

SUPPORTING THE COMMON MARITIME AGENDA PRIORITIES WITH RESEARCH AND INNOVATION  
TOWARDS CULTIVATING THE POTENTIAL FOR BLUE ENTREPRENEURSHIP



**Trans Logistic**  
Ship and Cargo Services

**25 May 2021**  
(14.00 – 16.45 EET)

Common Maritime Agenda for the Black Sea

*Black Sea Assistance Mechanism*



# Challenges and Solutions for Logistics, Maritime Services, and STS cargo operations in Black sea area

**Presentation by: Jaba Tarimanashvili**

**Director of Trans Logistic LLC [[www.translogisticllc.com](http://www.translogisticllc.com)]**

# China-Germany Eurasian Routes

Deutsche Bahn (DB) and Russian Railways (RZD) set up Trans Eurasia Logistics (TEL) to handle transport operations and to coordinate the rail companies involved in the international project. TEL acts mainly as a neutral train operator, or the central interface, and its activities include coordinating purchasing processes and daily operations with the participating national railways.

**China uses the same track gauge as Europe, while Belarus, Russia, Mongolia and Kazakhstan use broad gauge. In Asia, the change between standard gauge (1435 mm) and broad gauge (1520 mm) takes place at the Chinese-Russian border, in Zabaykalsk/Manzhouli (1) or in Erlian/Zamyn Uud at the Mongolian-Chinese border.**

**Southern route runs through Kazakhstan, Belarus and Russia. Change of gauge at Dostyk/Alashankou (2) at the Chinese-Kazakh border.**

■ 1435 mm normal gauge  
□ 1520 mm wide gauge

Transshipment and transit customs clearance/ Gauge change

- ① Manzhouli (CN) - Zabaykalsk (RU)
- ② Alashankou (CN) - Dostyk (KAZ)
- ③ Brest (BY) - Malaszewice (PL)

— Northern Route  
— Southern Route



# TITR Middle Corridor

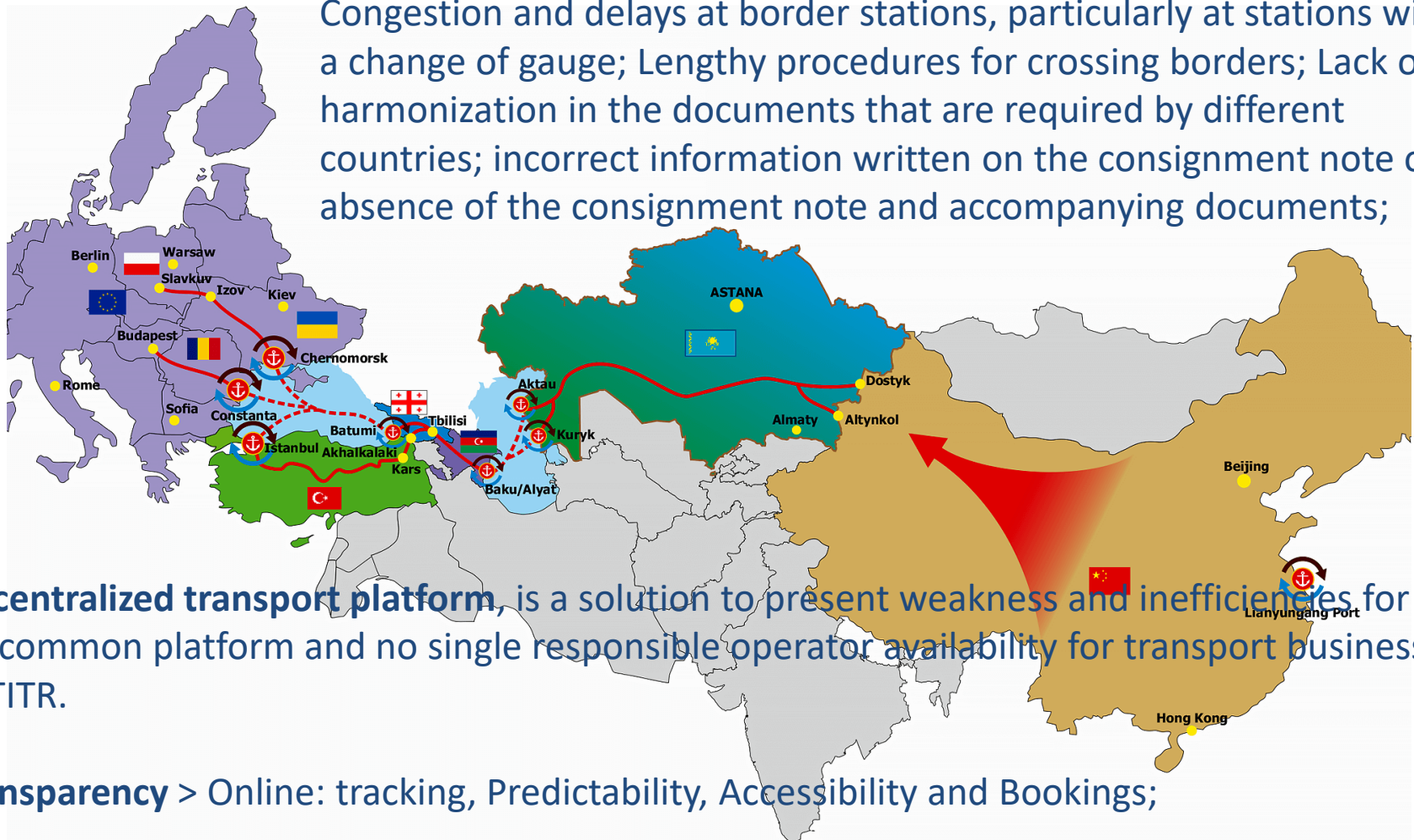
## Trans-Caspian International Transport Route

**Weakness:** No common platform for transport; No single responsible operator in TITR;

**Bottleneck:** Caspian sea, Change of Gauge or Means of Transport; CIM/SMGS Documents;

**Challenges:** Transparency, Online tracking, Predictability, Online Accessibility and Booking;

Congestion and delays at border stations, particularly at stations with a change of gauge; Lengthy procedures for crossing borders; Lack of harmonization in the documents that are required by different countries; incorrect information written on the consignment note or absence of the consignment note and accompanying documents;



**Decentralized transport platform**, is a solution to present weakness and inefficiencies for no common platform and no single responsible operator availability for transport business in TITR.

**Transparency** > Online: tracking, Predictability, Accessibility and Bookings;

# Ship Agency Operations System

## - Challenges today

## SAOS



Trans Logistic  
Ship and Cargo Services

- Maritime and Logistics Services industry offices looks like this today.



- SME have lack of ability and tools to develop digital applications.
- Each participant inputs data manually, which is already available elsewhere.

# Ship Agency Operations System

## - Market

### SAOS



Trans Logistic  
Ship and Cargo Services

- The international shipping industry is responsible for the carriage of around 90% of world trade.
- Despite the above fact, maritime services industry lacks digital innovations.
- IMO FAL Convention encourages the use of the "single window" concept.
- Due to small scale, ship agency and cargo forwarding companies, have no capability for digital innovation and automation of maritime services, which leads to inability to integrate into digital ecosystem.



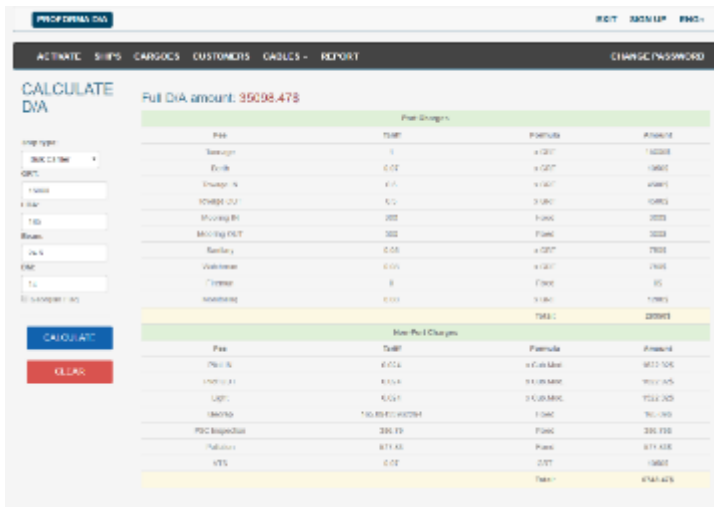


# Digitalization of port services

## SAOS

Georgian IT startup MARINE APPLICATIONS LTD. focuses on creating web-based, mobile friendly applications for companies acting in marine industry. Marine Apps has already developed following IT solutions:

- Digital > D/A (disbursement account)
- Digital > SoF (statement of facts)
- Digital > Port line-ups
- Digital > Price-list and Catalogue for Ship suppliers (Ship chandlers)




Chosen: Cost: Cash save(3%): Final: Month:

7 B: 1530.37\$ 45.91\$ 1484.46\$

[Go to my list](#)

Code	Item	Unit	Price, \$	Quantity	Cost, \$	Padding	Remark
1206	beef bone-in	kg	5.27	120	632.4	20 kg cases	mean total
1208	beef carcass	kg	5.27		0	20 kg cases	mean total
1201	Beef Eye	kg	2.82		0	2 kg cases	mean total
1204	beef loin bonaloss	kg	5.27		0	20 kg cases	mean total
1204	beef loin bonaloss	kg	5.27		0	20 kg cases	mean total
1205	Beef rib	kg	3.75		0	5 kg cases	mean total
1205	Beef rib	kg	3.75		0	10 kg cases	mean total
1200	Beef tongue	kg	2.82		0	2 kg cases	mean total
1200	Chicken breast	kg	3.42		0	12 kg cases	mean total
1202	Chicken legs	kg	3.83		0	10 kg cases	mean total
1204	Chicken liver	kg	1.81	45	72.45	10 kg cases	mean total
1206	Chicken skinless	kg	3.83		0	10 kg cases	mean total
1200	Chicken whole	kg	3.83		0	10 kg cases	mean total
1210	Duck	kg	5.27		0	5 kg cases	mean total
1217	Lamb	kg	5.45		0	20 kg cases	mean total
1217	Lamb	kg	5.45	100	610.00	20 kg cases	mean total
1220	Piglet	kg	7.25		0	5 kg cases	mean total
1227	Pork carcass	kg	3.75		0	20 kg cases	mean total
1220	Pork legs bone-in	kg	3.6		0	10 kg cases	mean total
1218	Pork legs boneless	kg	3.75		0	10 kg cases	mean total
1206	Pork mince	kg	3.75		0	5 kg cases	mean total
1220	Pork neck	kg	4.5		0	10 kg cases	mean total
1219	Pork rib	kg	3.75		0	10 kg cases	mean total
1219	Rabbit	kg	7.82		0	5 kg cases	mean total
1220	Halibut	kg	7.2		0	5 kg cases	mean total



# STS (Ship-to-Ship Oil Transfer)

## - Challenges Black sea region



- It is an internationally established fact that in March 2014 Russian Federation unlawfully annexed Crimea. On 27.03.2014, UN General Assembly adopted the Resolution “On Ukraine’s Territorial Integrity”, calling on States, international organizations and agencies not to recognize any change in the status of Crimea or the City of Sevastopol.
- Further Ukraine officially closed sea ports located at the territory of the Crimea for international navigation by the Order of the Cabinet of Ministers of Ukraine No. 578-r dd. 30 April 2014. Vessel calls at closed ports of Crimea are treated as crime since 15.07.2014.
- Since 2014, all STS (ship-to-ship) oil transfer operators and traders moved out of Kerch.
- Black sea countries, including Georgia were not ready to accept vessels for STS (ship-to-ship) oil transfer operation in its territorial waters, due to unavailability of relevant customs legislation for STS business.

# STS (Ship-to-Ship Oil Transfer)

## - Challenges & Solution for Black sea region



- STS operations moved from Kerch, Crimea to OPL (Off port limits - neutral waters of Black sea) Kavkaz, Russia. *(Picture on left with tankers OPL Kavkaz )*
- OPL Kavkaz business contain risks of maritime pollution and operating with sanctioned oil.
- It is important that Georgia or other Black sea countries have proper customs and maritime legislation to enable traders conduct STS cargo operations in territorial waters.
- All guidelines to be followed as per MARPOL Annex 1 chapter 8, SOPEP, SMPEP, MEPC 59, STS transfer guide and operational plan



# Thank you for attention



Speaker: Jaba Tarimanashvili

Director Trans Logistic LLC - Ships agency and Cargo forwarding company in Georgia

Email: [jaba@translogisticllc.com](mailto:jaba@translogisticllc.com) | Mobile: +995 599 69 22 11

Internet: [www.translogisticllc.com](http://www.translogisticllc.com)