

Tailored Presentation

By



Fred Parakh

BTI LOGISTICS



In-house Facilities

- International Forwarding
- Customs Clearance
- Warehousing
- Bonded Warehousing (79 & 77G)
- Packing/Unpacking FCL/LCL
- Pick/Pack/Cross Docking
- Transport and Distribution
- Order tracking / Shipping advice

Incoterms Explained

Why

The Incoterms were first published in 1936. Amendments and additions were later made in 1953, 1967, 1976, 1980 and again in 1990 in order to bring the rules into line with current international trade practices.

Site for full rules

http://www.worldclassshipping.com/incoterm_fca.html

Simplified Groups

“F” terms

The seller is called upon to deliver the goods to a carrier appointed by the buyer

- FCA Free Carrier
- FAS Free Alongside Ship
- FOB Free On Board

“C” terms

The seller has to contract for carriage, but without assuming the risk of loss or damage to the goods or additional costs due to events occurring after shipment and dispatch

- CFR Cost and Freight
- CIF Cost, Insurance and Freight
- CPT Carriage Paid To
- CIP Carriage and Insurance Paid To

“D” terms

The seller has to bear all costs and risks needed to bring the goods to the country of destination

DAF Delivered At Frontier

DES Delivered Ex Ship

DEQ Delivered Ex Quay

DDU Delivered Duty Unpaid

DDP Delivered Duty Paid

Ex-Works

The term “Ex Works” represents the seller’s minimum obligation, his only responsibility being to make the goods available at his premises.

- Positive: you do very little but you still have to fill out a shippers letter of Instruction and produce an invoice to the Forwarding agent.
- Negative: you will have to deal with many different Forwarding agents as they are appointed by your customers.

Incoterms Explained

The most Common used

- ◆ **FOB (Free On Board)**
Title and risk pass to buyer including payment of all transportation and insurance costs once delivered alongside ship / aircraft by the seller. Used for any mode of transportation.
- ◆ **CIF (Cost, Insurance and Freight)**
Title and risk pass to buyer when delivered on board the ship / aircraft by seller who pays transportation and insurance cost to destination port / airport. Used for any mode of transportation.
- ◆ **DDU (Delivered Duty Unpaid)**
Seller fulfils his obligation when goods have been made available at the named place in the country of importation. Used for any mode of transportation, unless otherwise specified, excludes clearance with Customs.-
- ◆ **DDP (Delivered Duty Paid)**
Title and risk pass to buyer when seller delivers goods to named destination point cleared for import. Used for any mode of transportation.

Incoterms Explained

Common

- **CFR (Cost and Freight)** *The old C&F*

Title risk, and insurance cost pass to buyer when delivered on board ship / aircraft by seller who pays the transportation cost to the destination port / airport. Used for any mode of transportation.

- **CIP (Carriage and Insurance Paid To)** *CIF with destination option*

Title and risk pass to buyer when delivered to carrier by seller who pays transportation and insurance cost to destination. Used for any mode of transportation.

- **DAF (Delivered at Frontier)**

Generally Countries with Land Borders

Title, Risk and responsibility for import clearance pass to buyer when delivered to named border point by seller. Used for any mode of transportation.

- **CPT (Carriage Paid To)** *Risk is per FOB but the seller ships to destination*

Title, risk and insurance cost pass to buyer when delivered to carrier by seller who pays transportation cost to destination. Used for any mode of transportation.

- **FCA (Free Carrier)** **FOB where the seller can assist at the risk of the Buyer**

Title and risk pass to buyer including transportation and insurance cost when the seller delivers goods cleared for export to the carrier. Seller is obligated to load the goods on the Buyer's collecting vehicle; it is the Buyer's obligation to receive the Seller's arriving vehicle unloaded.

Incoterms Explained

Less Common

- **FAS (Free Alongside Ship)** *Generally used for Projects Risk to Buyer once alongside ship*
Title and risk pass to buyer including payment of all transportation and insurance cost once delivered alongside ship by the seller. Used for sea or inland waterway transportation. The export clearance obligation rests with the seller.
- **DES (Delivered Ex Ship)** *Like CFR but the risk for goods transfers at the shipment port*
Title, Risk and responsibility for vessel discharge and import clearance pass to buyer when seller delivers goods on board the ship / aircraft to destination port / airport. Used for any mode of transportation.
- **DEQ (Delivered Ex Quay (Duty Paid))** *Like DDP without door delivery*
Title and risk pass to buyer when delivered on board the ship at the destination point by the seller who delivers goods on dock at destination point cleared for import. Used for sea or inland waterway transportation. **DDU – Delivered Duty Unpaid** – Title, risk and responsibility of import clearance pass to buyer when seller delivers goods to named destination point. Buyer is responsible for import clearance. Used for any mode of transportation.
- **Please note:**
EXW, CPT, CIP, DAF, DDU and DDP are commonly used for any mode of transportation. FAS, FOB, CFR, CIF, DES and DEQ are used for sea and inland waterway transportation.

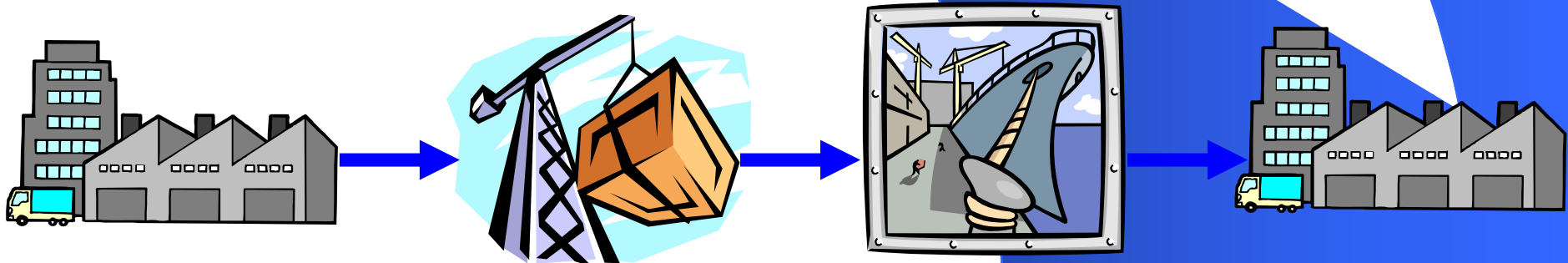
● DOOR/CY-CFS ● DOOR/DOOR ●

THE “DOOR TO PORT”, DOOR TO DOOR MOVE USA

DOOR/CFS (LCL): paying party responsible for pick up, origin cartage & related services, ocean carriage, export documentation, and general handling fees

DOOR/CY (FCL): paying party responsible for container drayage, loading time, any other origin cartage & related services, ocean carriage, export documentation, and general handling fees

DOOR/DOOR: Through transportation of loose parcels (LCL) *or a* container and its contents (FCL) from shipper’s facility to consignee's facility.



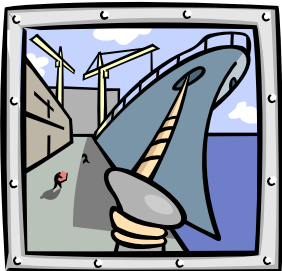
● CY TO CY ● CFS TO CFS ●

THE “PORT TO PORT” MOVE USA

Paying party responsible for ocean carriage, export documentation and general handling fees.

CY/CY: Cargo loaded by the shipper in a full container (FCL) at origin and delivered to the steamship terminal at destination for pick up intact by consignee.

CFS/CFS: A kind of cargo movement by container. Delivered loose at origin point with vaning by carrier (LCL), devanned by carrier at destination, and picked up loose at destination.



DOOR TO DOOR DDU ● DDP

Door to Door – DDU paying party responsible for pick up, origin cartage & related services, air transport, import handling, and delivery to ultimate consignee. (customs clearance in the terms is not included unless specified)

Door to Door – DDP paying party responsible for pick up, origin cartage & related services, air transport, import handling, customs clearance, delivery to ultimate consignee and foreign duties and taxes.



Power Of Attorney - USA

Door to Door – DDP paying party responsible for pick up, origin cartage & related services, air transport, import handling, customs clearance, delivery to ultimate consignee and foreign duties and taxes. e.g.: VAT or GST

If sending to the USA be aware that regulations are strict and it is important that your buyer is aware that they must assist the forwarder with a Power Of Attorney or you will be required to give one.

For regular shipper their own annual declaration maybe financially beneficial



Wood Requirements

- Wood Pallets , and including wood packing materials must be heat or chemically treated
- Most countries require a phytosanitary certificate to be provided
 - Many countries require their own certificate
- Applies to approximately 107 countries including
 - USA
 - China
 - Australia & New Zealand
 - European Union
- Many Commercial Invoices or HAWB's indicate “Does Not Contain ISPM 15”
- Many Companies are using plastic, cardboard or particle board pallets





1. Erecting of B-Tainer®.



2. Ready for filling.



3. Filling from top into the liner.



4. Bottom outlet view.



5. Stuffing into 20' dry container.



6. 20 units in one 20' dry container.

STANDARD SPECIFICATION OF B-TAINER®

- Capacity : 1,000 litres
- Tare weight : 130 Kg
- Pay load : 20 metric ton/20' dry container
- Dimension : Length 1180 mm
Width 1100 mm
Height 1092 mm
- Material : Galvanized steel frame and coated plywood panel
- Discharge : 2" BSP
- Pallet : 4-way entry
- Stacking : 7 high full (max)

**Product under licence from LB Systemers a/s Denmark.*



Valves & Accessories



B-Tainer® in Depot.

Domestic Containers For liquids and dry cargo

B-Tainer

Export Documentation

è Waybill – HAWB or HB/L – MAWB or MB/L

è Commercial Invoice & Packing List

è Custom Declaration form

è Power of Attorney/Authority to Act

è Certificates - Licenses - Formalities – Hazardous - Quotas

è Fumigation Certificate or wooden packing material

è SLI

Other Types of Ocean & Air Containers

- Open Top
 - Especially for over height cargo, loading from top or door side
- Flat Rack
 - Especially for heavy loads and over width cargo
- Insulated Container
 - Designed for cargo which needs constant temperatures above or below freezing point
- Ventilated Container
 - For cargo that needs ventilation
- Refrigerated Container
 - Especially designed for cargo that needs constant temperatures above or below freezing point
- Tank Container
 - Separate tank fleets for Chemical or Foodstuffs
- Aircraft Containers
 - Various types



GETTING YOU & YOUR BUSINESS MOVING

BTI LOGISTICS