



AIR CARGO OVERVIEWS

By

Witsakorn Srisakul

TAFa Sub-Committee
Learning & Development

19 January 2021

THAI AIRFREIGHT FORWARDERS ASSOCIATION (TAFA) FACTS



- Founded 38 years ago
 - Key Objectives
 - To promote the Airfreight Forwarding business.
 - To support and assist in the problems of its members. This required negotiating with other organizations, in an effort to create mutual benefits for everyone involved. Significant movements in the world of Airfreight Forwarding business both locally and internationally were followed for the benefit of members.
 - To maintain cooperation and information exchange among members.
 - To acquire statistical information or documents about the Airfreight Forwarding industry, with approval from the involved members.
 - To raise the standard of Thailand's Airfreight Forwarding industry and gain international acceptance.
 - To cooperate with the Government in maintaining the high standard of Airfreight Forwarding industry.
 - To enforce rules and regulations, ensuring that the operation functions properly.
 - To compromise business conflicts between members or between members and other organizations.
 - To take any legal actions necessarily to achieve the Association's objectives.
 - To establish a non-political movement.
-



WORK EXPERIENCE OF WITSAKORN

- Over 30 years in Logistics Industry
 - Education:
 - Assumption Commercial College (ACC),
 - Assumption University (ABAC) - BBA Marketing and
 - Western Michigan University (WMU) - MBA Marketing
 - Present Capacity: Managing Director of 3X Logistics Co., Ltd. And Sub-Committee - Learning of TAFA
 - Worked in the International / Global companies:
 - UPS, FedEx, APL Logistics, DHL Global Forwarding, TNT Express, DAMCO
-

COURSE OUTLINE

01

Overview of
Airfreight
Industry

02

Customer
Vertical
Markets

03

Airfreight
Flows

04

INCO
Terms

05

Airlines

06

Working in
Airfreight
Logistics

OVERVIEWS OF AIRFREIGHT INDUSTRY

- Expedite the growth of hi-tech industry to reach worldwide destinations
- Support time critical shipments for perishable cargo, medical supplies, pharmaceutical products, etc.
- Connecting Thailand to more than 220 countries within 2-3 days
- Thailand is the hub for Southeast Asia Region





CUSTOMER VERTICAL MARKETS

8 VERTICALS

- Hi-Tech, Electronic Parts & Telecom
- Computer and Parts
- Contract Manufacturing Services
- Retails & Fashion
- Healthcare & Life Science
- Oil & Gas (Energy)
- Engineering
- Automotive

MAJOR COMMODITIES – AIR CARGO

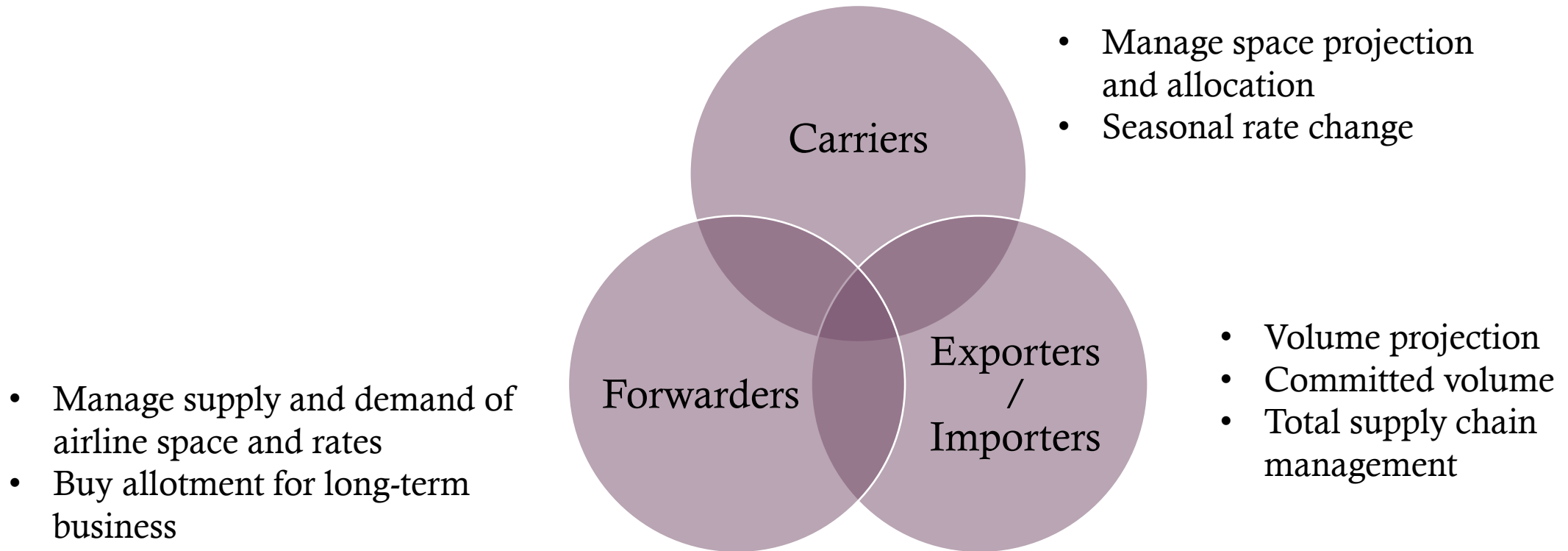


Categories	Commodities	Companies
Electronics & Parts	IC, PCBs	
Computer & Parts	Notebook, PCs, Monitors	
Fashionable Garments	Retails	
Healthcare	Medical Supplies & Devices, Pharmaceutical Products	
Contract Manufacturing Services (CMS)		
Hi-Tech		
Perishable		



AIRFREIGHT FLOWS

RELATIONSHIP AMONG CARRIERS/FORWARDERS/EX-IM MFGR



3 KEY ACTIVITIES IN AIRFREIGHT FLOWS



DOCUMENTS FLOW



PHYSICAL GOODS
FLOW



INFORMATION
FLOW

EXPORT DOCUMENTS

1

Exporters
ABC Exports
4300 Longbeach Blvd
Longbeach, California, 90807
United States
+1567 745957
Randy Clarke

ABC Exports

2

Consignee
Global Imports
415 Queen Street
Brisbane, Queensland, 4000
Australia
+61497336120
John Smith

3

Method of Dispatch
Sea

Type of Shipment
FCL

Country of Origin of Goods
United States

Country of Final Destination
Australia

Vessel / Aircraft
EMMA MAERISK

Voyage No
V0015

Port of Loading
Long Beach

Date of Departure
04 May 2020

Port of Discharge
Brisbane

Final Destination
AUSTRALIA

Marine Cover Policy No
NA

Letter of Credit No
NA

4

Invoice Number & Date
OI-2017 05 May 2020

Bill of Lading Number

Reference

Buyer Reference
BB71

5

Product Code

Description of Goods

HS Code

Unit Quantity

Unit Type

Price

Amount

B-STOOL

BARI STOOL ALUMINIUM 600 X 100 X 100MM STAINLESS STEEL

3526.00.00

1,450

EACH

19.90

28,710.00

B-TABLE

BARI TABLE ALUMINIUM 1000 X 600 X 400MM STAINLESS STEEL

3526.00.00

450

EACH

32.00

14,400.00

Total This Page

1,900

43,110.00

Consignee Total

1,900

43,110.00

Additional Information
MANUFACTURED TO CUSTOM DRAWINGS

MOULD SETUP FEES

1,100.00

Price Total (Incoterms® 2020)
FOB LONG BEACH

USD

44,210.00

6

Bank Details
BENEFICIARY'S BANK NAME: WESTPAC
BENEFICIARY'S NAME: ABC EXPORTS
BANK ACCOUNT NO: XXXXXXXXXX
SWIFT CODE: XXXXXX

Place and Date of Issue
LONG BEACH
05 May 2020

Signature Company
ABC Exports

Name of Authorized Signatory
Randy Clarke

Signature

7

Powered by

IncoDocs

SATAKE INTERNATIONAL BANGKOK CO.,LTD 888/84 MAHATUN PLAZA 8TH FLOOR, PLOENCHIT ROAD, LUMPINI PATHUMWAN, BANGKOK 10330 THAILAND TEL (662) 651 5845-47 FAX (662) 651 5848						
PACKING LIST						
SOLD TO MESSRS. :		SUDARSHAN RICE INDUSTRIES. NO.393B2B,394,395, KOTHAKALUVA CENTRE, NARAYANA REDDY PET NELLORE DIST, ANDHRA PRADESH, INDIA		INVOICE NO. : SIB10/B0764 DATE : 18/01/2010		
SHIPPED PER :		SINAR BRANI V.009W		SHIPPING MARK : SUDARSHAN RICE INDUSTRIES B0764 CHENNAI SATAKE INDIA C/NO.1-UP (IN DIAMOND) MADE IN THAILAND		
ON OR ABOUT :		22/01/2010				
FROM :		LAEM CHABANG, THAILAND				
TO :		CHENNAI SEA PORT, INDIA				
TERMS OF PAYMENT :		360 DAYS FROM THE DATE OF BILL OF LADING				
L/C NO :		065/DC/01051/10		DATED : 20/01/2010		
ISSUE BY :		TAMILNAD MERCANTILE BANK LTD, INDIA				
NO.	PART NO.	DESCRIPTION	QUANTITY	Net Weight (KGS.)	Gross Weight (KGS.)	Meat (CBM.)
PACKING TYPE / SIZE						
SATAKE RICE MILLING MACHINERY WITH STANDARD ACCESSORIES						
TERMS OF DELIVERY: CIF - CHENNAI SEA PORT, INDIA						
1-2	VTASAA-TA	VERTICAL RICE WHITENER	2 SET(S)	1,940.000	3,138.000	18.849
	Steel Pallet	(Steel Pallet: 144x200x217 CM)				
3	KB40G-TA	RICE POLISHER	1 SET(S)	920.000	1,990.000	7.724
	Steel Pallet	(Steel Pallet: 128x216x140 CM)				
		FOR KB40G-TA				
4	T019876	SCREEN	4 PCS	7.160		
	Wooden Case	(W/Case : x x CM.)				
		FOR KB40G-TA				
	T073628	MILLING ROLLER A	1 PCS	16.990		
		FOR VTASAA-TA				
	T073701	SCREEN (0.9MM, 85D)	6 PCS	10.440		
		FIT WITH MACHINE				
5	T073701	SCREEN (0.9MM, 85D)	6 PCS	10.440	24.000	0.153
	Steel Pallet	(Steel Pallet : 50x65x46 CM.)				
Total : 5 Package(S)			3 SET(S) 17 PCS	2,905.030	0.000	0.000
COUNTRY OF ORIGIN : THAILAND			SATAKE INTERNATIONAL BANGKOK CO.,LTD.			
TOTAL QTY. : 5			Package(S)			
TOTAL N.W. : 2,905.030			KGS.			
TOTAL G.W. : .000			KGS.			
			AUTHORIZED SIGNATURE(S)			

[illegible]

MAWB No.: 000

309218

Shippers Name and Address

ABC SHIPPER
123 MAIN STREET
RICHMOND BC CANADA

Shippers Account Number

Not negotiable

Air Waybill
(Air Carriage Document)

Consignee's Name and Address

ABC Consignee
123 Main Street
Richmond BC V1A1A4 CANADA

Consignee's Account Number

WinPos Cargo Demo V8

Unit 123, Very Fast Lane
Winnipeg, MB CANADA V5H2A9
TEL: 604-273-8989
FAX: 604-273-8181

Issuing Carrier's Agent Name and City

ABC Carrier
234 Main Street
Calgary AB V7N7V7 CANADA

Agent's IATA Code

Account No.

Airport of Departure (stable, of first Carrier) and requested Routing

YPR	By	Carrier	Routing and Destination	to	by	to	by
HKG	CATHAY		Flight Date	For Carrier Use only	Flights/Dates		
HONG KONG			888				

Handling Information

Copies 1, 2 and 3 of this Air Waybill are originals and have the same validity.

It is agreed that the goods described herein are accepted in supersedes good order and condition (except as noted) for carriage SUBJECT TO THE CONDITIONS OF CONTRACT ON THE REVERSE HEREOF. THE SHIPPER'S ATTENTION IS DRAWN TO THE NOTICE CONCERNING CARRIER'S LIMITATION OF LIABILITY. Shipper may increase such limitation of liability by declaring a higher value for carriage and paying a supplemental charge if required.

Accounting Information

Currency	CHRG Code	NO. COL	Rate	Other CHRG Code	NO. COL	Rate	Declared Value for Carriage	Declared Value for Customs
CAD	P	X		X			N.V.D.	AS PER INV.

Amount of Insurance: NIL
Insurance: If shipper request insurance in accordance with conditions on reverse hereof, indicate amount to be insured in figures in box marked amount of insurance.

These Commodity Codes issued by U.S. for ultimate destination

Division contrary to U.S. law prohibited.

No. of Pieces	Gross Weight	Commodity Item No.	Chargeable Weight	Rate / Charge	Total	Volume and Quantity of Goods (incl. Dimensions or Volume)
1000	11.00	KG45 789	11.00	KG		Wood 10x10x10/999 Plastic 1x1x1/1

Prepaid	Weight Charge	Collect	Other Charges	Carriage	Disbursement
PREPAID AS ARRANGED	Insurance Charge:	0.00	0.00	0.00	0.00
Total					

Total Other Charges Due Agent: _____
 Total Other Charges Due Carrier: _____

WinPos Cargo Demo Version 8.

Total prepaid	Total collect	Signature of Shipper or its Agent
Currency Conversion Rates	US charge in Dest. Currency	04/27/2011 Canada AS Agent for the carrier:
For Carriers Use Only at Destination	Charges at Destination	Executed on (date) at (Place) Signature of Issuing Carrier or its Agent

ORIGINAL 3 (FOR SHIPPER)

309218

AIR CARGO TRACK AND TRACE SYSTEM

August 06, 2019 03:15:00 PM



Shipment issue. Please get in touch with us through our official customer care channels.

August 06, 2019 02:58:08 PM



Ready for delivery. Please expect delivery within the day.

August 06, 2019 02:41:00 PM

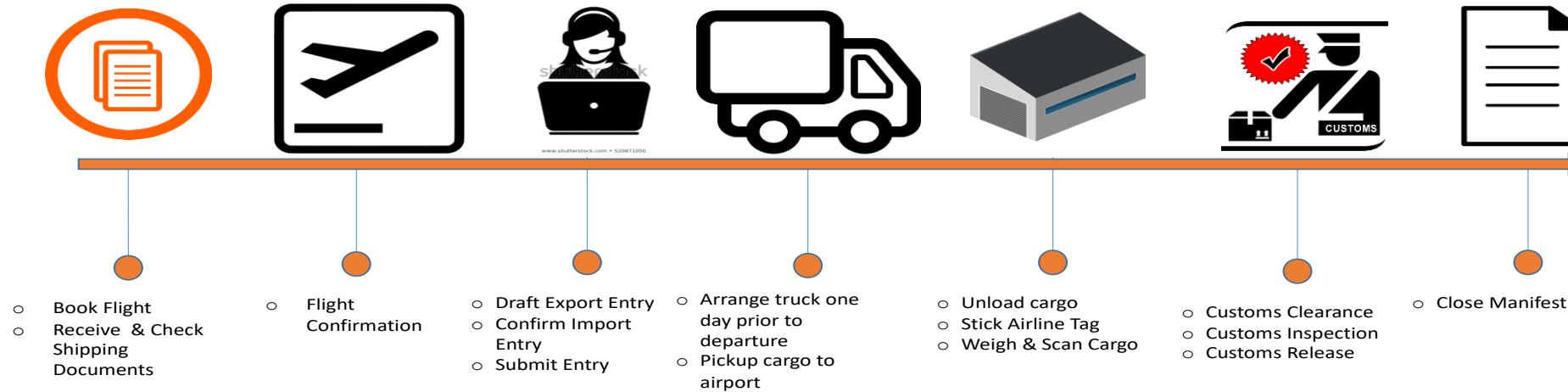


Arrived at ZAMBOANGA DELIVERY TEAM.



OUTBOUND FLOW CHART

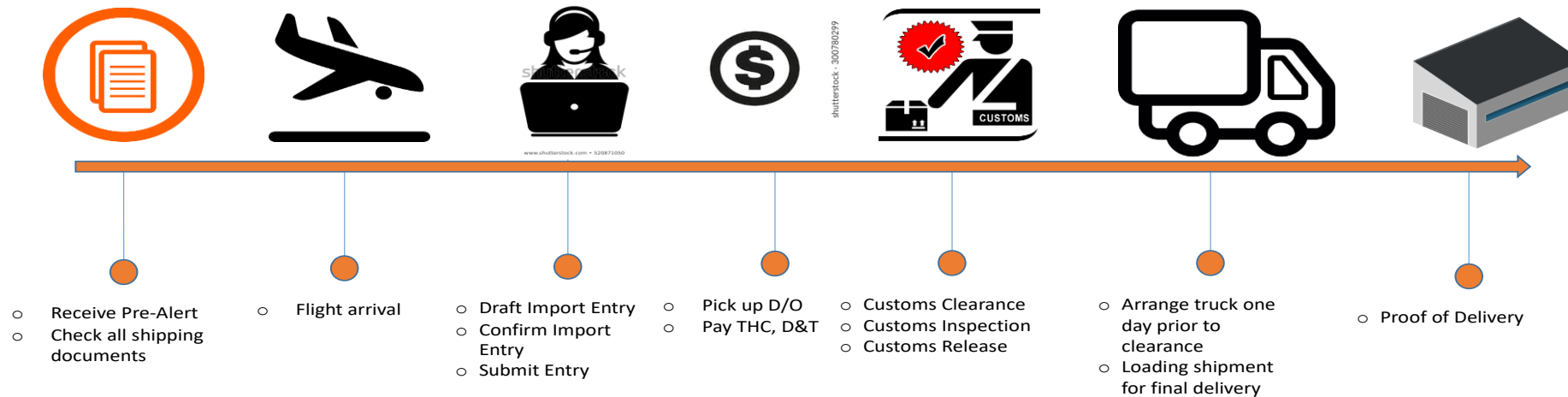
Outbound Customs Clearance Process



Value Added Service: 24/7 Operations at Airport
Follow up

INBOUND FLOW CHART

Inbound Customs Clearance Process



Value Added Service: 24/7 Operations at Airport
Follow up



Incoterms[®]
2020 by the International
Chamber of Commerce (ICC)



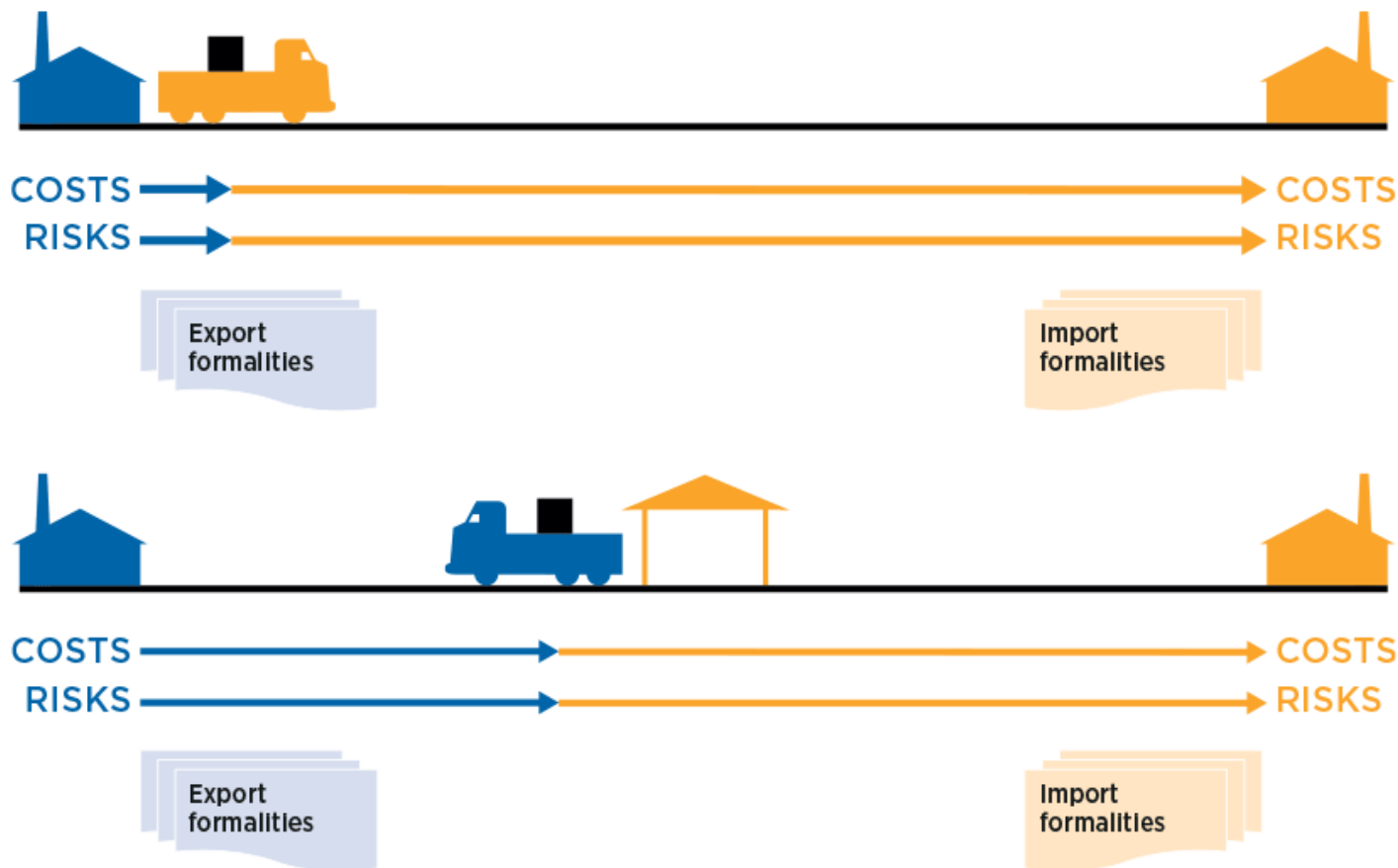
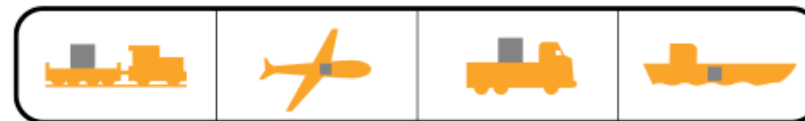
EXW EX Works (ส่งมอบสินค้าหน้าโรงงาน)

(Insert named place of delivery) Incoterms® 2020



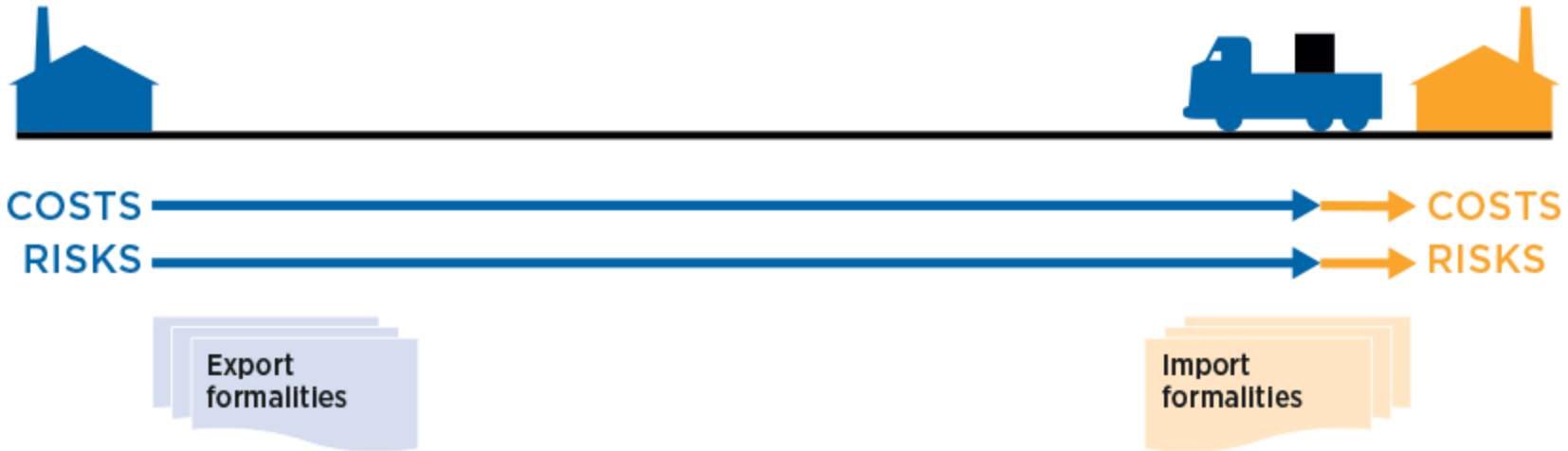
FCA Free Carrier (ส่งมอบสินค้า ณ คลังสินค้า)

(Insert named place of delivery) Incoterms® 2020



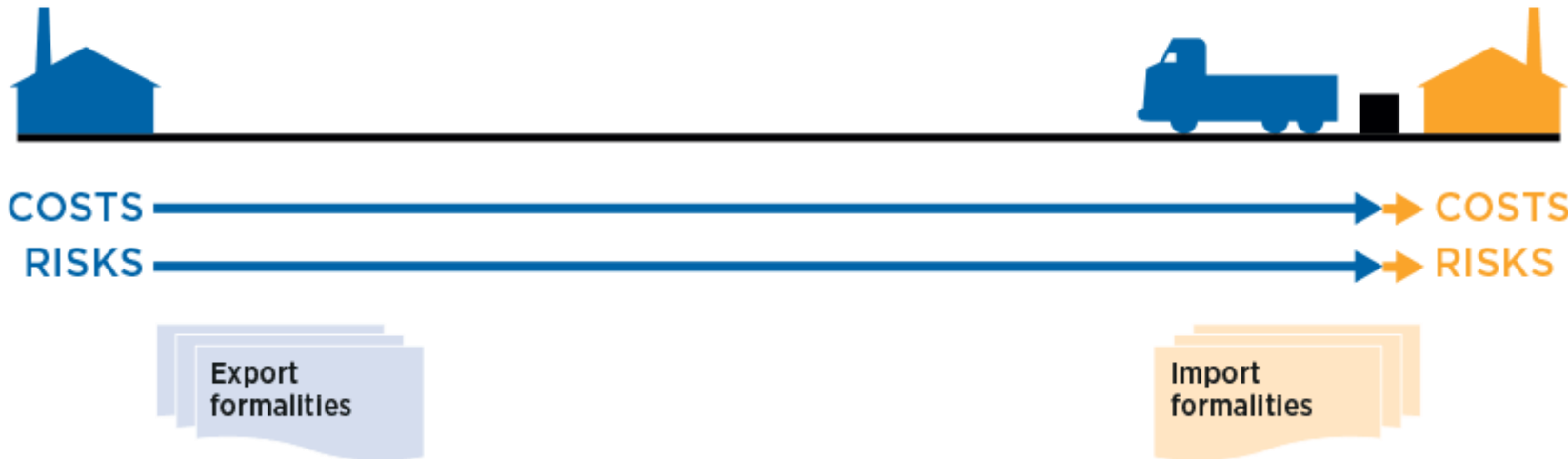
DAP Delivered at Place (ส่งมอบสินค้า ณ สถานที่)

(Insert named place of destination) Incoterms® 2020



DPU Delivered at Place Unloaded (ส่งมอบสินค้า ณ คลังสินค้า และนำสินค้าลงจากรถ)

(Insert named place of destination) Incoterms® 2020



DDP Delivered Duty Paid (ส่งมอบสินค้าพร้อมชำระอากร)

(Insert named place of destination) Incoterms® 2020



COSTS

RISKS

COSTS

RISKS

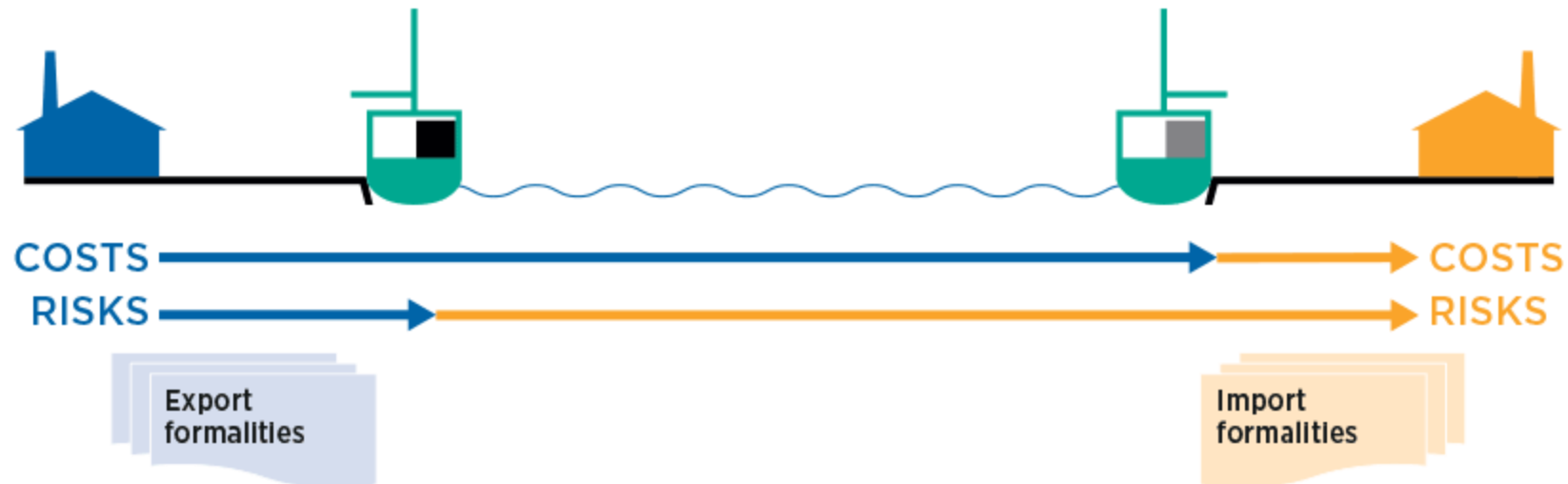
Export
formalities

Import
formalities

CFR Cost and Freight (ค่าสินค้าและค่าระวาง)

CFR Cost and Freight

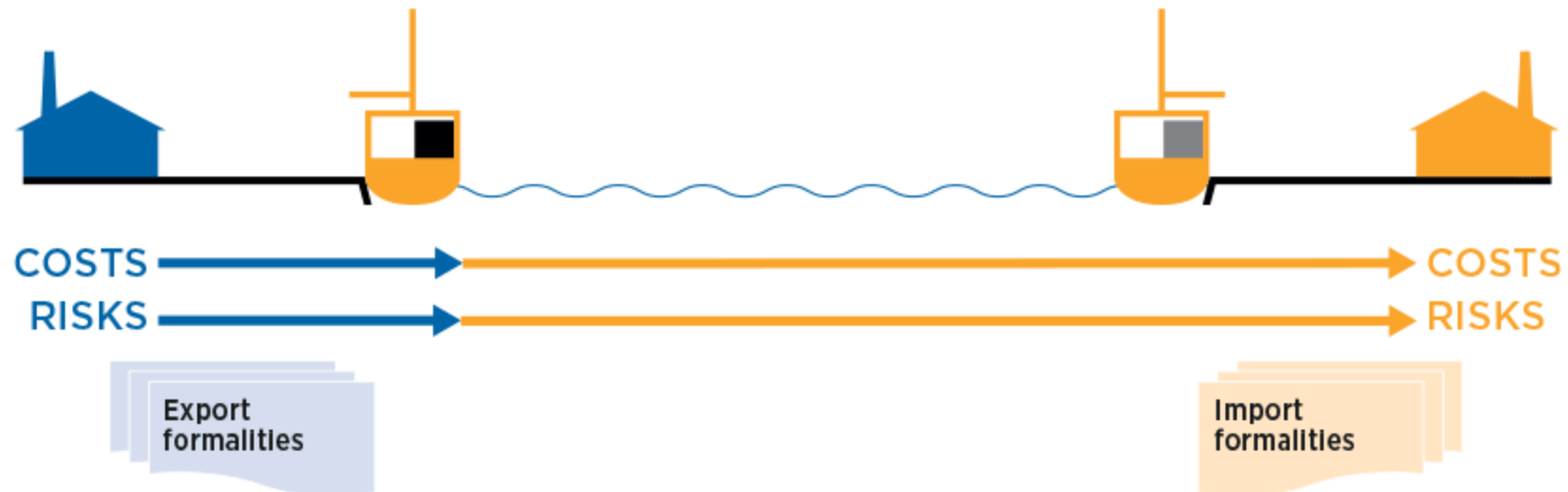
(Insert named port of destination) Incoterms® 2020



FOB Free on Board (ส่งมอบสินค้าขึ้นเรือ)

FOB Free on Board

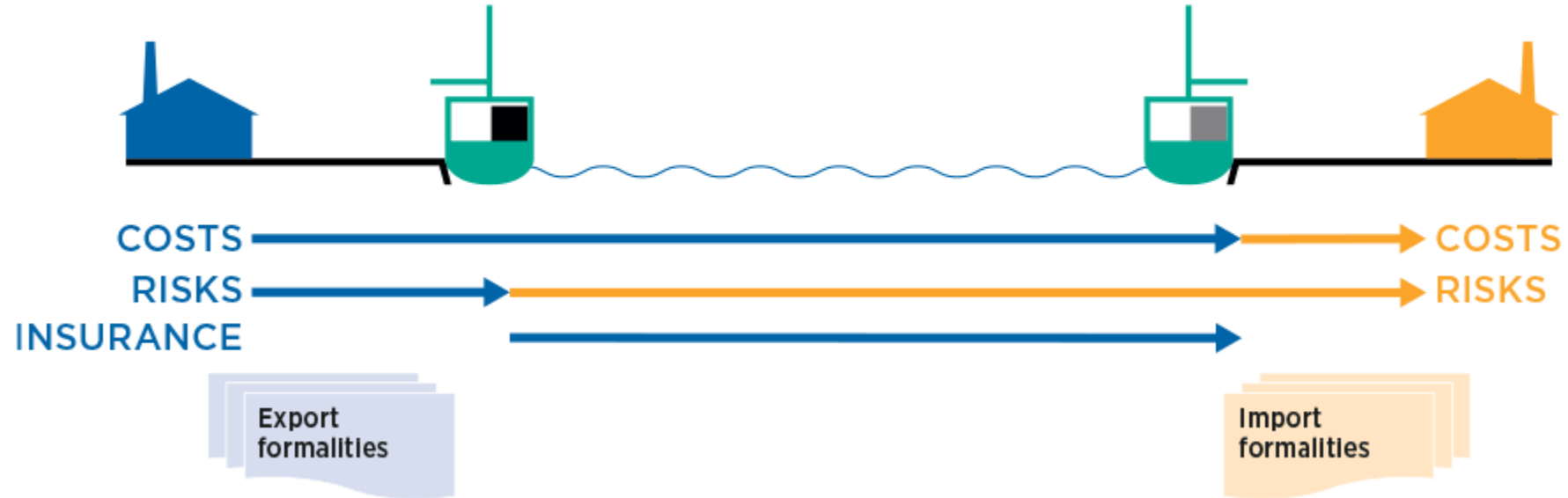
(Insert named port of loading) Incoterms® 2020



CIF Cost, Insurance and Freight (ค่าสินค้า เบี้ยประกันภัยและค่าระวาง)

CIF Cost, Insurance and Freight

(Insert named port of destination) Incoterms® 2020



AIRLINES



AIRCRAFT TYPES



AIRLINE ULD

ULD TYPES

THAI Cargo aims for the greatest possible degree of compatibility for cargo containers and handling systems not only within its own fleet but for every aircraft in the world! All our various container types are designed to load on every aircraft type. Thus, you are assured of maximum security, speed, convenience and protection of your goods.



LD3

IATA RATE CLASSIFICATION: 8-CONTOUR No. E
DIM: L-79 / 61.5 x W-60.4 x H-64 IN.
MAX GROSS WT: 1,587-88 Kg. / 3,500 lb.
VOLUME: 4.3 m³
AIRCRAFT TYPE: 747, 777, MD11, D10, L10, A 300, A310, A330, A340, AB6



LD3-COOLAINER

IATA RATE CLASSIFICATION: 8-CONTOUR No. N
DIM: L-79 / 61.5 x W-60.4 x H-64 IN.
MAX GROSS WT: 1,587-88 Kg. / 3,500 lb.
TARE WT: 190 Kg.
VOLUME: 3.7 m³
AIRCRAFT TYPE: 747, 777, MD11, D10, L10, A 300, A310, A330, A340, AB6



LD6

IATA RATE CLASSIFICATION: 6-CONTOUR No. F
DIM: L-160 / 125 x W-60.4 x H-64 IN.
MAX GROSS WT: 3,175 Kg. / 7,000 lb.
TARE WT: 152-186 Kg.
VOLUME: 8.9-9.2 m³
AIRCRAFT TYPE: 747, 777, MD11, D10, L10, A 300, A310, A330, A340, AB6



LD9

IATA RATE CLASSIFICATION: 5-CONTOUR No. P
DIM: L-125 x W-88 x H-64 IN.
MAX GROSS WT: 6,033 Kg. / 13,300 lb.
TARE WT: AAP = 200-204 Kg. RAP = 355 Kg.
VOLUME: AAP = 10.3-10.6 m³ RAP = 9.7 m³
AIRCRAFT TYPE: 747, 777, MD11, D10, D10F, L10, A 300, A310, A330, A340, AB6



LD9-COOLAINER

IATA RATE CLASSIFICATION: 5-CONTOUR No. P
DIM: L-125 x W-88 x H-64 IN.
MAX GROSS WT: 6,033 Kg. / 13,300 lb.
TARE WT: AAP = 200-204 Kg. RAP = 355 Kg.
VOLUME: AAP = 10.3-10.6 m³ RAP = 9.7 m³
AIRCRAFT TYPE: 747, 777, MD11, D10, D10F, L10, A 300, A310, A330, A340, AB6



LD26

IATA RATE CLASSIFICATION: 5-CONTOUR No. F
DIM: L-160 / 125 x W-88 x H-64 IN.
MAX GROSS WT: 6,033 Kg. / 13,300 lb.
TARE WT: 250 Kg.
VOLUME: 13.1-14.5 m³
AIRCRAFT TYPE: 747, 777, MD11, D10, D10F, L10, A 300, A310, A330, A340, AB6, IL 86



LD36

IATA RATE CLASSIFICATION: 28G-CONTOUR No. F
DIM: L-160 / 125 x W-96 x H-64 IN.
MAX GROSS WT: 6,804 Kg. / 15,000 lb.
TARE WT: 290 Kg.
VOLUME: 14.7 m³
AIRCRAFT TYPE: 747, 777, L10, A 300, A310, A330, A340, AB6



PGA

IATA RATE CLASSIFICATION: 1
DIM: 96 x 238.5 IN.
MAX GROSS WT: 13,608 Kg. / 30,000 lb.
VOLUME: N / A (SEE NOTE)
TARE WT: 486 Kg.
AIRCRAFT TYPE: 747, D10F, A300C, A310C



PAG

IATA RATE CLASSIFICATION: 5
DIM: 88 x 125 IN.
MAX GROSS WT: 6,804 Kg. / 15,000 lb.
VOLUME: N / A (SEE NOTE)
TARE WT: 96-110 Kg.
AIRCRAFT TYPE: 747, 777, MD11, D10, L10, A300, A310, A330, A340, AB6



PMC

IATA RATE CLASSIFICATION: 28G
DIM: 96 x 125 IN.
MAX GROSS WT: 6,804 Kg. / 15,000 lb.
VOLUME: N / A (SEE NOTE)
TARE WT: 113-118 Kg.
AIRCRAFT TYPE: 747, 74F, 777, A300, A310, A330, A340, AB6



PLA

IATA RATE CLASSIFICATION: 6
DIM: 60.4 x 125 IN.
MAX GROSS WT: 3,175 Kg. / 7,000 lb.
VOLUME: N / A (SEE NOTE)
TARE WT: 101-104 Kg.
AIRCRAFT TYPE: 747, 777, MD11, D10, L10, A300, A310, A330, A340, AB6

*NOTE: DEPENDING ON UNIT DESIGN

PEOPLE - WORKING IN THE
FAST-MOVING
ENVIRONMENT WITH
FREIGHT FORWARDING



WHO ARE WE IN AIR CARGO?

Freight forwarder / Consolidator / Agent

- Fluent English in writing and be a good communicator with customers and overseas representative
- Working round-the-clock until the shipment being closed
- Good follow up with carriers to advise the shipment status until POD



KNOWLEDGE BASE IN THE INTERNATIONAL TRADE



Know Customs Regulations



Identify HS Code



Advise the customers the requirements of permit and special license (if any)

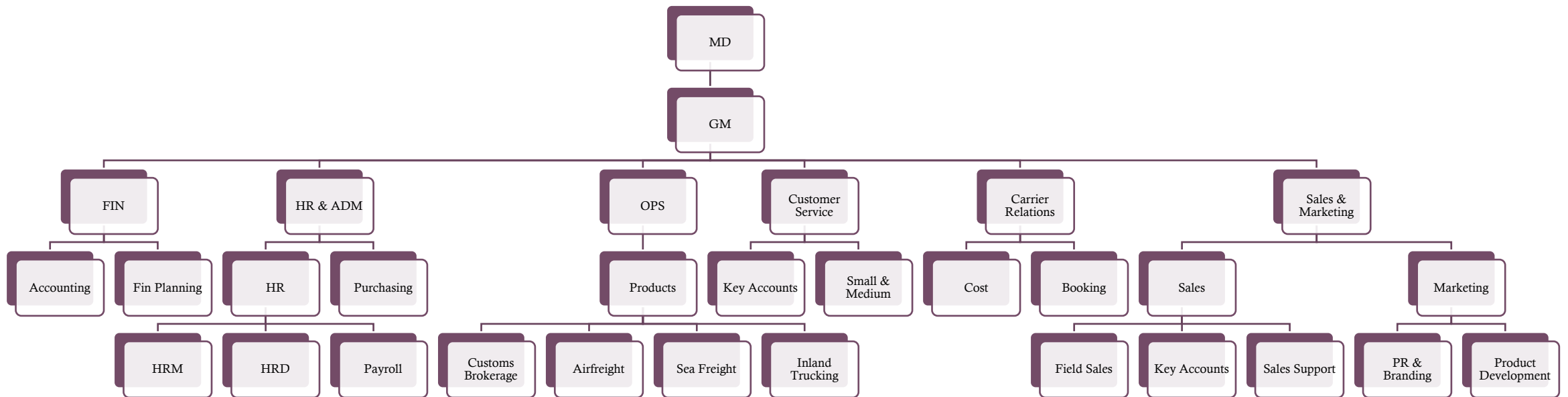


Build good rapport with key carriers to get space confirmation and rate



Thorough understanding the shipping paperwork required for customs clearance and international transportation

ORGANIZATION IN FREIGHT FORWARDERS



QUESTION & ANSWER

