

# 第 1 章

## Chapter 1

### 国际贸易运输概述

### Overview of International Trade Transport

#### Learning Objectives:

1. Master basic modes and objects of international cargo transport;
2. Get to know the nature, roles and new development trends of international transport;
3. Master business scope of international freight agent and specify the roles of international freight agent for international trade, identify different types of freight forwarders and transport intermediaries;
4. Describe the strategic constraints on the choice of transport mode.

#### 引导案例

##### 苏伊士运河堵塞影响全球贸易

苏伊士运河建成于 1869 年,可连接地中海和红海,是欧洲到亚洲的最短航道,约 12% 的世界贸易量都通过这条人造运河。2021 年 3 月 23 日,中国台湾长荣集团旗下巴拿马籍货轮“长赐号”在苏伊士运河搁浅,该船长达 400 米、宽近 60 米、排水量达 22 万吨,几乎完全侧着身子在运河中停了下来,而苏伊士运河在这一段只有 24 米深、205 米宽,实在没有太大操纵空间,因此导致欧亚之间最重要的航道之一——苏伊士运河被切断。运河两端停留了许多满载的油轮,船上装载着来自沙特阿拉伯、俄罗斯、阿曼和美国的石油。截至 2021 年 3 月 29 日,共有 450 艘船只因“长赐号”搁浅事故被卡住。其他船只则转向绕道非洲南端更长的路线。3 月 29 日,“长赐号”成功重新上浮,苏伊士运河货轮搁浅危机解除。“长赐号”搁浅 6 天,一度阻断约 12% 的全球贸易流通,对运河管理部门、等待通航的船只、等待货物的零售商等而言,都意味着将面临巨额损失。德国保险公司安联的研究显示,搁浅导致的苏伊士运河封锁或使全球贸易每天损失 60 亿~100 亿美元,这次事件也反映了全球供应链的脆弱性。

资料来源: 苏伊士运河[EB/OL]. (2024-07-18). [https://baike.baidu.com/item/%E8%8B%8F%E4%BC%8A%E5%A3%AB%E8%BF%90%E6%B2%B3/312602?fromModule=search-result\\_lemma](https://baike.baidu.com/item/%E8%8B%8F%E4%BC%8A%E5%A3%AB%E8%BF%90%E6%B2%B3/312602?fromModule=search-result_lemma).

运输是人和物的载运与输送。运输是随着商品生产和商品交换而产生、发展的,没有运输,进行商品的交换是不可能的。按照运送对象,运输可分为货物运输与旅客运输。货

物运输又可按照地域划分为国内货物运输与国际货物运输。

Transportation is the carrying and conveying of people and things. Transportation comes into being and develops with the production and exchange of goods. Without transportation, it is impossible to exchange goods. According to the object of transport, transportation can be divided into cargo transport and passenger transport. Cargo transport can also be divided into domestic cargo transport and international cargo transport according to the scope of transport.

## 1.1 国际贸易运输的概念及发展 (Concept and Development of International Trade Transport)

### 1.1.1 国际贸易运输的概念(Concept of International Trade Transport)

国际货物运输是货物在国家与国家、国家与地区之间的运输。从广义上讲,其泛指交通运输部门、外贸部门或其他货主和货运代理人办理的运输业务。(这三方面业务的工作性质是有区别的,但又是密不可分的。)通常其是指按照国际公约和国际惯例,遵照有关国家的法律规定,由货方与承运方签订并履行运输合同,将商品从出口国运送到进口国的经济行为。

International freight transport is the conveyance of goods between countries or regions. Broadly speaking, it refers to transport operations carried out by transport enterprises, foreign trade companies, or other cargo owners and freight forwarders. (The nature of work in these three areas of business is distinct but inseparable.) It is usually an economic activity in which goods are transported from the exporting country to the importing country in accordance with international conventions and practices, and in compliance with the legal provisions of the countries concerned, through the conclusion and fulfillment of a contract of carriage between the shipper and the carrier.

国际货物运输按照运输对象的性质可分为国际贸易物资运输和国际非贸易物资(如展览品、援外物资、个人行李、办公用品等)运输。由于国际货物运输主要是国际贸易物资运输,非贸易物资的运输往往只是贸易物资运输部门的附带业务,所以,国际货物运输通常又被称为国际贸易运输,对一个国家来说就是对外贸易运输。

International cargo transport can be divided into international trade goods transport and non-tradable goods (such as exhibits, foreign aid goods, personal baggage, and office supplies) transport according to the nature of the object of transport. Since international cargo transport is mainly the transport of goods for international trade, and the transport of non-tradable goods is often the incidental business of the transport company, international cargo transport is often referred to as international trade transport, which for a country is foreign trade transport.

在国际贸易中,进出口商品在空间上的流通范围更加广阔,运输工作更是不可缺少的

重要环节。商品运输是合同履行过程中标的交付的一个重要环节。商品成交后,通过运输,按照约定的时间、地点和条件把商品交给对方,贸易的全过程才最后完成。

In international trade, the circulation scope of imported and exported commodities is wider in space, making transportation an indispensable and important link. Cargo transportation is an important part of contract performance. After the transaction of goods, they are delivered from the exporter to the importer through transportation according to the agreed time, place and conditions. Afterwards, the whole process of trade is finally completed.

国际贸易运输与进出口贸易相辅相成、互为促进。一方面,随着商品生产的不断发展和交换范围的日益扩大,进出口贸易不断增长,为国际贸易运输发展创造了更好的条件;另一方面,运输业的发展又为开拓越来越广阔的市场提供了可能性。这是因为运输业的发展加快了货运速度、增加了货物运载量、缩短了流通时间、节省了流通费用、扩大了各国对外贸易商品的流通量,从而推动了国际贸易的发展。因此,运输在国际贸易中所占的地位日益重要。

International trade transport is complementary to import and export trade, and they are mutually reinforcing. On the one hand, with the continuous development of commodity production and the expanding scope of exchange, import and export trade is growing, which creates better conditions for the development of international trade transportation; on the other hand, the development of transport industry provides the possibility to open up increasingly broad markets. This is because the development of the transport industry accelerates the speed of freight transport, increases cargo carrying capacity, shortens circulation time, saves circulation costs, and expands the flow of foreign trade commodities, thus promoting the development of international trade. Therefore, transportation plays an increasingly important role in international trade.

### 1.1.2 国际贸易运输的发展(Development of International Trade Transport)

自美国人富尔敦发明了轮船和英国人斯蒂芬孙发明了火车头之后,人类从事的运输活动就从利用自然动力和畜力进入机器动力时代。1807年,第一艘轮船“克莱蒙特”号在美国下水,1825年,第一条铁路在英国正式开通货运业务,标志着机械运输业的开端。在此之后,海洋运输与铁路运输飞速发展起来,20世纪30年代,汽车运输、航空运输和管道运输又相继迅猛发展。这样,就逐步形成了包括水、陆、空等多种运输方式的现代化运输体系。

第二次世界大战后,世界科学技术突飞猛进,人类开始进入一个原子、电子和宇航时代。科学技术的进步,进一步推动了运输业的发展,许多新的运输工具被发明并使用,其特点是向大型化、专业化、高速化和自动化发展。

(1) 大型化。大型化指船舶向大型化方向发展。特别是油轮,最大的超级油轮达到80万吨,最大的超级大型矿砂轮已达40万吨,最大的集装箱船装载量超过24 000 TEU

(标准箱)<sup>①</sup>。

(2) 专业化。专业化指为适应货运需要,提高装载能力,加速船舶周转,降低运费,船舶日趋专业化。如油轮、矿砂船、滚装滚卸船、载驳船、集装箱船等。尤其是集装箱船获得了迅速的发展。

世界各大航运国家的杂货船中有 75%~90% 使用集装箱船,而且世界各大港口中有相当一部分只允许集装箱船舶装卸。据统计,一艘集装箱船的运载量相当于七艘同样大小的普通型船舶,而且每载重吨营运成本比普通型船舶低约 30%。此外,集装箱船又方便了进出口双方的运输,可进行“门到门”运输。

(3) 高速化。高速化指当今世界船舶航速普遍提高,如集装箱船最高设计时速达到 25 节。从远东到欧洲,过去航行 40~50 天,现在需 15~16 天,从而大大缩短了时间,加速了船舶的周转。

(4) 自动化。自动化指随着科学技术进一步发展,船舶自动化程度越来越高,船员人数显著减少,原来万吨轮需 60 人左右,现在大型的集装箱船仅需 20 名左右的船员。

Since Fulton invented the steamship and Stephenson invented the locomotive, transportation has entered the era of machine power from the use of natural power and animal power. The first steamship, Clermont, was launched in the United States in 1807; the first railway officially began freight service in Britain in 1825, marking the beginning of mechanical transportation. After that, maritime transport and railway transport developed rapidly, and in the 1930s, automobile transport, air transport and pipeline transport developed one after another rapidly, gradually forming a modern transport system including water, land and air transport.

After the Second World War, science and technology advanced rapidly, and mankind began to enter an era of atoms, electronics and astronautics. The progress of science and technology has further promoted the development of the transport industry. Many new means of transport have been invented and used, which are developing towards large scale, specialization, high speed and automation.

(1) Large scale. This refers to the fact that ships are moving towards larger sizes. Particularly for tankers, the largest supertanker has a load capacity of over 800 000 tons, 400 000 tons for the largest super-large ore carrier, and more than 24 000 TEU for the largest container ship.

(2) Specialization. This refers to the increasing specialization of vessels to meet the needs of freight transport, increase loading capacity, speed up vessel turnover and reduce freight rates. Vessels such as oil tankers, ore carriers, roll-on and roll-off ships, barges, container ships and other specialized ships emerged. In particular, container ships have developed rapidly.

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<sup>①</sup> 世界上最大的集装箱船是地中海航运公司(MSC)旗下的“MSC Irina”和“MSC Tessa”,其最大装载量达到 24 346 TEU 和 24 116 TEU。数据来源:交出实力 | 连破世界纪录! 交银金租为地中海航运订造的两艘超大型集装箱船同日命名交付[EB/OL]. (2023-03-22). [http://business.sohu.com/a/657486077\\_121123888](http://business.sohu.com/a/657486077_121123888).

75%-90% of the general cargo vessels in the world's major shipping countries are container ships, and a considerable part of the world's major ports only allow container ships to be loaded and unloaded. According to statistics, the carrying capacity of a container ship is equivalent to seven ordinary ships of the same size, and the operating cost per ton is about 30% lower than that of ordinary ships. In addition, container ships facilitate the transportation of both importers and exporters and can carry out "door-to-door" transportation.

(3) High speed. This refers to the general increase in the speed of ships nowadays, for example, container ships are designed to reach a maximum speed of 25 knots. It used to take 40-50 days to sail from the Far East to Europe, but now it takes 15-16 days, which greatly shortens the time and accelerates the turnover of ships.

(4) Automation. It means that with the further development of science and technology, the degree of ship automation is getting higher and higher, and the number of crew members is significantly reduced. It used to need about 60 crew members for a 10 000-ton ship, and now only about 20 crews are needed for a large container ship.

## 1.2 国际贸易运输的特点与作用 (Characteristics and Functions of International Trade Transport)

### 1.2.1 国际贸易运输的特点(Characteristics of International Trade Transport)

#### 1. 国际贸易运输涉及国际关系问题,政策性强(International Trade Transport Involves Issues of International Relations and is Highly Policy-oriented)

国际货物运输是国际贸易的一个组成部分,在组织国际货物运输的过程中,需要经常与其他国家或地区发生直接或间接的广泛的业务联系,这种联系不仅是经济上的,而且常常涉及国际政治问题。因此,国际货物运输是一项政策性很强的涉外工作,我们在办理国际贸易运输业务时不仅要遵照相关国际贸易准则,还要严格按照有关国际公约、法律、法规和国际惯例以及我国对外政策的要求来进行工作。

International cargo transport is an integral part of international trade. In the process of organizing international cargo transport, it is necessary to have extensive direct or indirect business links with other countries or regions. Such links are not only economic, but also often involve international political issues. Therefore, international cargo transport is a highly policy-oriented foreign-related work, requiring us to not only comply with the relevant international trade rules, but also strictly comply with the relevant international conventions, laws, regulations and practices, as well as the requirements of China's foreign policies.

#### 2. 国际贸易运输路线长,环节多(International Trade Transport Has Long Routes and Many Links)

国际贸易运输是国家与国家、国家与地区之间的运输。一般来说,其运输距离比较

长,往往需要使用多种运输工具,通过多次装卸搬运,经过许多中间环节,如转船、变换运输方式等。如果其中一个环节出现问题,则会影响整个国际贸易运输过程。这就要求我们周密组织,注意各环节的衔接和配合,避免出现脱节现象。

International trade transport is transportation between countries and regions. Generally speaking, the transport distance of international cargo transportation is relatively long, which often requires the use of a variety of means of transport, going through multiple times of loading, unloading, and handling, through many intermediate links such as transferring ships and changing the mode of transport. If one of the links has problems, it will affect the whole process of international trade transport. It requires us to organize carefully and pay attention to the connection and cooperation of all links to avoid disconnection.

### **3. 国际贸易运输涉及面广,情况复杂多变(International Trade Transport Covers a Wide Range of Aspects and the Situation is Complex and Versatile)**

国际贸易运输涉及国内外许多部门,需要和不同国家和地区的货主、交通运输部门、检验检疫部门、保险公司、银行或其他金融机构、海关、港口以及各种中间代理商打交道。同时,各国或地区的政治、法律、金融货币制度不同,政策、法令及规定不一,贸易、运输习惯和经营做法不同,加之政治、经济和自然条件的变化,都会对国际贸易运输产生较大的影响。

International trade shipments involve many sectors, both domestic and international. It requires dealing with cargo owners, transport enterprises, inspection and quarantine authorities, insurance companies, banks or other financial institutions, customs, ports and various intermediaries in different countries and regions. At the same time, different political, legal, financial and monetary systems, different policies, decrees and regulations, different trade and transport habits and business practices, as well as changes in political, economic and natural conditions in different countries or regions will have significant impacts on international trade transport.

### **4. 国际贸易运输的时间性强(International Trade Transport is Time-sensitive)**

当前国际商品市场竞争十分激烈,不仅要求商品质量好,而且应适时供应市场。按时装运进出口货物,及时将货物运至目的地,对履行进出口合同、满足竞争市场的需求、提高市场竞争力、及时结汇都具有重要的意义。特别是一些鲜活商品、季节性商品和敏感性强的商品,更要求迅速运输,及时组织供应,才有利于提高其竞争力,巩固和扩大国外市场。

At present, international commodity markets are highly competitive and require not only the good quality of goods, but also timely supply to the market. The timely shipment of import and export goods and the timely delivery of goods to their destinations are of great significance for the fulfillment of import and export contracts, meeting the demands of competitive markets, improving market competitiveness and timely settlement of foreign exchange. In particular, some fresh commodities, seasonal commodities and sensitive commodities require fast transportation and timely organization of supply in order to improve their competitiveness and to consolidate and

expand foreign markets.

### 5. 国际贸易运输风险较大(The Risk of International Trade Transport is Relatively High)

由于运距较长,涉及面广,中间环节多,沿途要经过许多国家和地区,情况复杂多变,加之时间性又很强,所以国际货物运输的风险比国内运输要大。运输沿途国际形势的变化、社会的动乱、各种自然灾害和意外事故的发生,以及战乱、封锁禁运或海盗活动等都可能直接或间接影响国际贸易运输,甚至造成严重后果。为了转嫁运输风险的损失,进出口货物和工具通常都要向保险人办理运输保险。



扩展阅读 1.1 IMB  
Piracy Report

The risks of international cargo transportation are greater than those of domestic transportation due to long distances, wide coverage, many intermediate links, passing through many countries and regions along the way, complex and changing situations, and the strong timeliness. Changes in the international situation, social unrest, various natural disasters and accidents, as well as wars, blockades and embargoes or piracy along the transport route may directly or indirectly affect international trade transport and may even lead to serious consequences. In order to pass on the loss of transport risk, imported and exported goods and conveyances are usually covered by transport insurance with an insurer.

## 1.2.2 国际贸易运输的作用(Functions of International Trade Transport)

### 1. 国际贸易运输是国际贸易的重要组成部分(International Trade Transport is an Important Part of International Trade)

国际贸易运输与国际贸易相互依存又相互促进。国际贸易运输是为适应国际贸易的需要而产生和发展的,它贯穿于国际贸易的整个过程。没有国际贸易运输,就不能实现货物由卖方向买方的跨国界移动,国际贸易也就无法实现和完成。因此,国际贸易依赖于国际贸易运输来最终完成贸易的全过程,它是国际贸易环节中不可缺少的重要组成部分。

International trade transport and international trade are interdependent and mutually reinforcing. International trade transport has emerged and developed in response to the needs of international trade, and it runs through the entire process of international trade. Without international trade transport, the cross-border movement of goods from the seller to the buyer cannot be realized, and international trade will not be achieved and completed. Therefore, international trade relies on international trade transport to complete the whole process of trade, which makes transport an important and indispensable part of international trade.

### 2. 国际贸易运输能够促进国际贸易的发展(International Trade Transport Can Promote the Development of International Trade)

随着世界各国生产的发展和世界贸易额的不断增长,国际贸易市场竞争越来越激烈。进口商对于交货时间、运输速度、运输质量、运输费用等越来越重视,从而对国际货物运输提出了更高的要求。为了满足这种不断提高的要求,通过改进现代化的运输工具、采用科

学化的运输管理模式,国际运输体系、运输组织方法不断完善并日益成熟。运输能力的提高缩短了运输时间、加快了货物周转速度、增加了运载量、降低了运输成本、减少了货物损失,使得国际贸易中的货物运输质量不断提高,有力地促进了国际贸易的发展。

With the development of worldwide production and the increasing volume of world trade, the international trade market is becoming more and more competitive. Importers are paying more and more attention to delivery time, transport speed, quality, and costs, thus putting forward a higher demand on international cargo transportation. In order to meet this growing demand, international transport systems and transport organization methods improved and matured through the improvement of modern means of transport and the adoption of scientific modes of transport management. The improvement of transportation capacity shortens the transportation time, speeds up the turnover of goods, increases the carrying capacity, lowers the transportation cost, reduces the loss of goods, makes the quality of cargo transportation in international trade improve continuously, and strongly promotes the development of international trade.

### **3. 国际贸易运输能够平衡国际收支(International Trade Transport Can Help Achieving Favorable Balance of International Payments)**

国际贸易运输是一种无形商品的国际贸易,它交换的是一种特殊的商品——运输服务。因此,对于一个国家而言,提供的运输服务越多,国际货运的规模越大,效益就越高,也就能获得越多的外汇收入,进而增加本国的外汇储备。

International trade transport is an international trade of intangible goods, which exchanges the special commodity of transport services. Therefore, for a country, the more transport services provided, the larger the scale of international shipments. It produces higher foreign exchange earning, which in turn increases the country's foreign exchange reserves.

### **4. 国际贸易运输能够促进国家间的经济与文化交流(International Trade Transport Can Facilitate Economic and Cultural Exchanges Among Countries)**

发展对外贸易和对外贸易运输能促使国际商品流通日益频繁,国家间的经济分工与合作日益紧密,对全球经济一体化的形成也能起到积极的作用。同时,国际贸易运输促进了国际经济、贸易往来与交流合作,也促进了人员往来和各国科技、文化交流。

The development of foreign trade and foreign trade transport can promote the international circulation of goods, promote the economic division of labor and cooperation between countries, and also play a positive role in the formation of global economic integration. At the same time, it promotes international economic and trade exchanges and cooperation, as well as personnel exchanges and scientific, technological and cultural exchanges among countries.



## 1.3 国际贸易运输方式(Modes of International Trade Transport)

### 1.3.1 国际贸易运输的主要方式(Main Modes of International Trade Transport)

国际贸易运输的主要方式如图 1-1 所示。

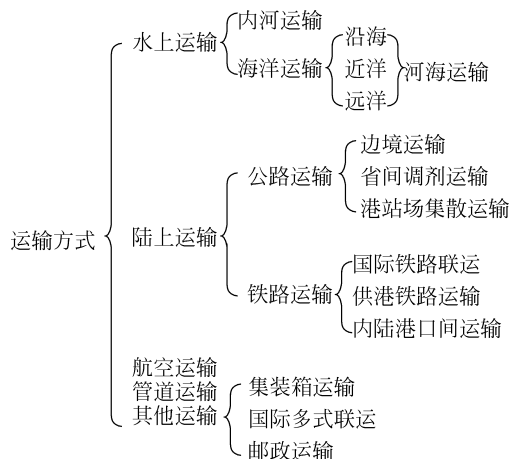


图 1-1 国际贸易运输的主要方式

#### 1. 水上运输(Water Transport)

水上运输可分为海洋运输和内河运输。其中海洋运输又分为沿海运输、近洋运输和远洋运输。海洋运输是国际货物运输中最主要的运输方式。根据联合国贸易和发展会议(UNCTAD)的数据,超过 80% 的国际贸易货物都是通过海洋运输的,我国进出口商品中 80%~90% 的货物也是通过海洋运输的。内河运输则是连接内陆腹地与沿海地区的纽带,在运输和集散进出口货物中发挥着重要作用。

Water transport can be divided into marine transport and inland waterway transport. Among them, marine transport is divided into coastal transport, offshore transport and ocean transport. Marine transport is the most important mode of transport in international cargo transportation. According to the data of UNCTAD, more than 80% of international trade goods are transported by sea, and 80%-90% of China's import and export commodities are transported by sea. Inland waterway transport is the link between the inland hinterland and coastal areas, and plays an important role in the transportation and distribution of imported and exported goods.

#### 2. 陆上运输(Land Transport)

陆上运输可分为铁路运输和公路运输。在国际贸易运输中,铁路运输是仅次于海洋运输的主要运输方式,海洋运输的进出口货物也大多是靠铁路运输进行集中和分拨的。铁路运输具有不受气候条件影响、可保障全年正常运输、运量较大、速度较快、连续性高、

运转过程中遭遇风险的可能性较小、货运手续比海运简单等优点。公路运输是一种基础性的运输方式,它不仅可以直接运进或运出进出口货物,而且其他运输方式也需要公路运输的配合,是集散进出口货物的重要手段。

Land transport includes rail transport and road transport. In international trade transport, rail transport is the main mode of transport ranked only second to sea transport, and most of the imported and exported goods transported by sea are also centralized and allocated by rail transport. Rail transport has the advantages of being unaffected by climatic conditions and can be used normally all year round, with larger volume, faster speed, higher continuity, less possibility of encountering risks during operation, and simpler freight procedures than marine transport. Road transport is a basic mode of transport and an important means of collecting and distributing imported and exported goods. It can be used to transport imported and exported goods directly, and other modes of transport also need its cooperation.

### 3. 航空运输(Air Transport)

航空运输是一种快捷、运输质量很高的现代化运输方式,适宜运送急需物资、鲜活商品、精密仪器和贵重物品。随着航空运输事业的不断发展,采用航空运输的货物种类及其货运量也在不断增加。

Air transport is a fast, high quality, modern mode of transportation, suitable for transporting urgent supplies, fresh commodities, precision instruments, and valuables. With the continuous development of air transport, the types of cargo and the volume of cargo transported by air are also increasing.

### 4. 管道运输(Pipeline Transport)

管道运输是以铺设的管道作为运输工具和运输通路的一种长距离输送液体和气体物资的运输方式。管道运输具有运输量大、连续性高、运输速度快、安全可靠、投资少、费用低等优点。管道运输除广泛用于石油、天然气的长距离运输外,还可运输矿石、煤炭等粉末状、颗粒状固体。这种运输方式在俄罗斯、哈萨克斯坦等国家与中国的原油和天然气贸易中发挥着不可替代的作用。

Pipeline transport is a kind of long-distance transportation mode for liquid and gas materials, which takes pipeline as the transportation means and transportation channel. Pipeline transport has the advantages of large transportation volume, high continuity, fast speed, safety and reliability, less investment needed, and low cost. Pipeline transport is widely used not only for long-distance transportation of oil and natural gas, but also for transportation of powder and granular solids such as ore and coal. It plays an irreplaceable role in the oil and gas trade between Russia, Kazakhstan and China.

### 5. 其他运输(Other Transport)

在上述运输方式的基础上,随着运输包装工具的改进、运输组织方式的创新以及这两种因素的组合,又衍生出多种各具特色的组合运输方式,主要包括以下内容。

On the basis of the above modes of transport, with the improvement of transport

packaging tools, the innovation of transport organizations and the combination of these two factors, a variety of combined transport modes with different characteristics has emerged, which mainly includes the following modes.

### 1) 集装箱运输(Container Transport)

集装箱运输是以集装箱这种新型的运输包装作为运输单元,将水上、陆上、航空等多种运输方式有机结合的一种现代化的、先进的运输方式。目前它已成为国际上普遍采用的一种重要的运输方式。它是件杂货运输的发展方向,是运输领域的重要变革。

Container transport is a modern and advanced mode of transport, which takes container, a new type of transport package as transport unit and combines water, land, aviation and other transportation modes. At present, it has become an important mode of transportation widely adopted in the world. It is the development direction of general cargo transportation and an important revolution to the field of transportation.

### 2) 国际多式联运(International Multimodal Transport)

国际多式联运是在集装箱运输的基础上产生和发展起来的一种综合性的连贯运输方式,它一般是以集装箱为媒介,将海、陆、空各种传统的单一运输方式有机结合起来,相互衔接,形成国际连贯运输。采用国际多式联运,货主只需要办理一次托运手续,一次支付全程运费,货物由承运人负责从发货人的仓库(工厂)直运到收货人的仓库(工厂),从而为货主提供经济、迅速、安全、便捷的运输服务。

International multimodal transport is a comprehensive and continuous mode of transport produced and developed on the basis of container transport. It generally takes containers as the medium and organically combines various singular traditional modes of transport, such as sea, land and air, so as to form a coherent international transport system. With international multimodal transport, the shipper only needs to go through consignment formality once and pay the whole freight at one time. The carrier is responsible for transporting goods directly from the shipper's warehouse (factory) to the consignee's warehouse (factory), so as to provide economic, rapid, safe, and convenient transport services for the shipper.

### 3) 邮政运输(Postal Transport)

邮政运输是以邮政部门作为货运代理人的运输服务形式,主要通过各种运输方式,尤其是航空运输的方式来完成。邮政部门类似于国际多式联运中的经营人,对邮包的递送负责。邮政运输具有手续简便、服务周到的特点,在小批量货物、样品的运送上具有优势。

Postal transport is a form of transportation service in which the postal department acts as freight forwarder. It is mainly accomplished by various modes of transportation, especially by air transportation. Postal departments are similar to operators in international multimodal transport and are responsible for the delivery of postal parcels. Postal transport is characterized by simple procedures and considerate service, and has advantages in the transport of small batches of goods and samples.

各种运输方式有其特点,对不同货物的运输具有不同的适应性。在国际货物运输中,应根据不同货物的性质、特点和对运输条件的要求选择适当的运输方式。

Each mode of transportation has its own characteristics, and it has different adaptability to the transportation of different goods. In international cargo transportation, appropriate modes of transport should be chosen according to the nature and characteristics of different goods and the requirements of transport conditions.

### 1.3.2 国际贸易运输方式的选择 (The Choice of International Trade Transport Modes)

组织国际货物运输时,必须正确选择运输方式和管理组织方式。国际货物运输的方式除了一般的海洋运输、铁路运输、公路运输、航空运输、管道运输及邮政运输外,还有一些有特点的方式,如多式联合运输、大陆桥运输等。在组织国际货物运输时,对运输方式的选择主要从以下几个方面考虑。

When organizing international cargo transportation, it is necessary to correctly choose the mode of transportation and management organization. In addition to marine transport, railway transport, road transport, air transport, pipeline transport and postal transport, there are some other characteristic modes of international cargo transport, such as multimodal transport, continental bridge transport and so on. When organizing the international transport of goods, the choice of the means of transport is mainly based on the following considerations.

#### 1. 运输成本 (Transport Costs)

这是国际货物运输对运输方式选择首要考虑的因素,其原因是运距太长、运费负担较重。据统计,在外贸的价格中,货物运输费有时可占出口货价的 30%~70%,对于煤炭、矿石等低价值货物,这一比例或许更高。

在国际货物运输中,大型专用船舶的运输成本较低,定期班轮则较高,包轮则较低。一般而言,海运成本低于陆运成本,但如果海运有大迂回,则利用大陆桥运输在运载成本方面有一定的优势。

This is the primary consideration in the choice of mode of transport, due to the heavy freight burden caused by long distances. According to statistics, the cost of transporting goods can sometimes account for 30%-70% of the price of export goods. For coal, ore and other low-value goods, this ratio may be higher.

In international transport of goods, the transport cost of large specialized ships is lower, the cost of regular liner is higher, and the cost of chartered ships is lower than that of liner. Generally speaking, the cost of sea transport is lower than that of land transport, but if there is a large detour in sea transport, the use of the continental bridge transport has a certain advantage in terms of carrying costs.

#### 2. 运输速度 (Speed of Delivery)

国际货物运输速度也很重要,主要有两个原因:一是运距长,需时日较多,资金占用

时间长,加快速度有利于解放占用的资金;二是运行速度慢,导致错过好的市场价位,使经济收益下降。所以缩短货物运输时间会有一系列的好处。

在各种货物运输方式中,航空货运有不容争议的高速度。在洲际运输中,用大陆桥运输取代海运,会获得提高货物运输速度的显著效果。

The speed of international cargo transportation is also important for two main reasons. One is that due to long transport distance, international cargo transportation takes more time and the capital is occupied for a long time, so accelerating the speed is conducive to the liberation of occupied funds. The other reason is the market price, due to the slow speed, the good market conditions will be missed, which will make the revenue decrease. Therefore, shortening the transport time of goods will have a series of advantages.

Among the various modes of cargo transportation, air transport has an undisputed high speed. In intercontinental transportation, the replacement of sea transport by continental bridges has the significant effect of increasing the speed of cargo transport.

### 3. 货物的特点及性质(The Characteristics and Nature of Goods)

货物的特点及性质有时对货物运输方式选择起决定作用。经常是由于受到国际货物运输方式的限制,有些货物无法进行国际运输而失去市场时机。

一般来说,各种包装杂货可以选择各种货物运输方式,而诸如水泥、石油、沥青、危险品等,选择范围则较窄,如在国际货物运输中,选择汽车或飞机运输水泥显然是不恰当的。

The characteristics and nature of goods sometimes play a decisive role in the choice of modes of transport. Often, market opportunities are lost because some goods cannot be transported internationally due to restrictions on the mode of international cargo transport.

Generally speaking, all kinds of general goods can be transported by various means of transport, while the choice is narrower for cement, petroleum, asphalt, dangerous goods, etc. For example, in the international transport of goods, it is clearly inappropriate to choose to transport cement by car or air.

### 4. 货物数量(Quantity of Goods)

由于国际货物运输距离长,大数量货物运输受到了限制,因为国际货物运输距离往往超出了汽车等运输工具的经济里程,大数量货物也不可能选择航空运输,因为航空运输不具备那样大的运输能力,更不用讲价格了。

The long distances of international transport of goods limit the transport of large quantities of goods, because the distance of international transport of goods often exceeds the economic mileage of means of transport such as cars, and it is impossible to choose air transport for large quantities of goods, because air transport does not have such a large capacity, not to mention the price.

### 5. 运输基础设施条件(Transport Infrastructure Conditions)

由于国家之间运输基础设施发展的不平衡,一个国家中可以选择的货物运输方式,到

另一个国家便不能采用,原因是另一个国家缺乏采用这种方式的必要基础设施。在选择运输方式时,如不考虑这个问题,是无法形成有效的货物运输系统的。最典型的例子是,大型船和集装箱船在缺乏必要的水域条件及港口条件时是无法作业的。因此不管运价如何便宜,在水域和港口条件不具备时,不能选择大型船;如果没有大型集装箱装运码头以及集装箱集疏的腹地条件,则也不可能大量选择集装箱运输方式。

Due to the unbalanced development of transport infrastructure among countries, a mode of transport that is available in one country may not be available in another because the other country lacks the necessary infrastructure to use it. Without taking this into account when choosing a mode of transport, it is not possible to develop an efficient cargo transport system. The most typical example is that large ships and container ships cannot operate in the absence of necessary water and port conditions. Therefore, no matter how cheap the freight rates may be, large ships cannot be selected when water and port conditions are not eligible, nor can container transport be selected in large number if large container loading terminals and hinterland conditions for container concentration and distribution are not eligible.

#### 6. 清关(Customs Clearance)

不同的运输方式有不同的清关程序。这会影响转运时间。与海运相比,空运和邮运的海关手续简化,可以提高这些运输方式的竞争力。这也适用于某些公路运输和铁路运输。

Different transport modes have different customs clearance procedures, which can affect transit time. The simplified customs procedures for air and postal shipments, as compared to maritime transport, can increase the competitiveness of these modes of transportation. This also applies to certain road and rail shipments.

#### 7. 支付方式(Payment Methods)

支付方式的选择会影响装运方式,反之亦然。例如,跟单信用证付款可能要求提示已装船海运提单。在这种情况下,空运将违反信用证条款,因为如果信用证要求提供海运提单,空运单将不被接受。

The choice of payment method can affect the mode of shipment, and vice versa. For example, payments by documentary letter of credit may require the presentation of an on board marine bill of lading(B/L). In such a case, air shipment will violate the terms of the L/C, because an air waybill will not be accepted if the L/C calls for a marine B/L.

## 1.4 国际贸易运输的组织 (Organizations Engaged in International Trade Transportation)

世界上从事国际贸易运输的组织可以归纳为三类:承运人、货主和运输代理人。这三类业务构成了国际货物运输工作的主要内容。它们之间虽然在工作性质上有区别,但

在业务上却有密切的联系。

Organizations that engage in international trade transportation can be grouped into three categories: carriers, cargo owners and transport agents. The business of these three types of organizations constitutes the main content of international freight transport. Although there are differences in the nature of their business, there are also close links between them.

#### 1.4.1 承运人(Carriers)

承运人是指专门经营水上、铁路、航空等客货运输业务的交通运输机构,它们一般拥有大量运输工具,为社会提供运输服务。各类中资、外资、中外合资运输公司,如中国远洋运输(集团)总公司、中国外运长航集团有限公司等,中国铁路集团有限公司及各地分局(分公司),各航空公司及中国邮政集团有限公司等都是我国国际贸易运输中的主要承运人。此外,无船公共承运人和多式联运经营人也是国际贸易运输的承运人。

Carriers are transportation enterprises that specialize in water, rail, air and other passenger and cargo transportation business, and they generally have a large number of conveyances to provide transportation services to the society. All kinds of Chinese-funded, foreign-funded and Sino-foreign joint venture transport companies, such as China Ocean Shipping (Group) Company, Sinotrans & CSC Holding Co. Ltd., as well as China Railway Corporation and its branches, airline companies and China Post Group are all main carriers in China's international trade transportation. In addition, NVOCC (non-vessel operating common carrier) and multimodal transport operators(CTOs) are also carriers of international trade transport.

#### 1.4.2 货主(Cargo Owners)

货主是指从事国际贸易业务的进出口企业。它们为履行贸易合同必须组织进出口商品的运输,向承运人托运或收取货物。因此,货主多为国际贸易运输工作中的托运人或收货人。

Cargo owners refer to enterprises engaged in international trade. They must organize the transportation of import or export commodities, consign or collect goods from carriers in order to fulfill trade contracts. Therefore, cargo owners are mostly shippers (consignors) or consignees in international trade transportation.

#### 1.4.3 运输代理人(Transport Agents)

##### 1. 运输代理人的性质(Nature of Transport Agents)

国际运输业务遍布国内外广大地区,涉及面广,头绪多,而且情况复杂,任何一个运输承运人或货主都不可能亲自处理每一项业务,有些工作需要委托代理人办理,为了适应这种需要,在国际货物运输领域里就产生了从事代理业务的国际货运代理行或代理人。他们接受委托人的委托,代办各种运输业务并按其提供的劳务收取一定的报酬,即代理费、

佣金或手续费。随着国际贸易和运输的发展,这种运输代理行业也就迅速广泛地发展起来。当前,代理行业已渗透到运输领域各个角落,成为运输业不可缺少的重要组成部分。在我国,中国租船有限公司、外轮代理公司及其他各种货运代理公司是国际贸易运输业务中常见的运输代理人。

The business scope of international transport covers a vast area at home and abroad, involving a wide range and links, and the situation is complex. Therefore, any carrier or cargo owner cannot personally handle every business, and some work need to be entrusted to an agent. In order to meet this need, in the field of international cargo transportation, there are international freight forwarding agents engaged in agency business. They are entrusted by the principal to handle all kinds of transport operations on behalf of the client, and receive a certain amount of remuneration for their services, namely agency fee, agency commission or charges. With the development of international trade and transportation, this kind of transport agency industry has developed rapidly and widely. At present, the agency industry has penetrated all corners of the transport field and has become an indispensable and important part of the transport industry. In China, China National Chartering Corporation, ocean shipping agencies, and other freight forwarders are common transport agents in international trade transport business.

## 2. 运输代理人的种类(Types of Transport Agents)

按照代理业务的性质和范围的不同,可将运输代理人分为租船代理、船务代理、货运代理和咨询代理四大类。

According to the nature and scope of agency business, transport agents can be divided into four categories: charter agent, shipping agent, freight forwarder and consulting agent.

### 1) 租船代理(Charter Agent)

租船代理又称租船经纪人,它是以船舶为商业活动对象而进行船舶租赁业务的中间机构。它的业务活动是在市场上为租船人寻找合适的运输船舶或为船东寻找货运对象,它以中间人身份使船租双方达成租赁交易,从中赚取佣金。因此,其根据所代表的委托人身份的不同又分为船东代理人和租船人代理人。有些租船代理还兼办船舶买卖、船舶代理业务。

Charter agent, also known as ship broker, is an intermediary agency that engages in ship leasing business. Its business activities are to find suitable shipping vessels for charterers or freight objects for ship owners in the market, and it acts as an intermediary to enable charterers and ship owners to enter into lease transactions, from which it earns a commission. Therefore, according to the identity of the principal it represents, the agent can be categorized into the owner's agent and charterer's agent. Some charter agents also deal with the sale and purchase of ships and ship agency business.

### 2) 船务代理(Shipping Agent)

船务代理是指接受承运人的委托,代办与船舶有关的一切业务的中间机构。船务代



理业务范围很广,主要包括船舶进出港业务、货运业务、船舶供应和船舶服务等业务以及其他服务性业务等。

船务代理关系根据委托方式的不同,一般分为航运代理和长期代理两种。前者指委托人的委托和代理人的接受均以每船一次为限,后者则是指在船方和代理人之间签订有长期(1年至5年或更长时间)代理协议的船务代理。

Shipping agent refers to an intermediary agency that accepts the entrustment of the carrier and undertakes all business related to the ship. The scope of business of shipping agency is very wide, mainly including ship inbound and outbound business, freight business, ship supply and ship services and other services, etc.

The shipping agency relationship is generally divided into agent on trip basis and agent on long-term basis according to the different entrustment methods. For the former, the entrustment of the principal and the acceptance of the agent shall be limited to one time per vessel; for the latter, a long-term (one year to five years or more) agency agreement is signed between the ship and the agent.

### 3) 货运代理(Freight Forwarder)

货运代理是指接受货主的委托代表货主办理有关货物报关、交接、仓储、调拨、检验、包装、转运、订船业务的人,他与货主之间是委托和被委托关系,在办理代理业务时,他以货主的代理人身份对货主负责并按代理业务项目和提供的劳务向货主收取代理费。

A freight forwarder is a person entrusted by and on behalf of the consignor to handle the business of customs declaration, handover, warehousing, allocation, inspection, packaging, transshipment, chartering and booking. The relationship between him and the consignor is the relationship between trustor and trustee. In dealing with agency business, he is responsible for the consignor as the consignor's agent, and collects agency fees from the consignor according to the business items and services provided.

### 4) 咨询代理(Consulting Agent)

咨询代理是专门从事咨询工作,按委托人的需要,以提供有关咨询情况、情报、资料、数据和信息服务而收取一定报酬的机构。这类代理人不仅拥有研究人员和机构,而且与世界各贸易运输研究中心有广泛的联系,所以信息十分灵通,例如设计经营方案、选择合理的经济运输方式和路线、核算运输成本、研究解释规章法律以及调查有关企业财务信誉等,均可根据委托,提供专题报告和资料情报。

Consulting agent is a kind of agency that specializes in consulting work and receives certain remuneration for providing relevant consulting, intelligence, data, and information service according to the needs of clients. Such agents are well informed because they not only have researchers and institutions, but also have extensive contacts with trade and transport research centres around the world. On request, they can provide reports and information on topics such as the design of business plans, the selection of rational and economical transport modes and routes, the calculation of

transport costs, the interpretation of regulations and laws, and the investigation of the financial credibility of the enterprises concerned.

### Words and Expressions



### 即测即练



### 习题

