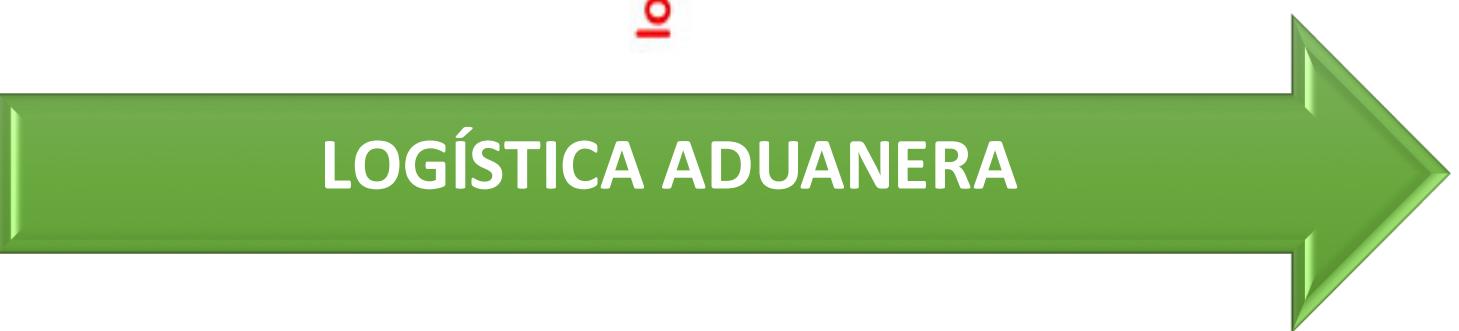




# **Diplomado de Formación para Ejecutivos Aduaneros**

## **1. Principios de una operación logística**



**Logistics**

The word **Logistics** is the central focus, surrounded by various terms related to supply chain management, information management, and logistics professionals.

**Supply Chain Management** terms include: point, flow, warehousing, consumption, storage, resources, transportation, professional, logistician, order, planning, external, reverse, Today, material, purchasing.

**Information Management** terms include: management, supply, management, information, management, requirements, point, flow, warehousing, consumption, storage, resources, transportation, professional, logistician, order, planning, external, reverse, Today, material, purchasing.

**Logistics Professionals** terms include: Logistician, Logisticians, packaging, optimized, fundamental, links, steady, sequence, involves, modeled, adds, activities, network, effective, implementation, links, steady, sequence, involves, modeled, adds, activities, network, effective, implementation.

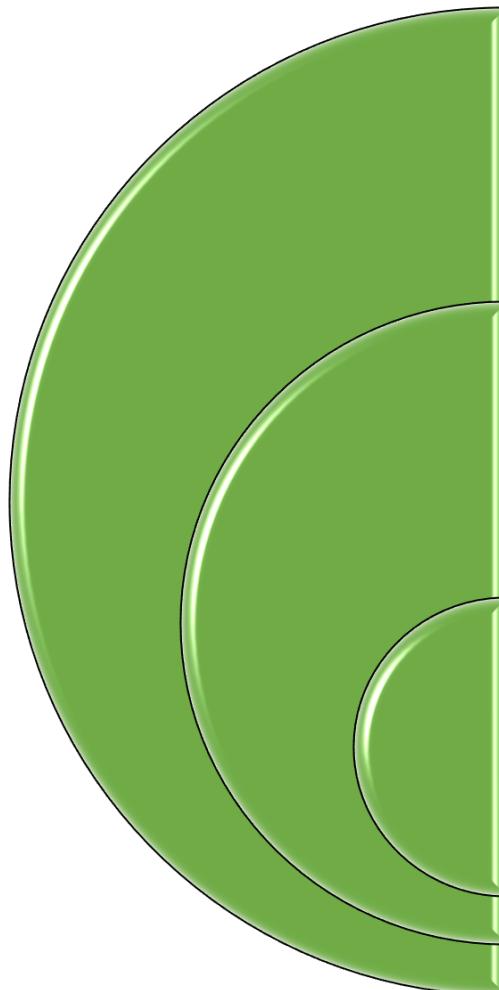
# ¿QUÉ APRENDEREMOS?

PRINCIPIOS DE UNA  
OPERACIÓN  
LOGÍSTICA

APRENDIENDO A  
CARGAR  
COSTING Y PRICING

LOGÍSTICA PUERTA A  
PUERTA

# 1. PRINCIPIOS DE UNA OPERACIÓN LOGÍSTICA



## Conoce tu producto

- Especificaciones técnicas
- Uso
- Función
- Alcances

## Conoce el mercado

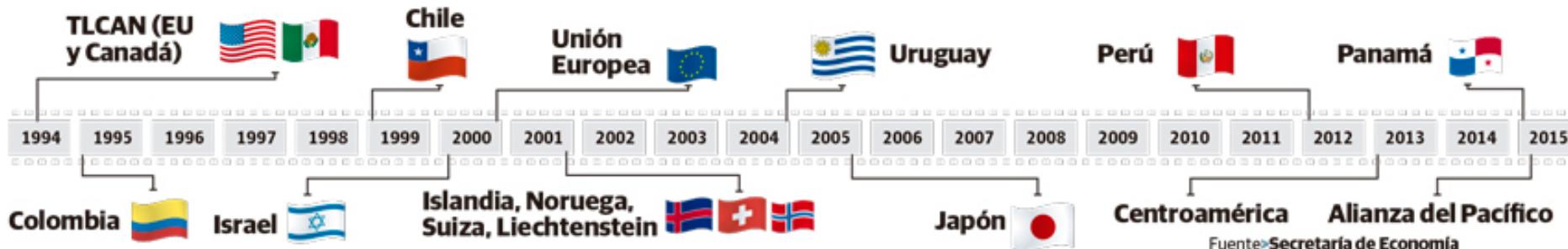
- Preferencias arancelarias
- Aranceles
- Restricciones no arancelarias
- Estabilidad económica del mercado

## Elige bien a tu operador logístico

- Etiquetado, empaque, embalaje
- Transportes nacionales
- Transportes internacionales
- Agente Aduanal

## Acuerdos comerciales que México ha firmado

Desde 1994 a la fecha, México ha firmado 12 pactos comerciales, que incluyen a más de 40 países.



## PUERTOS

1. Acapulco (Jaime Nova Palma)
2. Altamira (Jacqueline Dondé Limón)
3. Cancún (Ignacio Palmeros Morales)
4. Ciudad del Carmen (Brenda Torres Castillo)
5. Coatzacoalcos (Angélica Morales Lobato)
6. Dos bocas (Roberto Ibarra Torres)
7. Ensenada (Alejandra García Castañeda)
8. Guaymas (María de Jesús Soto Cervantes)
9. La paz (José Rodolfo Sixto Tapia)
10. Lázaro cárdenas (Raymundo Regato Loyola)
11. Manzanillo (Baruc de la Fuente Lozada)
12. Mazatlán (Rodolfo Aguilera Colón)
13. Progreso (Yakelín Mandujano Quezada)
14. Salina Cruz (Óscar Ortega Lara)
15. Tampico (Felipe Nava Aguilera)
16. Tuxpan (Claudia Susseth Salvatori)
17. Veracruz (Leonor Pérez Paldaña)



NO HAY MEJOR  
LOGÍSTICA QUE LA  
QUE PUEDES  
PLANEAR



# CASO PRACTICO

1

Analiza

Diseña

## 2. APRENDIENDO A CARGAR COSTING & PRICING

Desarrollo de la estrategia

Evaluación de proveedores

Comprendión de factores

Determinación el costo

Determinación de venta

# APRENDIENDO A CARGAR

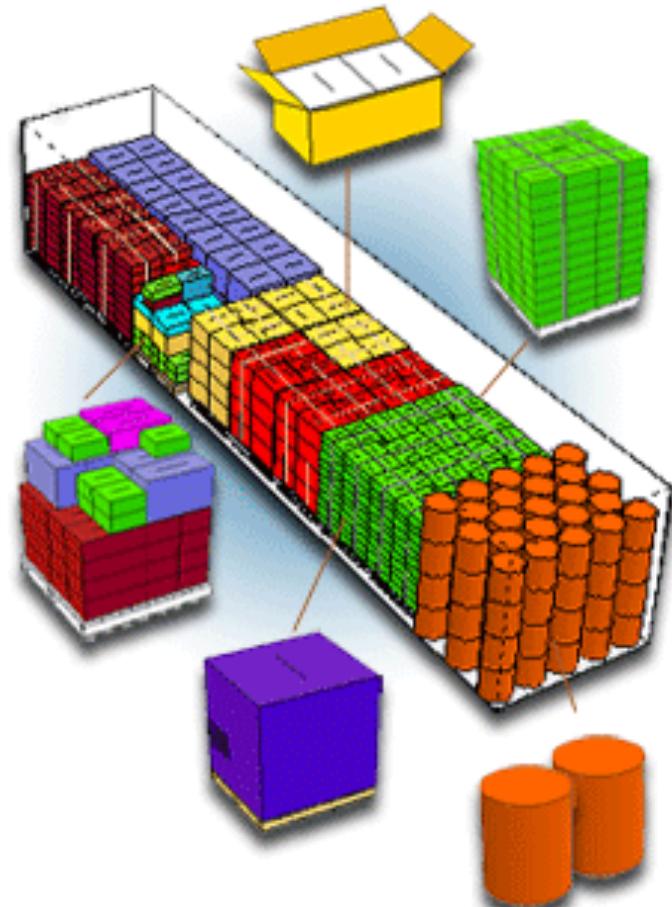






Consorcio Jurídico Aduanero

# CUBICAJE



Multiple Cargo Types

# CONTENEDORES

## 20 PIES STANDARD (dry cargo) 20' x 8' x 6'

MEDIDA	EXTERNA (metros/pies)	INTERNA (metros/pies)
LARGO	6,05m 20'	5.90m 19'4"
ANCHO	2.43m 8'	2.34m 7'8"
ALTO	2.59m 8'6"	2.40m 7'10"



## 40 PIES STANDARD (dry cargo) 40' x 8' x 6'

MEDIDA	EXTERNA (metros/pies)	INTERNA (metros/pies)
LARGO	12.19m 40'	12.03m 39'6"
ANCHO	2.43m 8'	2.34m 7'8"
ALTO	2.59m 8'6"	2.40m 7'10"



## 40 PIES high cube STANDARD (dry cargo) 40' x 8' x 9'6"

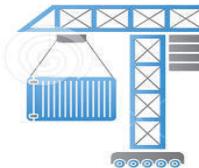
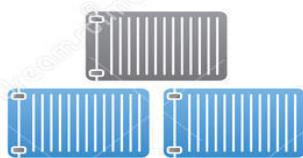
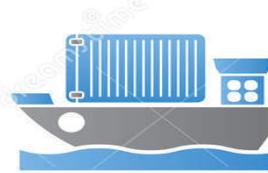
MEDIDA	EXTERNA (metros/pies)	INTERNA (metros/pies)
LARGO	12.19m 40'	12.03m 39'6"
ANCHO	2.43m 8'	2.34m 7'8"
ALTO	2.89m 8'11"	2.59m 8'6"



# MERCANCIAS PELIGROSAS

<b>CLASE 1:</b> Explosivos	   
<b>CLASE 2:</b> Gases	   
<b>CLASE 3:</b> Líquidos Inflamables	
<b>CLASE 4:</b> Sólidos Inflamables Combustión espontánea Peligrosas Mojadas	  
<b>CLASE 5:</b> Sustancias Comburentes y Peróxidos Orgánicos	 
<b>CLASE 6:</b> Sustancias Tóxicas e Infecciosas	  
<b>CLASE 7:</b> Materiales Radiactivos	
<b>CLASE 8:</b> Corrosivos	
<b>CLASE 9:</b> Mercancías Peligrosas Varias (Misceláneas)	

# MEDIOS DE TRANSPORTE



# LO QUE NUNCA DEBES OLVIDAR



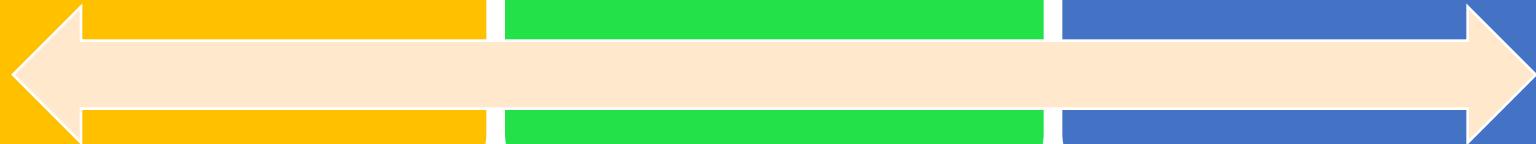
SEGURO



INCOTERM



DOCUMENTOS

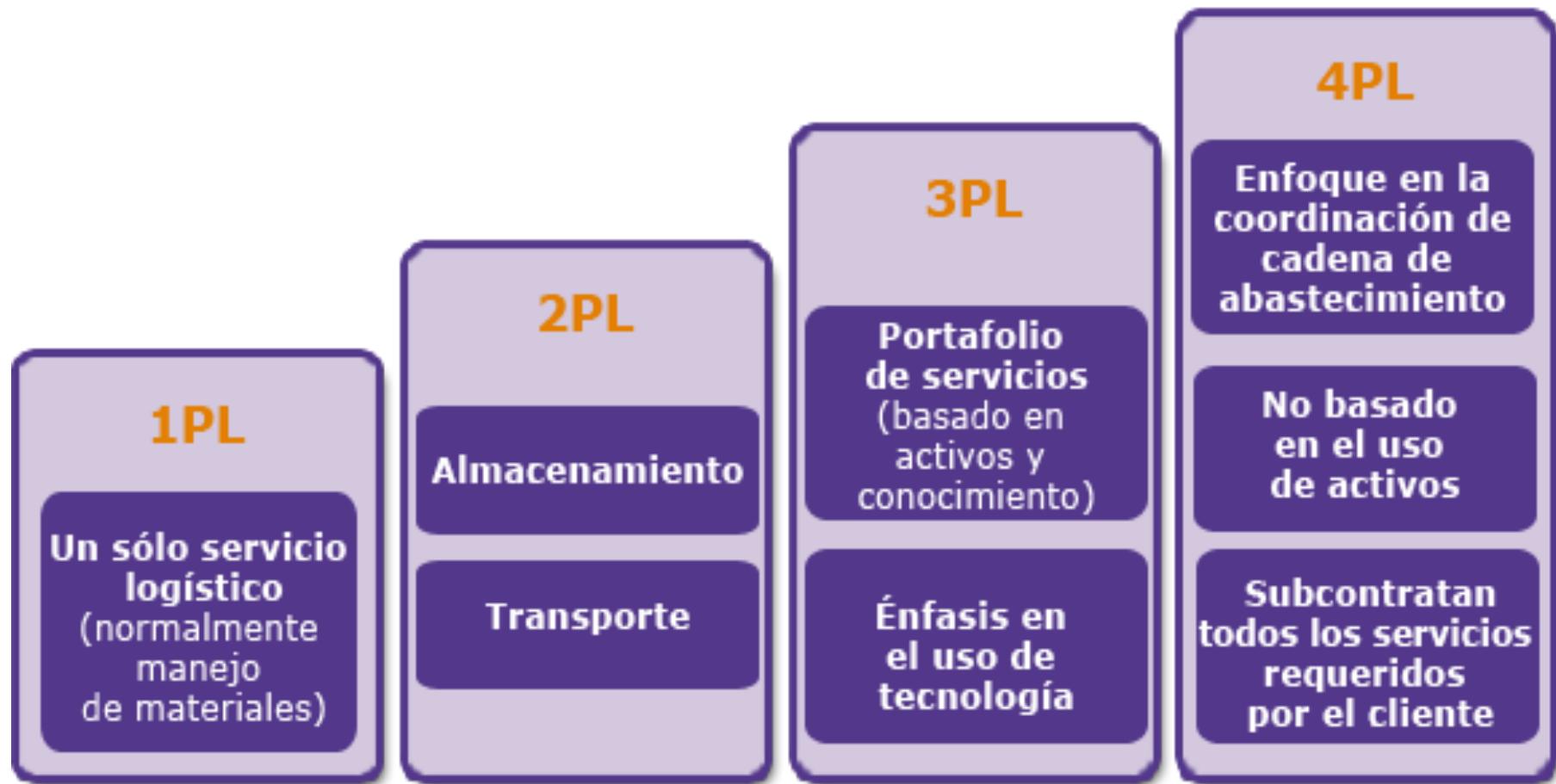




# FUSIONES IMPORTANTES



# FORWARDERS



# ORGANIZACIONES QUE REGULAN EL COMERCIO INTERNACIONAL



# CASO PRACTICO

2

Perfecciona

Implementa

# 3. LOGISTICA PUERTA A PUERTA



DESCRIPTION				FREIGHT/RISK	MORE DETAILS
	SELLER		BUYER		
<b>EXW</b> Ex Works	SELLER		BUYER	<b>Freight</b> Seller's premises. <b>Risk</b> Seller's premises.	Seller is only responsible for making the goods available at the seller's premises. The buyer bears the full risk from there to the destination.
<b>FCA</b> Free Carrier	SELLER		BUYER	<b>Freight</b> Freight handler. <b>Risk</b> Freight handler.	Seller is responsible for delivery to the custody of the carrier, which is provided by the buyer. Risk is transferred as soon as loading has taken place.
<b>CPT</b> Carriage Paid to	SELLER	SELLER	BUYER	<b>Freight</b> Destination. <b>Risk</b> First freight handler.	Seller delivers the goods to the carrier at an agreed place of delivery and pays for transport to the named destination. Risk is transferred at the place of delivery, whereas seller pays for transport to the destination.
<b>CIP</b> Carriage and Insurance Paid to	SELLER	SELLER	BUYER	<b>Freight</b> Destination. <b>Risk</b> First freight handler.	Seller delivers the goods to the carrier at an agreed place of delivery and pays for transport and insurance to the named destination. Risk is transferred at the place of delivery, whereas seller pays for transport and insurance to the destination.
<b>DAT</b> Delivered at Terminal	SELLER	SELLER	BUYER	<b>Freight</b> : Destination. <b>Risk</b> : Destination.	Seller delivers the goods unloaded at a specified place inside the agreed terminal. Risk is transferred as soon as the goods have been unloaded.
<b>DAP</b> Delivered at Place	SELLER	SELLER	BUYER	<b>Freight</b> : Place of destination. <b>Risk</b> : Arriving means of transport at destination.	Seller delivers the goods to the disposal of the buyer on the arriving means of transport at the agreed place. Seller assumes the risk until the goods are made ready for unloading from the arriving means of transport.
<b>DDP</b> Delivered Duty Paid	SELLER	SELLER	BUYER	<b>Freight</b> Destination. <b>Risk</b> Destination.	Seller is responsible for bringing the goods to the destination, paying any duty and making the goods available to the buyer. Risk is transferred as soon as the buyer has access to the goods ready for unloading at the agreed destination.
<b>FAS</b> Free Alongside Ship	SELLER	SELLER	BUYER	<b>Freight</b> Shipside in port of departure. <b>Risk</b> Shipside in port of departure.	Seller is responsible for delivery of the goods at the quay alongside the ship. From this point onwards, risk lies with the buyer.
<b>FOB</b> Free on Board	SELLER	SELLER	BUYER	<b>Freight</b> On board ship. <b>Risk</b> On board ship.	Seller is responsible for delivery of the goods loaded on board the ship. Risk is transferred as soon as the goods have been set down inside the ship.
<b>CFR</b> Cost and Freight	SELLER	SELLER	BUYER	<b>Freight</b> Port of destination. <b>Risk</b> On board ship.	Seller covers cost of freight, duty unpaid, to the named port of destination. Risk is transferred as soon as the goods have been set down inside the ship.
<b>CIF</b> Cost, Insurance and Freight	SELLER	SELLER	BUYER	<b>Freight</b> Port of destination. <b>Risk</b> Port of destination.	Seller covers cost of insurance and freight, duty unpaid, to the named port of destination. Risk is transferred as soon as the goods have been set down inside the ship.

█ COSTS    █ RISK    █ INSURANCE

█ All modes of transport

█ Sea and inland waterways

# MANEJO Y LLENADO DE DOCUMENTACION IMPORTANTE



# PROCESO ADUANAL



# PEDIMENTO

REF. CAST0010 PEDIMENTO										CERTIFICACIONES																																			
NUM. PEDIMENTO: 03 16 8000 1234568 T. OPER:EXP CVE. PEDIMENTO:A1 REGIMEN:EXD DESTINO: 9 TIPO CAMBIO:10.2365 PESO BRUTO: 999.9612 Kg. ADUANA E/S:16/0 <b>MEDIOS DE TRANSPORTE</b> ENTRADA/SALIDA: ARRIBO: 1 SALIDA: 6 VALOR DOLARES: \$1,750 1 VALOR ADUANA: \$17,913.87 PRECIO PAGADO: \$17,913.87										Pagina 1 de 2																																			
<b>DATOS DEL IMPORTADOR /EXPORTADOR</b> RFC: CONL9905132N3 NOMBRE, DENOMINACION O RAZON SOCIAL: Nuevo México Company , S.A. de C.V. CURP: CONL990513MDFXLL06 DOMICILIO: Insurgentes Sur, 2556, Mexico, Distrito Federal VAL. SEGUROS SEGUROS FLETES EMBALAJES OTROS INCREMENTABLES 0 0 0 0 0																																													
ACUSE ELECTRONICO DE VALIDACION: A32JCA1B 34661519										CLAVE DE LA SECCION ADUANERA DE DESPACHO: 160																																			
<b>MARCAS, NUMEROS Y TOTAL DE BULTOS:</b> FECHAS SALIDA: 12/09/03 PAGO: 17/09/03										TASAS A NIVEL PEDIMENTO CONTRIB. PRV CVE. T. TASA 161																																			
<b>CUADRO DE LIQUIDACION</b> <table border="1"> <thead> <tr> <th>CONCEPTO</th> <th>F.P.</th> <th>IMPORTE</th> <th>CONCEPTO</th> <th>F.P.</th> <th>IMPORTE</th> <th colspan="2">TOTALES</th> </tr> </thead> <tbody> <tr> <td>DTA</td> <td>0</td> <td>0</td> <td></td> <td></td> <td></td> <td>Efectivo</td> <td>3,090</td> </tr> <tr> <td>IVA</td> <td>0</td> <td>2,687</td> <td></td> <td></td> <td></td> <td>Otros</td> <td>0</td> </tr> <tr> <td>IGI</td> <td>0</td> <td>0</td> <td></td> <td></td> <td></td> <td>TOTAL</td> <td>3,090</td> </tr> </tbody> </table>										CONCEPTO	F.P.	IMPORTE	CONCEPTO	F.P.	IMPORTE	TOTALES		DTA	0	0				Efectivo	3,090	IVA	0	2,687				Otros	0	IGI	0	0				TOTAL	3,090				
CONCEPTO	F.P.	IMPORTE	CONCEPTO	F.P.	IMPORTE	TOTALES																																							
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IVA	0	2,687				Otros	0																																						
IGI	0	0				TOTAL	3,090																																						
<b>DATOS DEL PROVEEDOR</b> ID. FISCAL NOMBRE, DENOMINACION O RAZON SOCIAL DOMICILIO: : International Drive Ave. 2556, Los Angeles, California VINCULACION NO 2122651 Nuevo México Company																																													
NUM. FACTURA 215		FECHA 11/09/2003		INCOTERM CIF		MONEDA EXT. USD		VAL. MON.EXT. 2000.00		FACTOR MON.EXT. 1.0000		VAL. DOLARES 2000.00																																	
TRANSPORTE IDENTIFICACION : KOWLOON V3597										PAIS: MÉXICO																																			
NUMERO (GUIA/ORDEN EMBARQUE) / ID : 555CH2050ZMTLO NUMERO / TIPO DE CONTENEDOR : ORMS12894/330003 CLAVE / COMPL. IDENTIFICADOR																																													
OBSERVACIONES																																													
SE ANEXA CERTIFICADO DE ORIGEN TLCAN																																													
PARTIDAS																																													
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	DESCRIPCION (REGLONES VARIABLES SEGUN SE REQUIERA)	VAL. ADUANA	IMP.	PRECIO PAG.	PRECIO UNIT.	VAL. AGREG	E.F.	ORIG-DEST-VEND-COMP																																					
1	MARCA				MODELO		CODIGO PRODUCTO																																						
	JGO. DE UNAS POSTIZAS	30040001	0	1	12	120	01	3	USA	KOR																																			
	6491				54.09				-DF-CA-DF																																				
AGENTE ADUANAL, APODERADO ADUANAL O ALMACEN NOMBRE O RAZ. SOC: SERGIO RAULEGO TORRES MARIN RFC: TOM5561016HC4 CURP: TOM5561016HC4LRD08 MANDATARIO / PERSONA AUTORIZADA NOMBRE: RFC:										DECLARO BAJO PROTESTA DE DECIR VERDAD EN LOS TERMINOS DE LO DISPUESTO POR EL ARTICULO #1 DE LA LEY ADUANERA; PATENTE O AUTORIZACIÓN: FIRMA AUTOGRAFA Destino Interior del país																																			

# EVALUATE

Recuerda

Supervisa

Crea

Analiza

Calcula

Asómbrate

Persigue

Imagina

Aprende

Triunfa

Perfecciona

Implementa

Prevé

Diseña



gracias

go raibh maith agat  
mercs  
mochchakkeram  
barka  
ngiyabonga  
mammun

dziekuje  
dank je

terima kasih  
obrigada djiere dieuf  
akun mahalo murakeze  
lau спасибо

taikū  
sukriya sagolun  
arigatō teşekkür ederim  
merci obrigado  
dhanyavaradaya  
nanni ありがとう  
tapadh leat  
misi  
spas  
welāñ  
misaotra  
xiéie  
deku  
mercé  
lack  
sulpay  
manana

gracias  
koszönöm malondo asante  
dhanyavad rahmel hvala nájjs tuke  
paldies enkosi  
dankon  
arigatō  
dhanyavaradaya  
nanni  
tapadh leat  
misi  
spas  
welāñ  
misaotra  
xiéie  
deku  
mercé  
lack  
sulpay  
manana

grazie  
sobodi tasemint  
bayaralala  
chokrane rahmat  
gratias ago dankie  
kam sah hammida chmorakaloutioum  
faafetai lava  
mauritius  
dili madhu  
faafetai lava  
kop khun krap  
gracie dakujem  
diolch grazzi takk  
dank  
danke

thank you

ευχαριστώ  
তোমাক ধন্যবাদ  
তোমাক ধন্যবাদ