



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

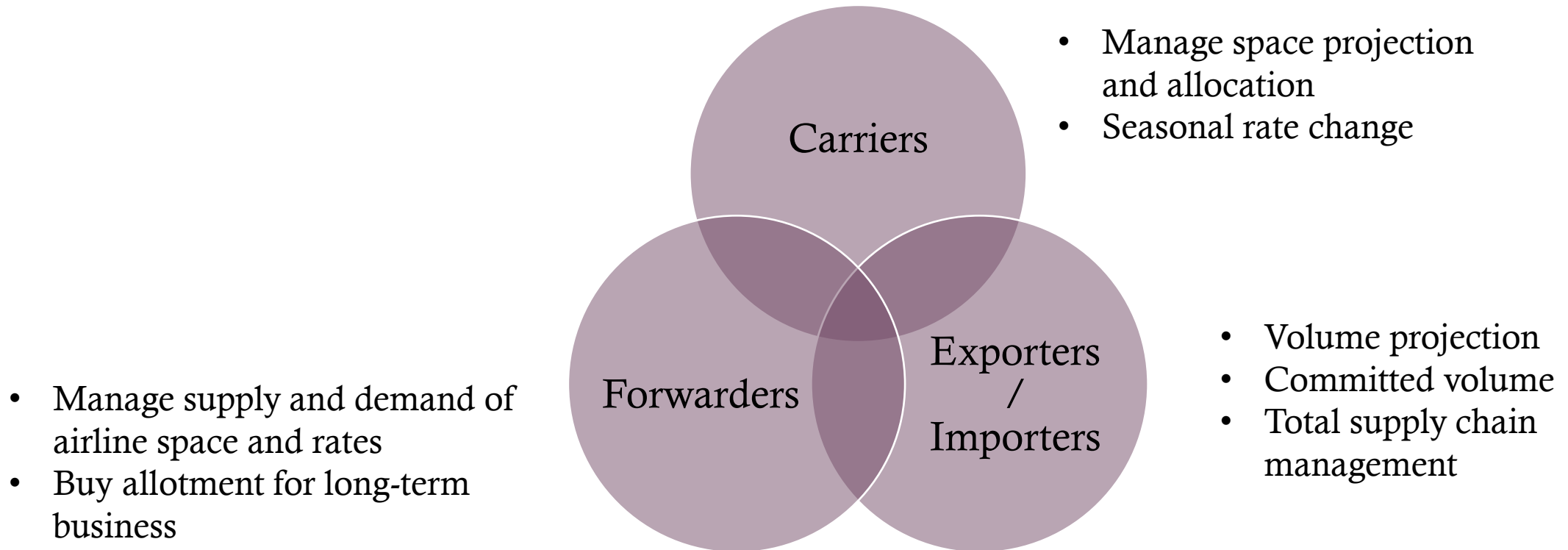


Categories	Commodities	Companies
Electronics & Parts	IC, PCBs	
Computer & Parts	Notebook, PCs, Monitors	
Fashionable Garments	Retails	
Healthcare	Medical Supplies & Devices, Pharmaceutical Products	
Contract Manufacturing Services (CMS)		
Hi-Tech		
Perishable		



AIRFREIGHT FLOWS

RELATIONSHIP AMONG CARRIERS/FORWARDERS/EX-IM MFGR



3 KEY ACTIVITIES IN AIRFREIGHT FLOWS



DOCUMENTS FLOW




PHYSICAL GOODS
FLOW



INFORMATION
FLOW

EXPORT DOCUMENTS

COMMERCIAL INVOICE																																															
1 Exporter ABC Exports 4300 Longbeach Blvd Longbeach, California, 90807 United States +657 34567 Randy Clarke				Invoice Number & Date CI-3017 05 May 2020		Bill of Lading Number Reference Buyer Reference BB71		4 Page 1 of 8																																							
2 Consignee Global Imports 415 Queen Street Brisbane, Queensland, 4000 Australia +61497236120 John Smith				Buyer (if not Consignee)																																											
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	Terms / Method of Payment 30% DEPOSIT, BALANCE UPON BILL OF LADING					4																																							
Part of Loading Long Beach		Date of Departure 04 May 2020																																													
Part of Discharge Brisbane		Final Destination AUSTRALIA	Marine Cover Policy No NA	Letter of Credit No NA																																											
5 <table border="1"> <thead> <tr> <th>Product Code</th> <th>Description of Goods</th> <th>HS Code</th> <th>Unit</th> <th>Quantity</th> <th>Unit Type</th> <th>Price</th> <th>Amount</th> </tr> </thead> <tbody> <tr> <td>B-STOOL</td> <td>BAR STOOL ALUMINIUM 500 X 100 X 100MM STAINLESS STEEL</td> <td>3926.00.00</td> <td></td> <td>1,450</td> <td>EACH</td> <td>19.80</td> <td>28,710.00</td> </tr> <tr> <td>B-TABLE</td> <td>BAG TABLE ALUMINIUM 1000 X 800 X 400MM STAINLESS STEEL</td> <td>3926.00.00</td> <td></td> <td>450</td> <td>EACH</td> <td>32.00</td> <td>14,400.00</td> </tr> <tr> <td colspan="7">Total This Page</td> <td>43,110.00</td> </tr> <tr> <td colspan="7">Consignment Total</td> <td>43,110.00</td> </tr> </tbody> </table>								Product Code	Description of Goods	HS Code	Unit	Quantity	Unit Type	Price	Amount	B-STOOL	BAR STOOL ALUMINIUM 500 X 100 X 100MM STAINLESS STEEL	3926.00.00		1,450	EACH	19.80	28,710.00	B-TABLE	BAG TABLE ALUMINIUM 1000 X 800 X 400MM STAINLESS STEEL	3926.00.00		450	EACH	32.00	14,400.00	Total This Page							43,110.00	Consignment Total							43,110.00
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Additional Information MANUFACTURED TO CUSTOM DRAWINGS				MOULD SETUP FEES 1,100.00																																											
6 Bank Details BENEFICIARY'S BANK NAME: WESTPAC BENEFICIARY'S NAME: ABC EXPORTS BANK ACCOUNT NO: XXXXXXXXXX SWIFT CODE: XXXXXXX				Invoice Total (Incoterms® 2020) FOB LONG BEACH USD 44,210.00				7																																							
Place and Date of Issue LONG BEACH 05 May 2020				Signatory Company ABC Exports Name of Authorized Signatory Randy Clarke Signature 																																											

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 5846

PACKING LIST

SOLD TO MESSRS. : SUDARSHAN RICE INDUSTRIES. INVOICE NO. : SIB10/B0764
 NO.393B2B.394.395, KOTHAKALUVA CENTRE, NARAYANA
 REDDY PET NELLORE DIST, ANDHRA PRADESH, INDIA DATE : 18/04/2010

SHIPPED PER : SINAR BRANI V.009W SHIPPING MARK SUDARSHAN RICE INDUSTRIES
 B0764
 CHENNAI
 SATAKE INDIA
 CNO. 1-UP (IN DIAMOND)
 MADE IN THAILAND

ON OR ABOUT : 22/04/2010
 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 : 20/04/2010
 ISSUE BY : TAMILNAD MERCANTILE BANK LTD, INDIA

NO.	PART NO.	DESCRIPTION	QUANTITY	Net Weight (KGS.)	Gross Weight (KGS.)	Meat (CBM.)
SATAKE RICE MILLING MACHINERY WITH STANDARD ACCESSORIES						
TERMS OF DELIVERY: CIF - CHENNAI SEA PORT, INDIA						
1-2	VTASAA-TA	VERTICAL RICE WHITENER (Steel Pallet: 144x200x217 CM)	2 SET(S)	1,940.000	3,138.000	18.849
3	KB40G-TA	RICE POLISHER (Steel Pallet: 128x216x140 CM) FOR KB40G-TA	1 SET(S)	920.000	1,990.000	7.724
4	T019876	SCREEN (W/Case : x x CM.) FOR KB40G-TA	4 PCS		7.160	
	T073628	MILLING ROLLER A FOR VTASAA-TA	1 PCS	16.990		
	T073701	SCREEN (0.9MM, 85D) FIT WITH MACHINE	6 PCS	10.440		
5	T073701	SCREEN (0.9MM, 85D) (Steel Pallet : 50x65x46 CM.)	6 PCS	10.440	24.000	0.153
Total :			5 Package(S)	3 SET(S)	2,905.030	0.000
					17 PCS	

COUNTRY OF ORIGIN : THAILAND
 TOTAL QTY. : 5 Package(S)
 TOTAL N.W. : 2,905.030 KGS.
 TOTAL G.W. : .000 KGS.

SATAKE INTERNATIONAL BANGKOK CO.,LTD.
 AUTHORIZED SIGNATURE(S)

FORWARDER'S DOCUMENTS

180-1

Shipper's Name and Address
 Shipper's Account Number
 Air Waybill
 (Air Consignment note)
 Issued by
 KOREAN AIR LINES CO., LTD.

180-2

Consignee's Name and Address
 Consignee's Account Number

180-3

Shipper's Account Number
 Air Waybill
 (Air Consignment note)
 Issued by
 KOREAN AIR LINES CO., LTD.

180-4

Consignee's Name and Address
 Consignee's Account Number

180-5

Consignee's Name and Address
 Consignee's Account Number

180-6

Heading Carrier's Agent Name and City
 Accounting Information

180-7

Agent's IATA Code
 Account No.

180-8

Accounting Information

180-9

Airport of Departure (Addr. of First Carrier) and Requested Routing

180-10

Accounting Information

180-11a

By First Carrier

180-11b

By Other Carrier

180-11c

By Other Carrier

180-11d

By Other Carrier

180-11e

By Other Carrier

180-11f

By Other Carrier

180-12

Declared Value for Carriage

180-13

Declared Value for Customs

180-14

Declared Value for Customs

180-15

Declared Value for Customs

180-16

Declared Value for Customs

180-17

Declared Value for Customs

180-18

Handling Information

180-19

Handling Information

180-20

Handling Information

180-21

Handling Information

No. of Pieces (Gross)	Gross Weight	Net Weight	Rate Class	Chargeable Weight	Rate	Charge	Total	Nature and Quantity of Goods (incl. Dimensions or Volume)
1000	11.00			KG345	11.00			Wood 10x10x10/999 Plastic 1x1x1/1

180-22a

180-22b

180-22c

180-22d

180-22e

180-22f

180-22g

180-22h

180-22i

180-23

180-24a

180-24b

180-24c

180-24d

180-24e

180-24f

180-24g

180-24h

180-24i

180-24j

180-24k

180-24l

180-24m

180-24n

180-24o

180-24p

180-24q

180-24r

180-24s

180-24t

180-24u

180-24v

180-24w

180-24x

180-24y

180-24z

180-25a

180-25b

180-25c

180-25d

180-25e

180-25f

180-25g

180-25h

180-25i

180-25j

180-25k

180-25l

180-25m

180-25n

180-25o

180-25p

180-25q

180-25r

180-25s

180-25t

180-25u

180-25v

180-25w

180-25x

180-25y

180-25z

180-26a

180-26b

180-26c

180-26d

180-26e

180-26f

180-26g

180-26h

180-26i

180-26j

180-26k

180-26l

180-26m

180-26n

180-26o

180-26p

180-26q

180-26r

180-26s

180-26t

180-26u

180-26v

180-26w

180-26x

180-26y

180-26z

180-27

180-28

180-29

180-30

180-

MAWB No.: 000

309218

Shipper's Name and Address
 ABC SHIPPER
 123 MAIN STREET
 RICHMOND BC CANADA

Shipper's Account Number
 Not registrable

Air Waybill
 (Air Consignment note)

Consignee's Name and Address
 ABC Cosignee
 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 V7V7V7 CANADA
 Agent's IATA Code

Account No.

Airport of Departure (Addr. of First Carrier) and requested Routing
 YVR

To	By First Carrier	Routing and Destination	to	by	to	by	Currency	CHG Code	WT/VOL Code	Other Code	Declared Value for Carriage	Declared Value for Customs
HKG	CATHAY						CAD	P	X	X	N.Y.D.	AS PER INV.

Amount of Insurance
 HONG KONG 888
 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 Commodities licensed by U.S. for ultimate destination
 No. of Pieces (Gross) 1000
 Gross Weight 11.00
 Commodity Item No. KG345
 Chargeable Weight 11.00
 Rate / Charge KG
 Total
 Nature and Quantity of Goods (incl. Dimensions or Volume) Wood 10x10x10/999
Plastic 1x1x1/1

Prepaid Weight Charge Collect Other Charges
 PREPAID AS ARRANGED
 Insurance Charge: 0.00
 Carriage Charge: 0.00
 Embroidment Fee: 0.00

Total Other Charges Due Agent
 Total Other Charges Due Carrier

WinPos Cargo Demo Version 8.

Signature of Shipper or his Agent
 Signature of Issuing Carrier or its Agent

Currency Conversion Rates
 04/27/2011
 Canada
 AS Agent for the carrier:

Executed on (date) at (place)
 For Carriers Use Only at Destination
 Charges at Destination
 Total Collect Charges

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

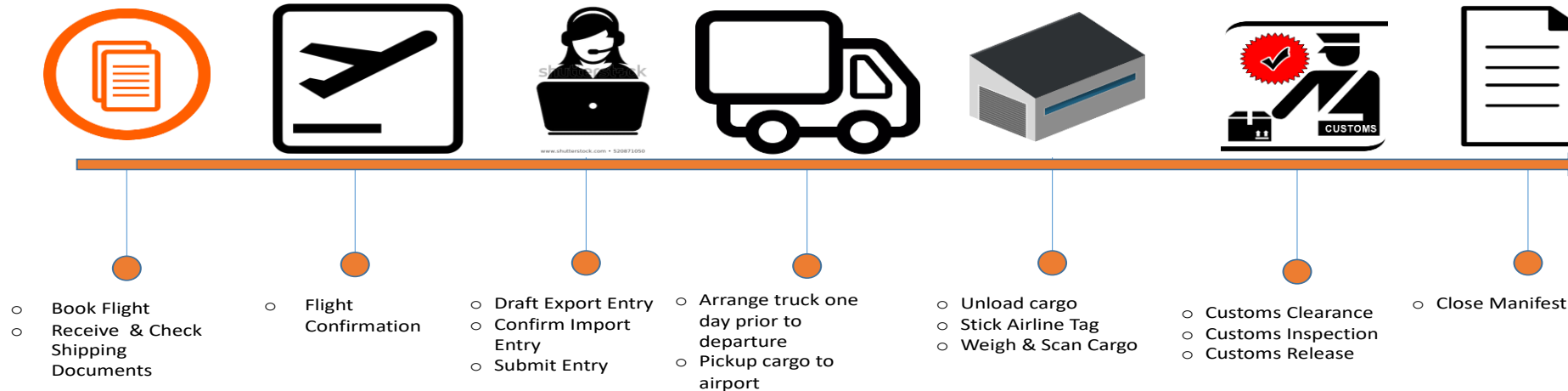


Arrived at ZAMBOANGA DELIVERY TEAM.



OUTBOUND FLOW CHART

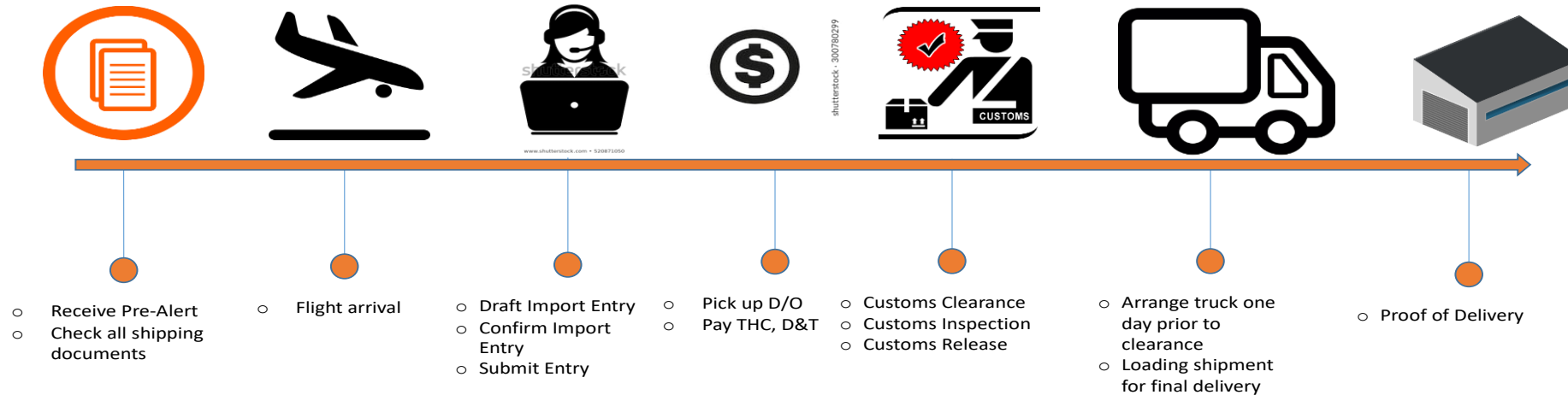
Outbound Customs Clearance Process



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)



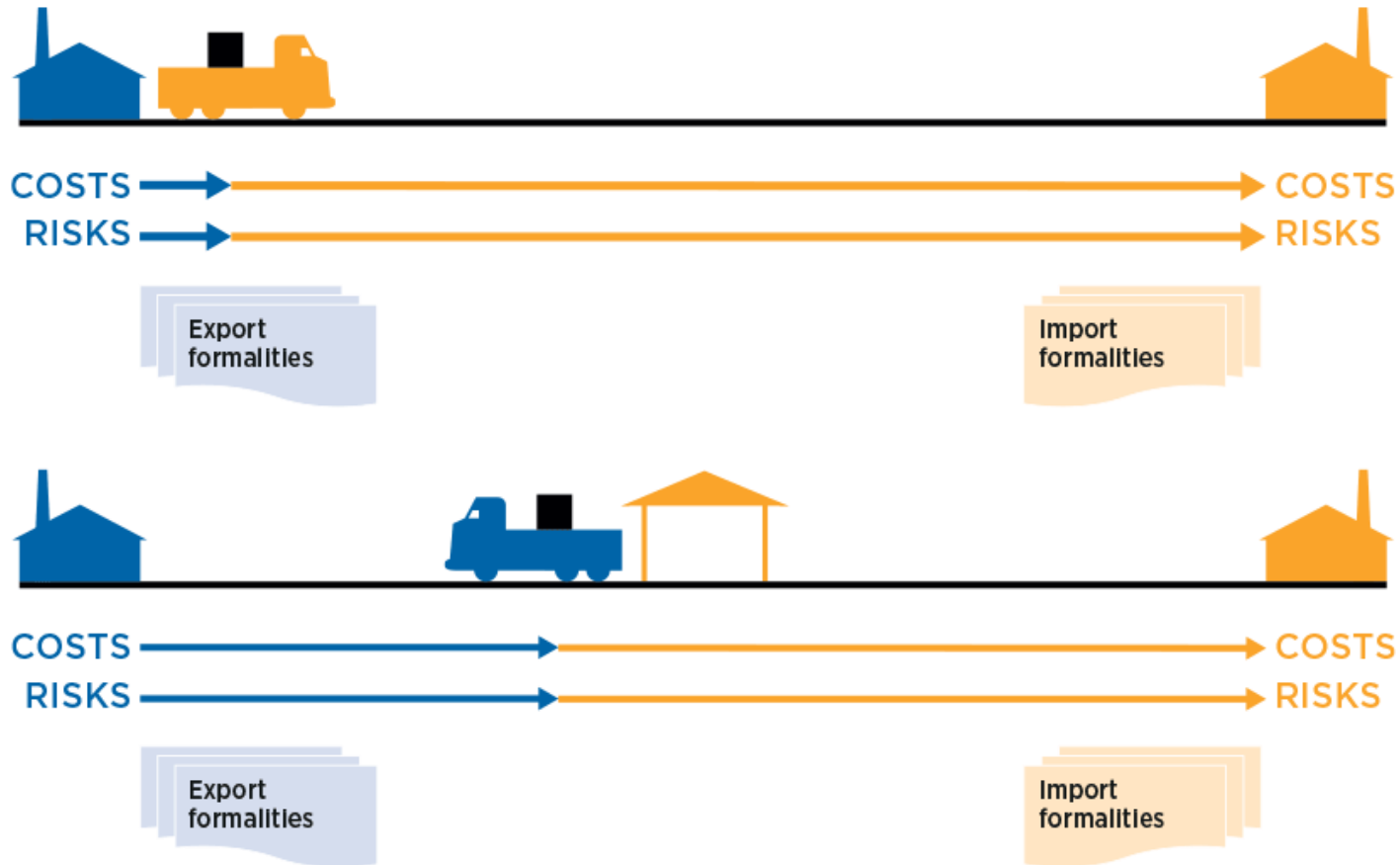
EXW EX Works (ส่งมอบสินค้าหน้าโรงงาน)

(Insert named place of delivery) Incoterms® 2020



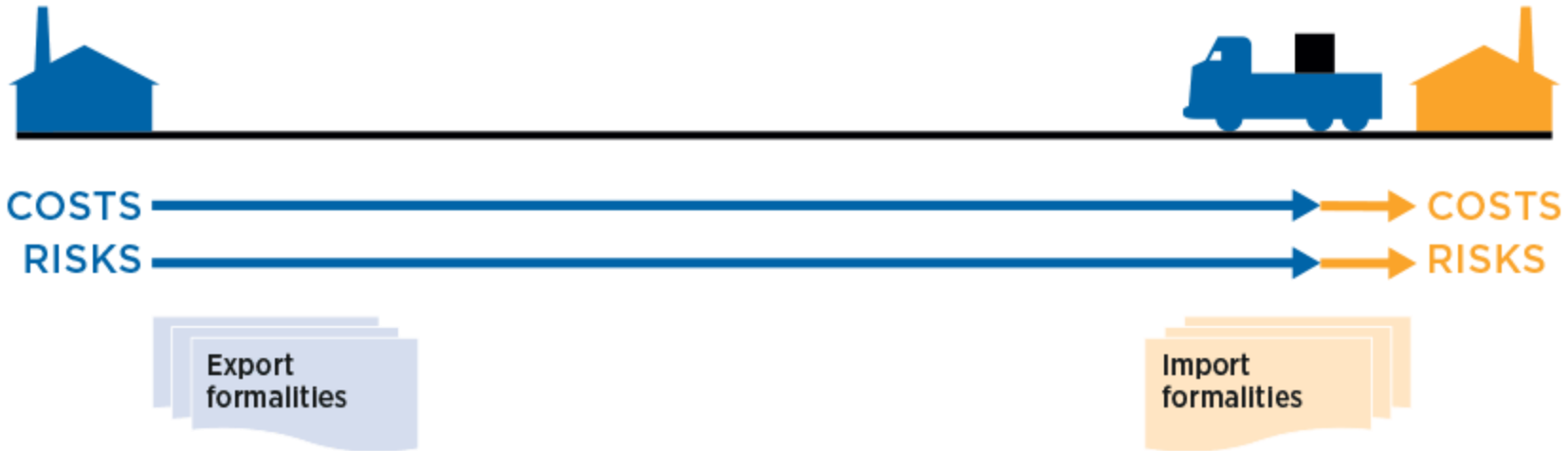
FCA Free Carrier (ส่งมอบสินค้า ณ คลังสินค้า)

(Insert named place of delivery) Incoterms® 2020



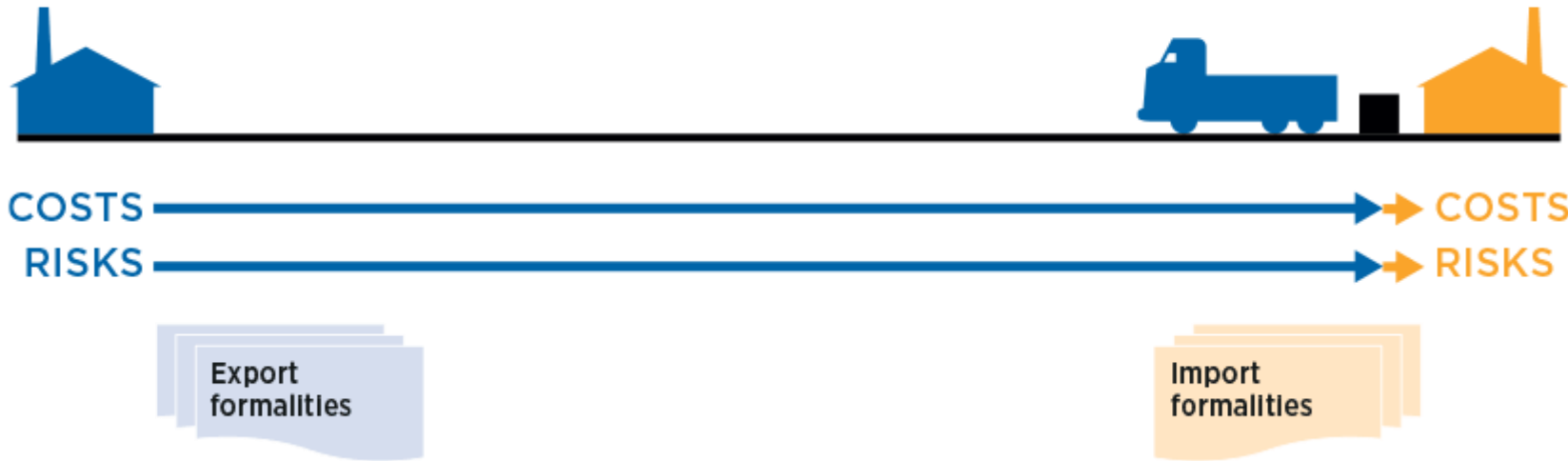
DAP Delivered at Place (ส่งมอบสินค้า ณ สถานที่)

(Insert named place of destination) Incoterms® 2020



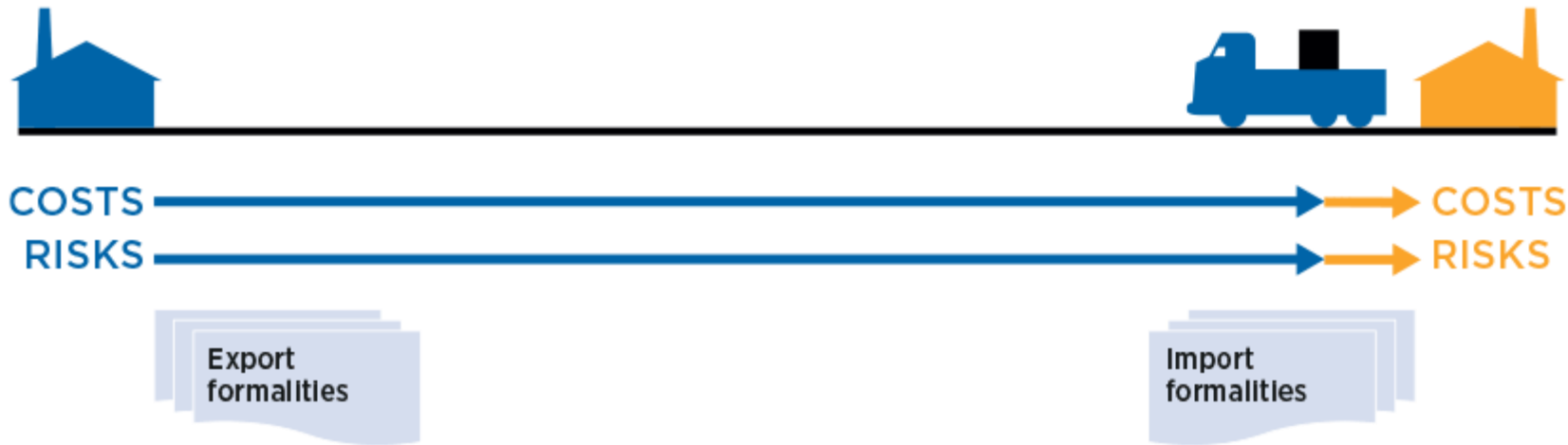
DPU Delivered at Place Unloaded (ส่งมอบสินค้า ณ คลังสินค้า และนำสินค้าลงจากรถ)

(Insert named place of destination) Incoterms® 2020



DDP Delivered Duty Paid (ส่งมอบสินค้าพร้อมชำระอากร)

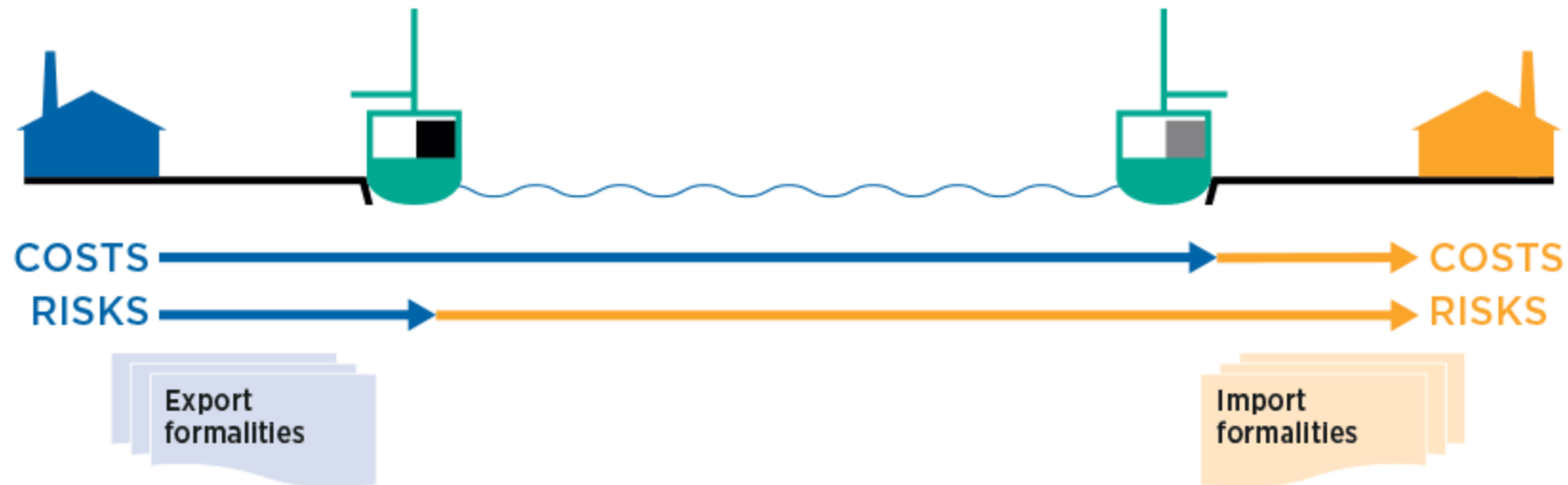
(Insert named place of destination) Incoterms[®] 2020



CFR Cost and Freight (ค่าสินค้าและค่าระวาง)

CFR Cost and Freight

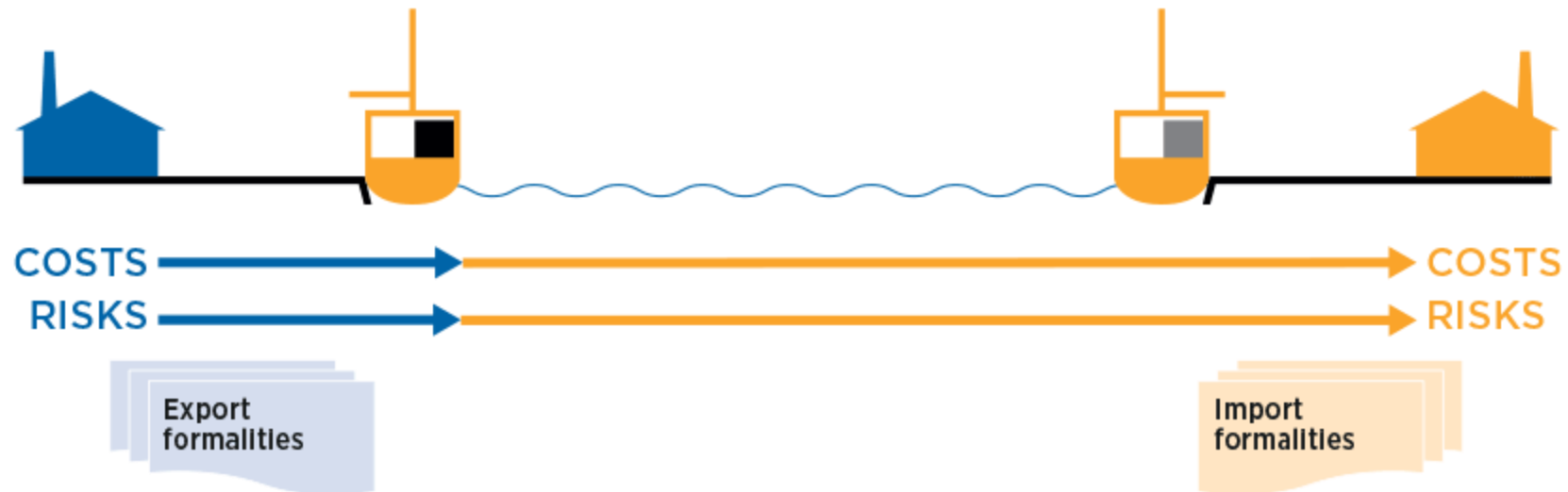
(Insert named port of destination) Incoterms® 2020



FOB Free on Board (ส่งมอบสินค้าขึ้นเรือ)

FOB Free on Board

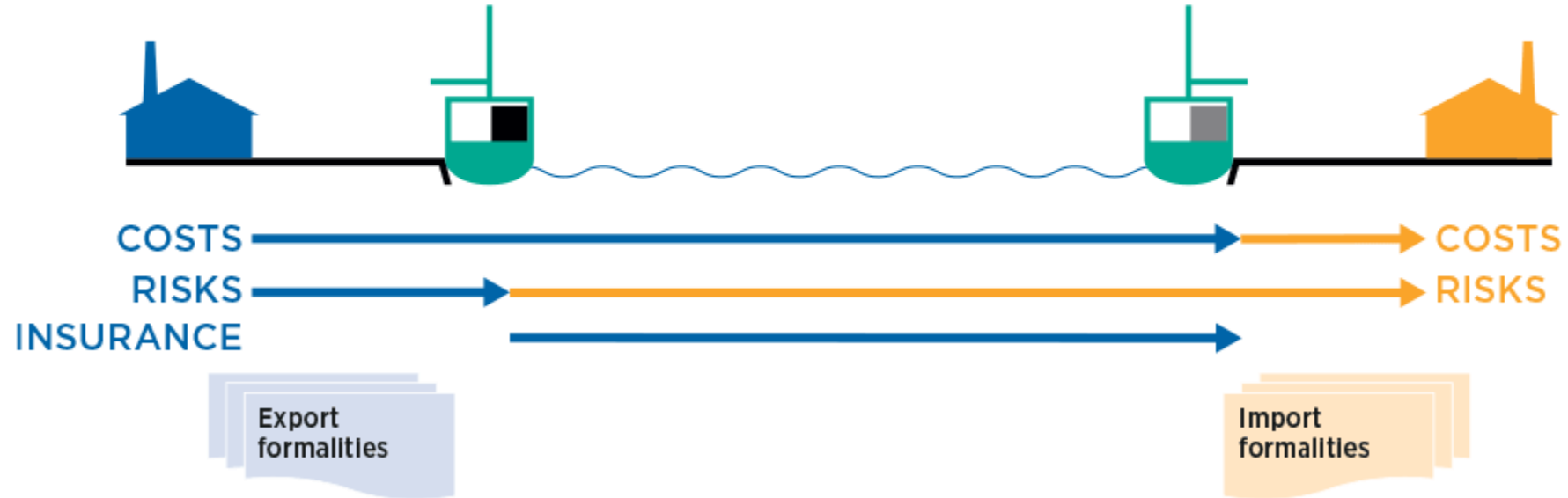
(Insert named port of loading) Incoterms® 2020



CIF Cost , Insurance and Freight (ค่าสินค้า เบี้ยประกันภัยและค่าระวาง)

CIF Cost, Insurance and Freight

(Insert named port of destination) Incoterms® 2020



AIRLINES



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



PALLET
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: 74F, 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)

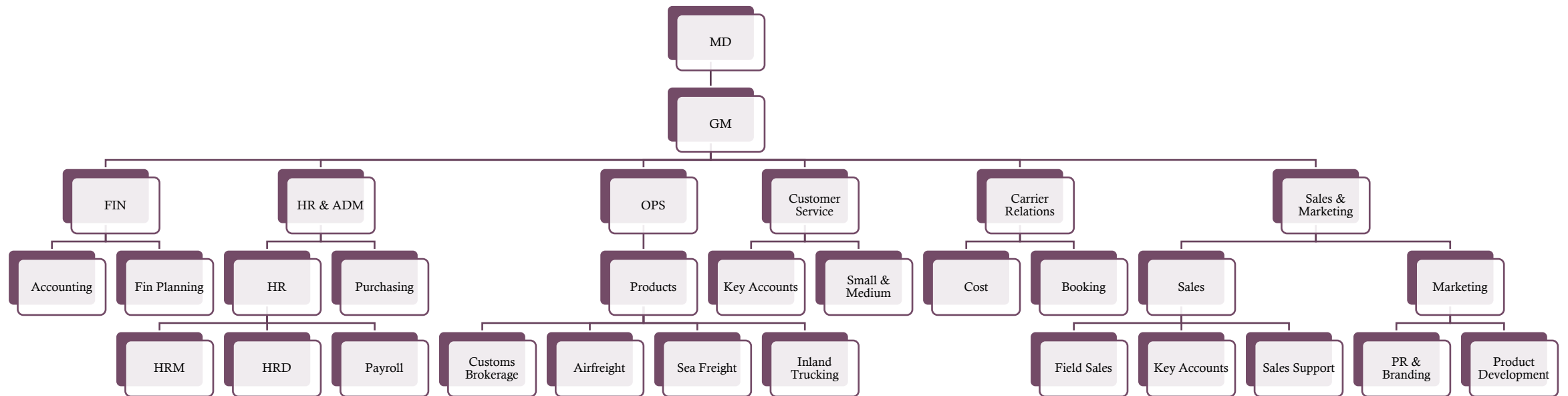


Build good rapport with key carriers to get space confirmation and rate



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

ORGANIZATION IN FREIGHT FORWARDERS



QUESTION & ANSWER

