

## SECTION FIVE

### Country-level Workshop on Freight Forwarding and Multimodal Transport

Yangon, Myanmar  
18-19 November 1999

#### I. Organization of the Workshop

##### A. Introduction

The Country-level Workshop on Freight Forwarding and Multimodal Transport was held in Yangon, Myanmar from 18-19 November 1999. It was organized by the ESCAP secretariat in cooperation with the Ministry of Transport of the Government of Myanmar.

##### B. Attendance

The Workshop was attended by 28 participants, including freight forwarders, shipping agents and officials from various state enterprises concerned with freight forwarding activities and multimodal transport in Myanmar. The list of participants is given in Annex XVI to the report.

##### C. Workshop Opening

In his welcoming address, H.E. U Pe Than, Deputy Minister, Ministry of Transport expressed his sincere appreciation to ESCAP and to the Department of Transport for organizing the Workshop. He stated that Myanmar is a country which is rich in natural resources of forest and marine products and possesses vast opportunities for investing in gas, crude oil, metals and non-metallic minerals such as jade, gems, ruby and sapphire. Myanmar has adopted the market-oriented and outward looking economic system over one decade ago. He was proud that Myanmar could take the initial step for the development of freight forwarding and multimodal transport.

Myanmar adopts an Independent Foreign Trade Policy believing in trade liberalization and free and fair trade. It has trade agreement with many countries such as Republic of Korea, China, Thailand, Bangladesh, India, Pakistan and some Eastern European countries. Major trade partners for export products are China, Singapore, Thailand and India and that of import products are Japan, China, Thailand, Singapore and Malaysia. He stressed that freight forwarding activities in Myanmar is a new business activity that should be consolidated and promoted in accordance with Myanmar Economic Policy and in line with ASEAN Framework Agreement. A copy of his address is at Annex XVII.

The ESCAP representative welcomed the participants and thanked the Ministry of Transport for hosting the Workshop. Transport has always been considered important to the development of trade and the national economy. Transport is particularly important for a country such as Myanmar which is opening up its economy and diversifying and developing its trade. It is important that these countries optimize the opportunities that come with opening up to investment, technology and new thinking.

Transport is now an essential part of the process of manufacturing and distribution of goods. The expectations of the shippers have also changed in that they now want the goods to be in the right place, at the right time and at the right price. It is the freight forwarders who have been at the right place and at the right time to offer these services.

Multimodal transport services are beneficial to the shipper because it frees the shipper from problems associated with transport. The MTO can also work out the optimum route and combination of transport modes that would provide the shipper with value for money. For multimodal transport to facilitate the movement of goods, however, there has to be a joint effort on the part of the trade, the sea carriers, the land carriers, the customs, the banks, the freight forwarders and the government.

The transport industry and the freight forwarders in Myanmar has a long way to go. But the industry also has the opportunity to learn from the experiences of other countries and ensure that economic development does not take place at the cost of the environment, the culture or the special quality of the people. The recent establishment of MIFFA (Myanmar International Freight Forwarders' Association) demonstrates the interest shown by Myanmar freight forwarding industry in developing further.

The ESCAP representative also noted that in organizing this Workshop, the Ministry of Transport has shown its commitment to development and this is a new step in fruitful collaboration with ESCAP in the field of human resource development in the transport sector. The ESCAP representative commended the work put in by the organizers of the Workshop and expressed appreciation to the Government of France for its financial support. The text of the address is attached as Annex XVIII.

#### D. Workshop programme

Thursday, 18 November 1999

**A.M.**

Registration

Opening remarks by H.E. U Pe Than, Deputy Minister, Ministry of Transport  
Opening statement from ESCAP representative

## *Overview*

To set out the background and the objectives of the workshop

Share the findings and deliberations of the Sub-regional Seminar on Freight Forwarding and Multimodal Transport held in Bangkok from 14-15 October 1999.

### ***Session I: Links between international trade and international transport***

Introduction

Current status and future prospects for external trade in the country

Documentary credits and INCOTERMS

UCP 500

Activity/exercise

**P.M.**

### ***Session II: Multimodal Transport Corridors in the GMS***

Routing alternatives

Activity/exercise

### ***Session III: Carriage of goods overland***

Asian Highway and Trans Asian Railway maps

Land Transport (Status of CMR/TIR-COTIF)

Friday, 19 November 1999

**A.M.**

### ***Session IV: Carriage of goods by air***

Air freight (video - 10 minutes)

International developments in airfreight

Current situation in the country

Sea-air: An analysis

### ***Session V: Commercial aspects of freight forwarding and multimodal transport***

Video FIATA on freight forwarding (14 minutes)

Economic and commercial advantages of freight forwarding

The changing role of the freight forwarder:

- Stage one: traditional role as adviser to shipper
- State two: intermediate role, cargo consolidator
- Stage three: current role as multimodal transport operator
- Stage four: logistics service provider

Introduction to FIATA model rules

Cargo consolidation: NVOCC/NAOCC (Prospects for cargo consolidation in the country)

**P.M.**

***Session VI: Liability regimes***

Carriage of goods by sea (Hague and Hague-Visby rules, Hamburg rules)  
 Freight forwarder organizing the total transport: a suitable liability regime  
 UNCTAD/ICC Rules, FIATA B/L  
 Activity/exercise

***Session VII: Insurance requirements***

Insurance requirements for the shippers, sea carrier, air carrier, land transport and freight forwarder  
 ASEAN framework on Multimodal Transport

***Session VIII: National Freight Forwarder Association - Establishment/further developments***

**Conclusions and Recommendations**

## II. Proceedings of the Workshop

The two-day Workshop on Freight Forwarding and Multimodal Transport was a follow-up of the Sub-regional Seminar on Freight Forwarding and Multimodal Transport held in Bangkok, Thailand from 14-15 October 1999. At the Sub-regional Seminar the Myanma delegation identified a number of constraints to the development of freight forwarding and multimodal transport in Myanmar. One of the main issues that were highlighted, apart from the country's lack of basic infrastructure was the shortage of human skills and expertise in the field of freight forwarding and multimodal transport.

The focus of the Country-level Workshop was thus aimed at enhancing the knowledge of a core group of senior government officials and industry personnel on subjects related to road, rail, sea and air freight forwarding. The response had exceeded all expectations and attendees were required to contribute financially for their participation. The Workshop sessions that were covered in the Country-level Workshop reflected issues that are of interest to Myanmar.

The opening session of the Workshop was also attended by members of the national press and newspaper articles and television news reported the event.

The Workshop presentations were made by the ESCAP resource persons. The proceedings were conducted in an interactive manner with time allocated for discussions, activities and group sessions.

The following topics were covered in the Country-level Workshop:

- Links between international trade and international transport
2. Multimodal transport corridors in the GMS
3. Carriage of Goods Overland
4. Carriage of Goods by Air
5. Commercial aspects of freight forwarding and multimodal transport
6. Maritime liability regimes and UNCTAD/ICC Rules for Multimodal Transport
7. Insurance requirements
8. Further development of National Freight Forwarders' Association - (with regional examples)

At the end of the workshop, participants developed a set of recommendations for consideration of the Government. These are set out in the concluding section below.

## III. Conclusions

The participants urged the Government to consider the following measures in order to further develop freight forwarding and multimodal transport in Myanmar:

- (a) To improve legislation related to national and international transport, freight forwarding and multimodal transport. The support and regulation from the Ministry of Transport is needed for the control of the freight forwarding industry.
- (b) To improve infrastructure investment of rail, roads, inland waterways, ports, and airports to encourage international carriers to operate in Myanmar.

Emphasis should be given to human resource development through regular seminars, courses and vocational training to be held with the support of Myanmar International Freight Forwarders' Association (MIFFA).

There should be more exchange of experiences, information and technology between national forwarders' association in the region (i.e. TIFFA, VIFFAS).

### IX. Workshop Evaluation

A summary of the Workshop Evaluation Forms completed by the participants is at Annex XIX.

**ANNEX XVI**

**Country-level Workshop on Freight Forwarding  
and Multimodal Transport**

**Yangon, 18-19 November 1999**

**LIST OF PARTICIPANTS**

## **LIST OF PARTICIPANTS**

Ms. Iris M. Aung, Relocation Manager, Myanmar International Moving Services, Yangon

Ms. Zar Zar M. Aung, Customer Services Manager, Hi Fi International Movers, Yangon

Mr. Win Zaw, Sales and Marketing Manager, Express Air and Sea (Cargo) Transportation, Yangon

Mr. Sai Tun Win, General Manager (Sales and Marketing), Mandalay A & S Services, Mandalay

Mr. Khin Myo New, Operation Manager, Myanmar Dhow Co., Ltd., Yangon

Mr. Sim Mui Sua, Director, Myanmar Euo Pac Forwarding, Yangon

Mr. U Zaw Win, Executive Director, Transindo Limited, Yangon

Mr. Thit Thit Htet, Station Manager, Myanmar Global Services, Yangon

Dr. Than Htut, Station Manager, Fix International (Yangon) Ltd., Yangon

Mr. Tiger Hsu Jr., Station Manager, Myanmar Air Tiger Express, Yangon

Capt. San Thein, Managing Director, Glory Success Maritime Services, Yangon

Mr. U Hla tin Thane, Director (Finance & Administration), For Ever Success International Forwarding and General Services, Yangon

Mr. Hla Shwe, President, Myanmar Express International Moving Services, Yangon

Mr. Kyaw Kyaw Htoo, Sales Manager, Unlimited Express (Myanmar), Yangon

Mr. Kyaw Phone Lwin, Director, Prosperous Freight Services Ltd., Yangon

Mr. Win Naing, Assistant General Manager, EFR Forwarding and General Services, Yangon

Mr. Hla Hla Ye, General Manager, Myanmar Raven International, Yangon

## **GOVERNMENT ORGANIZATIONS**

Mr. Maung Maung Thein, Assistant, Myanmar Insurance, Yangon

Mr. Aye Thu, Assistant Director (Export/Import), Customs Department, Yangon

Mr. Myint Ngwe, Assist General Manager (Cargo Section), Myanmar Port Authority, Yangon

Mr. Ye Myint, Assistant General Manager, Shipping Agency Department, Yangon

Mr. Kyaw Shein, Assistant Manager, Ministry of Commerce, Yangon

Ms. Cherry Lwin, Assistant General Manager, Myanmar Foreign Trade Bank, Yangon

Mr. Ko Lay, Assistant General Manager, Myanma Investment and Commercial Bank, Yangon

Mr. Thant Zin Oo, Senior Cargo Officer, Myanmar Airport (Cargo Department), Yangon

Mr. Myo Thant, Assistant General Manager, Myanmar Five Star Cooperation

Mr. Than Nwe, Law Professor, Yangon

### **OBSERVERS**

Mr. Kyaw Naing, Director, Department of Transport, Ministry of Transport, Yangon

Mr. Aung Kyaw Min, Managing Director, MIMS Logistics Group of Companies, Yangon

Mr. Tint Wai Oo, Managing Director, United Cargo Services, Yangon

Dr. Aye Aye, Director, Chein Kaung Express Co., Ltd., Yangon

Mr. Kyaw Lwin Oo, Managing Director, Ever Flor River, Yangon

Mr. Aung Moe, Marketing Director, Unlimited Express (Myanmar) Co., Ltd., Yangon

Mr. Kyin Thein, Marketing & Operation Executive, Transindo Limited., Yangon

Mr. Aung Khaing, General Manager, Express Air and Sea (Cargo) Transportation, Yangon

### **LECTURERS**

Ms. G. Karandawala, Economic Affairs Officer, Water Transport Section, Transport, Communications, Tourism and Infrastructure Development Division, ESCAP, Bangkok, Thailand

Mr. P.V. Bezy, Expert on Multimodal Transport, Water Transport Section, Transport, Communications, Tourism and Infrastructure Development Division, United Nations, ESCAP, Bangkok, Thailand

Mr. Ruth Banomyong, Consultant on Multimodal Transport, Water Transport Section, Transport, Communications, Tourism and Infrastructure Development Division, United Nations, ESCAP, Bangkok, Thailand

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Ms. G. Karandawala, Economic Affairs Officer, Water Transport Section, Transport, Communications, Tourism and Infrastructure Development Division, ESCAP, Bangkok, Thailand

Mr. P.V. Bezy, Expert on Multimodal Transport, Water Transport Section, Transport, Communications, Tourism and Infrastructure Development Division, United Nations, ESCAP, Bangkok, Thailand

Mr. Ruth Banomyong, Consultant on Multimodal Transport, Water Transport Section, Transport, Communications, Tourism and Infrastructure Development Division, United Nations, ESCAP, Bangkok, Thailand

**ANNEX XVII**

**Country-level Workshop on Freight Forwarding  
and Multimodal Transport**

**Yangon, 18-19 November 1999**

**WELCOME ADDRESS**

**WELCOME ADDRESS BY  
H.E. U PE THAN, DEPUTY MINISTER  
MINISTRY OF TRANSPORT**

Excellencies,  
Distinguished Guests,  
Participants,  
Ladies and Gentlemen,

It gives me great pleasure to have this opportunity to deliver the Keynote Address at the Country-level Workshop on the Development of Freight Forwarding and Multimodal Transport in Myanmar, jointly sponsored by the Ministry of Transport and ESCAP.

First and foremost, may I express my sincere appreciation to ESCAP, and the Department of Transport, for their joint efforts in organizing and necessary arrangements for this Workshop.

I am proud and delighted that Myanmar could take the initial step for the development of freight forwarding and multimodal transport. Myanmar has adopted the market-oriented and outward looking economic system over one decade ago.

Myanmar is a country which is rich in natural resources of forest and marine products and possesses vast opportunities for investing in gas, crude oil, metals and non-metallic minerals like jade, gem, ruby and sapphire, etc.

The geographical background of Myanmar is the proof that the transportation systems are favourable for the flowing of trade to and from the various countries. Myanmar is the country on the mainland South East Asia Region with a total land area of 676,577 sq.km. It has common boundaries with Bangladesh, India, China, Lao PDR and Thailand and has long coast line of 2,832 km, in length. Inside the country, it is crisscrossed by rivers, creeks and streams. These facts suggest that Myanmar is accessible not only by land, but also by waterways.

Currently, the freight forwarding industry becomes a new business activity in Myanmar. Ministry of Transport conceived that this industry should be according to the consolidated and promoted Myanmar Economic Policy and in line with ASEAN Framework Agreement.

Myanmar adopts an Independent Foreign Trade Policy believing in trade liberalization and free and fair trade. It has trade agreement with many countries such as Republic of Korea, China, Thailand, Bangladesh, India, Pakistan and some Eastern European countries. Major trade partners for export products are China, Singapore, Thailand and India and that of import products are Japan, China, Thailand, Singapore and Malaysia.

The transport system which is geared to serve Myanmar's domestic and overseas by highways, waterways and airways. To facilitate the smooth carriage by sea for Import and export goods, the Government has already organized the Port Facilitation Committee at Yangon Port for supervising the every inbound-outbound containerized and conventional cargo in prompt Customs and Port Formalities.

Myanmar has participated in general international conventions. A recent one of such conventions is the ASEAN Framework Agreement on the Facilitation of Goods in Transit for which all the ASEAN leaders have come to a commitment through numerous decisions. Myanmar naturally adheres to WTO, CCC Convention and Harmonized Commodity Description and Coding System.

In view of this, it is obvious that the deep and unshaken commitment of the freight forwarders in collaboration with ESCAP will play a pivotal role in the smoothness of trade flow and promising business relations among the diverse countries by the understanding of different rules and regulations, the exchange of practices and information and ample opportunity to improve their skills. The globalization process is just around the corner and so is the growing integration and synergic cooperation among the international countries.

On the whole, may I include my address with the words of thanks to the representative of ESCAP, Mr. P. Y. Bezy, Mr. R. Banomyong and Ms. G. Karandawala for their participation and kind encouragement at this Workshop.

Finally, may I wish for prosperous success of the economic cooperation in the Greater Mekong Region with the support of the professionals of Myanmar International Freight Forwarders.

Thank you.

**ANNEX XVIII**

**Country-level Workshop on Freight Forwarding  
and Multimodal Transport**

**Yangon, 18-19 November 1999**

**STATEMENT BY ESCAP REPRESENTATIVE**

**STATEMENT BY**  
**ESCAP REPRESENTATIVE**

H.E. U Pe Than, Deputy Minister, Ministry of Transport,  
Distinguished participants,  
Ladies and gentlemen,

On behalf of UNESCAP, my colleagues and I would like to welcome you all to this Workshop on freight forwarding and multimodal transport.

Transport has always been considered important to the development of trade and the national economy. Transport is particularly important for a country such as Myanmar which is opening up its economy and diversifying and developing its trade. It is important that these countries optimize the opportunities that come with opening up to investment, technology and new thinking.

Liberalization of trade in goods and services brings new opportunities to, and new markets for the developing countries in the ESCAP region. It also means greater competition for these markets. Transport is required to reach these markets. Competent, efficient and reliable and reasonably priced transport services help to make the export products more competitive in the world market. Over the years the role of transport in relation to trade has changed. So has the requirements of shippers.

Transport is now an essential part of the process of manufacturing and distribution of goods. The expectations of the shippers have also changed in that they now want the goods to be in the right place, at the right time and at the right price. It is the freight forwarders who have been at the right place and at the right time to offer these services.

The freight forwarding industry is at different stages of development in different countries. At the initial stage, forwarders only offer a forwarding and clearing service and act as agents for the shipper. At the intermediate stage, they undertake some function in their own right such as trucking the goods to the port or consolidating cargo. In all other respects they act as the agent for the shipper or the carrier. In the final stage, the freight forwarder undertakes to get the cargo carried by his own means of transport or by subcontracting with actual carriers. At this stage, the forwarder is acting as a principal and not as an agent of the shipper or carrier. When the forwarder undertakes to carry the goods by more than one mode of transport, with one transport document being issued to the shipper the forwarder is offering a multimodal transport services.

Multimodal transport service is beneficial to the shipper because it frees the shipper from problems associated with transport. The MTO can also work out the optimum route and combination of transport modes that would provide the shipper with value for money. For multimodal transport to facilitate the movement of goods, however, there has to be a joint effort on the part of the trade, the sea carriers, the land carriers, the customs, the banks, the freight forwarders and the government.

In a liberalized environment there is at times the misconception that the government no longer has a role in trade or transport. The governments in this region are increasingly deregulating and opening up the industries to private sector participation and moving out of running businesses. This, however, does not mean that the government has no role to play. The government has to encourage trade and transport facilitation. It has to provide the institutional and legal framework for the industry to develop and flourish. It has to encourage the customs to help the smooth movement of goods. And it must encourage the freight forwarders to institutionalize their network and support skills development. The government has to demonstrate its commitment towards the development of the transport industry.

The transport industry and the freight forwarders in Myanmar has a long way to go. But you also have the opportunity to learn from the experiences of other countries and ensure that economic development does not take place at the cost of the environment or culture and that you retain the wonderful tranquil quality of the people.

In organizing this Workshop, the Ministry of Transport has shown that commitment and we would like to think that this is a new step in fruitful collaboration with ESCAP in the field of human resource development in the transport sector. This Workshop is a sequel to the Sub-regional Seminar held in Bangkok from 14-15 October 1999, where Myanmar was also represented and is part of a programme funded by the Government of France for the development of freight forwarding and multimodal transport in the Greater Mekong Sub-region. We would like to take this opportunity to commend the work put in by the organizers of this Workshop and hope the deliberations during the next two days would be rewarding for all of us.

Thank you.

**ANNEX XIX**

**Country-level Workshop on Freight Forwarding  
and Multimodal Transport**

**Yangon, 18-19 November 1999**

**WORKSHOP EVALUATION**

## Workshop Evaluation

An evaluation questionnaire was distributed on the last day of the Workshop for completion, prior to the closing session. Participants were invited to give their views and comments on the Workshop, in terms of issues affecting Workshop content and presentation. The result of this evaluation exercise are as follows:

### ***I. Participant profile***

Public sector	33%
Private sector	67%

### ***II. Workshop structure and content***

#### ***1. Workshop duration***

Too short	42%
Appropriate	58%

#### ***2. Level of participation/interaction***

High	17%
Satisfactory	83%

#### ***3. What is your opinion of the workshop structure***

Well structured	54%
Appropriate	42%
Without opinion	4%

#### ***4. What is your opinion of the background material for the Workshop with respect to its coverage and depth?***

	<u>Coverage</u>	<u>Depth</u>
Very good	21%	17%
Good	71%	58%
Adequate	-	12.5%
Without opinion	8%	12.5%

### **III. Relevance and applicability**

#### **1. Do you find the Workshop relevant to your current work?**

To a great extent	46%
To a reasonable extent	54%

#### **2. Do you feel that you have gained from the Workshop?**

To a great extent	42%
To a reasonable extent	58%

#### **3. Do you think that the knowledge/understanding you gained will of be of use to you?**

To a great extent	75%
To a reasonable extent	25%

### **IV. Workshop conduct**

#### **Did you find the method of instruction used in the Workshop to be:**

	<u>Coverage</u>	<u>Depth</u>
Very good	38%	17%
Good	54%	50%
Adequate	4%	4%
Without opinion	4%	29%

#### **2. How would you assess the general standard of the lecturers?**

##### **Mr. Banomyong R.**

Very good	42%
Good	46%
Satisfactory	12%

##### **Mr. Bezy P.Y.**

Very good	42%
Good	46%
Satisfactory	12%

**Ms. Karandawala G.**

Very good

Good

***V. Workshop Administration***

***1. Physical arrangements***

Very good

Acceptable