard, 1206 GENEVA, Switzerland Tel: +41 22 703 8888 Fax: +41 22 703 8787 Website : www.mscevva.ch		<b>BILL OF LADING No. MSCU</b> <b>NON-NEGOTIABLE COPY</b>		"Port-to-Port" or "Combined Transport" (see Clause 1)
SHIPPER:		NO. & SEQUENCE OF ORIGINAL B/L's		NO. OF RIDER PAGES
CONSIGNEE: This B/L is not negotiable unless marked "To Order" or "To Order of..." here.		CARRIER'S AGENTS ENDORSEMENTS: (Include Agent(s) at POD)		
NOTIFY PARTIES: (No responsibility shall attach to the Carrier or to his Agent for failure to notify - see Clause 20)				
VESSEL & VOYAGE NO. (see Clauses 8 & 9)	PORT OF LOADING	PLACE OF RECEIPT: (Combined Transport ONLY - see Clauses 1 & 5.2)		
BOOKING REF. (or) SHIPPER'S REF.	PORT OF DISCHARGE	PLACE OF DELIVERY: (Combined Transport ONLY - see Clauses 1 & 5.2)		
PARTICULARS FURNISHED BY THE SHIPPER - NOT CHECKED BY CARRIER - CARRIER NOT RESPONSIBLE (see Clause 14)				
Container Numbers, Seal Numbers and Marks	Description of Packages and Goods (Continued on attached Bill of Lading Rider page(s), if applicable)		Gross Cargo Weight	Measurement
<div style="position: absolute; bottom: 10px; right: 10px; font-weight: bold;">TOTALS:</div>				
FREIGHT & CHARGES	Cargo shall not be delivered unless Freight & Charges are paid (see Clause 16).		RECEIVED by the Carrier in apparent good order and condition (unless otherwise stated herein) the total number or quantity of Containers or other packages or units indicated in the box entitled Carrier's Receipt for carriage subject to all the terms and conditions hereof from the Place of Receipt or Port of Loading to the Port of Discharge or Place of Delivery, whichever is applicable. IN ACCEPTING THIS BILL OF LADING THE MERCHANT EXPRESSLY ACCEPTS AND AGREES TO ALL THE TERMS AND CONDITIONS, WHETHER PRINTED, STAMPED OR OTHERWISE INCORPORATED ON THIS SIDE AND ON THE REVERSE SIDE OF THIS BILL OF LADING AND THE TERMS AND CONDITIONS OF THE CARRIER'S APPLICABLE TARIFF AS IF THEY WERE ALL SIGNED BY THE MERCHANT.  If this is a negotiable (To Order / of) Bill of Lading, one original Bill of Lading, duly endorsed must be surrendered by the Merchant to the Carrier (together with outstanding Freight and charges) in exchange for the Goods or a Delivery Order. If this is a non-negotiable (straight) Bill of Lading, the Carrier shall deliver the Goods or issue a Delivery Order (after payment of outstanding Freight and charges) against the surrender of one original Bill of Lading or in accordance with the national law at the Port of Discharge or Place of Delivery whichever is applicable.  IN WITNESS WHEREOF the Carrier or their Agent has signed the number of Bills of Lading stated at the top, all of this tenor and date, and wherever one original Bill of Lading has been surrendered all other Bills of Lading shall be void.	
DECLARED VALUE (only applicable if Ad Valorem Charges paid - see Clause 7.3)	CARRIER'S RECEIPT (No. of Cntrs or Pkgs rcvd by Carrier - see Clause 14.1)		SIGNED on behalf of the Carrier MSC Mediterranean Shipping Company S.A. <b>MSC SHENZHEN</b>	
PLACE AND DATE OF ISSUE	SHIPPED ON BOARD DATE			

Standard Edition - 12/2007

TERMS CONTINUED ON REVERSE ↴

### **Appendix N°3.1: Interview guide**

As part of the research for my Master's thesis in International Business at the School of Higher Commercial Studies (EHEC), I am exploring the topic: "The Impact of Freight Forwarders on the import process of Algeria's maritime transport sector." I kindly request your valuable collaboration by answering a few questions related to this subject. Please be assured that all the information you provide will be used solely for academic purposes. I sincerely thank you for taking the time to participate in this study.

#### **The director of Savino Del Bene Algeria**

##### **Axis 01: Definition and Role of Freight Forwarders**

1. What is your position ?
2. How many years of experience do you have in freight forwarding?
3. How does SDB handle the import process for its clients?
4. What are the key differences between using SDB's services and importers managing the process themselves?
5. What types of companies typically seek your services?
6. Does SDB reduces import process costs for its clients? If yes, by what percentage?
7. Does SDB reduces import process time for its clients? If yes, on average by how many days?
8. What are the main challenges SDB faces in the Algerian market?
9. Why do some importers choose to handle the import process themselves instead of using Freight Forwarders?
10. What opportunities do you see for the growth of Freight Forwarding services in Algeria?  
Do you think importers will turn into using Freight Forwarders more?

#### **Client of Savino Del Bene Algeria**

##### **Axis 02: The Impact of Freight Forwarders**

1. What is the company's name?
2. Which industry is it in?
3. How long have you been importing goods?
4. How did you manage your import process before using SDB's services?
5. What was your main reason for choosing a Freight Forwarder for your import process?
6. Have your import costs decreased since using SDB's services?

7. Has your import time improved since using SDB's services?
8. What challenges have you faced in the import process, with or without a Freight Forwarder?
9. In your opinion, why do some importers choose to handle the import process themselves instead of using a Freight Forwarder?

### **Maritime company representative**

#### **Axis 03: The Partnership Between Freight Forwarders and Maritime Companies**

1. What is the company's name?
2. What is your position?
3. How many years of experience do you have in the maritime industry?
4. What is your experience working directly with importers?
5. From your experience, is there a difference in working with Freight Forwarders versus working directly with importers?
6. In your opinion, do Freight Forwarders help reduce import costs and delays?
7. Why do some importers choose to handle the import process themselves instead of using Freight Forwarders?
8. What opportunities do you see for improving the collaboration between maritime companies and Freight Forwarders?
9. How do you see the role of Freight Forwarders evolving in the future?

### **Customs broker**

#### **Axis 04: The link between Freight Forwarders and customs**

1. What is company's name?
2. What is your position?
3. How many years of experience do you have in the maritime industry?
4. What is your experience working directly with importers?
5. From your experience, is there a difference in working with Freight Forwarders versus working directly with importers?
6. Do Freight Forwarders help to reduce the time required for customs clearance?
7. What challenges do you face when dealing with businesses directly versus through Freight Forwarders?

**Appendix N°3.2: Arrival notice**

SARL MSCA MEDITERANEEAN SHIPPING COMPANY

Coopérative Et. N°11 Les Sources, Bd. Mustapha Pacha 16000 Alger  
 N.I.F.: 900010001303265 RC: 16/9013032-B-90 A/R: 16092001212 N°S: 9 000 1601 02973 57  
 Tél: 023 54 19 60, 023 54 19 63, 023 54 19 52 Fax: 023 54 19 71  
 Banque: AOB-03200001385280120823 Capital 3 800 600 D.A

**AVIS D'ARRIVEE**

Ref Navire: SCARLETTA voy Escale: 24 01-153 Accostage: 14/12/2024 Gros 0, Change:133 6538 B/L: MEDUFH205249 Nbr Conteneurs: 20 / 1 40' 4 Nbr Colis: 120, Poids Brut: 61 055,00 KG TARE: 19 800,00 KG Port de Chargement: ALIAGA MRN: 24A0001000202ICS CRN: 24A0001000202ICS-0017 Quali: 23, Poste: 1 Lieu de Livraison: ALGER PORT	Client: A00707 SARL SCHNEIDER ELECTRIC ALGERIE NR 02 BIS ROUTE D'OULED FAYET DELY IBRAHIM ALGER ALGERIA
--	---

Article	Description Marchandise
17	CASES PARTS OF IRON AND STEEL

Fret et Debours	Montant (DZD)
Fret	
Peages	1 950.48
Timbre sur B/L	1 000.00

Produits	Montant (DZD)
Prest. Agence Imp	202 700.00
Frais Restitution	48 900.00

Total Produits	251 600.00
Montant TVA (19%)	47 804.00
Total Debours	2 950.48
<b>Total TTC (DZD)</b>	<b>302 354.48</b>

En cas de paiement en especes, montant du timbre: 2 500,00 DZD

Veillez vous munir du connaissance original endosse au moment de l'échange. Dans le cas d'un connaissance original « a ordre » un endossement lisible et complet est indispensable pour l'opération de décharge. Avant de procéder aux formalités d'échange, vous êtes invités de transmettre à nos services vos coordonnées complètes et celles de vos clients incluant leur NIF. Tous les règlements de nos factures doivent se faire par chèque, virement ou versement en espèces.

Tarifs Surestaries pour les chargements apres le 01/01/2024:

Conteneurs Standards/High Cube: Franchise 15 jours, Mont Depot avance sur Cntr: 250 000.00 DA 20' / 500 000.00 DA 40'  
 -Du 16eme au 22eme jr 20' 24 USD/Jr 40' 44 USD/Jr 45.51 USD/Jr, Du 23eme au 60eme 20' 44 USD/Jr 40' 84 USD/Jr; 45.97 USD/Jr A partir du 61eme jr 20' 60.60 USD/Jr  
 Equipements Spectaux (Open Top, Flat, Tank, Plateforme): Franchise 15 jours, Mont Depot avance sur Cntr: 300 000.00 DA 20' / 600 000.00 DA 40'  
 -Du 16eme au 22eme jr 20' 30 USD/Jr 40' 60 USD/Jr, Du 23eme au 60eme 20' 55USD/Jr; 40' 100 USD/Jr. A partir du 61eme jr: 20' 60 USD/Jr 40' 120 USD/Jr  
 Conteneurs Frigos (Reefers): Franchise 3 jours, Mont Depot avance sur Cntr: 400 000.00 DA 20' / 800 000.00 DA 40'  
 -Du 4eme au 8eme jours 20' 55 USD/Jr 40' 110 USD/Jr; A partir du 9eme jour 20' 110 USD/Jr 40' 240 USD/Jr

Les frais de surestaries des conteneurs doivent être payés au plus tard 07 jours calendaires apres leur restitution. Les dommages constatés a l'anivement doivent être signalés et constatés de façon contradictoire a l'Expert Maritime dont les coordonnées figurent sur l'Interchange.

Les conteneurs doivent être restitués sans dommages, propres, sans aucune trace d'écoulement de produits et sans résidus d'emballage. Dans le cas contraire, tous les frais en découlant seront a la charge du client. Les étiquettes des produits dangereux doivent être retirées complètement du conteneur avant la restitution par le client. La SARL MSCA n'est pas tenue par l'obligation d'aviser sa clientèle de l'arrivée de ses marchandises.

**Appendix N°3.3: Demurrage fees****SARL MSCA MEDITERANEAN SHIPPING COMPANY**

Cooperative En - Nahar N 11 Les Sources, Bir Mourad Rais 16000, Alger  
 N.I.F.: 000016001303265 RC: 16/0013032-B-00 Art: 16092001212  
 Tel : 023 54 19 60, 023 54 19 63, 023 54 19 52 Fax: 023 54 19 71  
 Banque.: AGB 03200001385280120823 Capital: 3.800.000 D.A

**Facture ALGD25/00257/Surestaries**

Le 08/01/2025

Pour le compte de l'Armateur: Mediterranean shipping company

Doit: NIF: 000016001303265	Code: A00707 Ref: 1000515427	Transit:	Code: 007594
SARL SCHNEIDER ELECTRIC ALGERIE		SAVINO DEL BENE SARL	

B/L: MEDUFH205249	Escale: 24/01/163	Navire: SCARLETTA	Du: 14/12/2024
-------------------	-------------------	-------------------	----------------

Echange effectue le: 23/12/2024 Recu N: 17374 Chargement le: 06/12/2024

Monnaie: USD Taux: 133,654 Date debut facturation: 04/01/2025  
 Du 1er Au 15eme: 0, Du 16eme Au 22eme: 24 USD, Du 23eme Au 70eme: 44 USD, Du 71eme Au 90eme: 0 USD

N Conteneur	Type	Restitue Le	Jour	Montant (1)	Jour	Montant (2)	Montant (3)	(1)+(2)+(3)
CAIU377904/6	20'DV	08/01/2025	1	3 207,69	4	23 523,07	0,00	26 730,76
MSDU411618/0	40'DV	08/01/2025	4	44 907,68	1	5 880,77	0,00	50 788,45

MONTANT	FRAIS FIXES	TVA	TIMBRE	TOTAL FACTURE
77 519,21	0,00	0,00	0,00	77 519,21

Franchise: 21 jrs, Arretee la presente facture a la somme de:

13/01/2025 11:15:44

SOIXANTE DIX SEPT MILLE CINQ CENT DIX NEUF DZD ET VINGT UN CENTIMES

**SERVICE FACTURATION**

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