

Airfreight Operations

By

Witsakorn Srisakul

Sub-Committee - Learning

Thai Airfreight Forwarders Association





Witsakorn Srisakul

วิศว์กรณ์ ศรีสกุล

Education

Western Michigan University - Haworth College of Business

Master Business Administration - Marketing

1988 - 1990

Assumption University

BBA Marketing

1982 - 1986





DAMCO



A member of the *KWE* Group



ปัจจุบัน มีสมาชิกทั้งหมด 145 บริษัท โดยแบ่งเป็น

สมาชิกสามัญ 92 บริษัท

สมาชิกสมทบ 53 บริษัท



รวมทุนจดทะเบียนมากกว่า 1 ล้าน ล้านบาท

จำนวนแรงงานมากกว่า 28,000 คน

Agenda

- Overviews of Airfreight Industry
- Flows of Airfreight Operations
 - Outbound
 - Inbound
- Required Documents in International Trade



8 Verticals

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

INCOTERMS - Airfreight

EXW	FCA	FOB	CFR	CIF	DAP	DDU	DDP
<ul style="list-style-type: none">• Ex Work	<ul style="list-style-type: none">• Free Carrier	<ul style="list-style-type: none">• Free Onboard	<ul style="list-style-type: none">• Cost & Freight	<ul style="list-style-type: none">• Cost, Insurance and Freight	<ul style="list-style-type: none">• Delivered at Place	<ul style="list-style-type: none">• Delivered at Place Unloaded	<ul style="list-style-type: none">• Door Delivery Duty Paid

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

Who are we as
Freight Forwarder?

Consolidator

3PL / 4PL or
Outsourcing Concept

End-to-end solutions

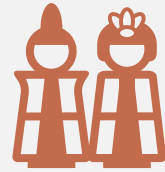
Airline vs Freight Forwarders

AIRLINE	INTERNATIONAL FREIGHT FORWARDER
Owned assets and aircrafts	Operate through 3PL concept
Manage passenger and cargo	Booking space with airline / carrier
Sell airline space through appointed agents only	Act as wholesaler and sell to the exporter / importer
Follow IATA rules - security and safety of passengers, cargo and aircraft	Comply with rules and regulation of IATA, Airlines and customs
Move cargo on airport-to-airport basis	Customize the solution of cargo movement

Airfreight Movement



Movement: by Airplane only
(Passenger, Cargo or
Combination)



Commodities: High-value
commodity, fast moving, first to
market, perishable, etc.

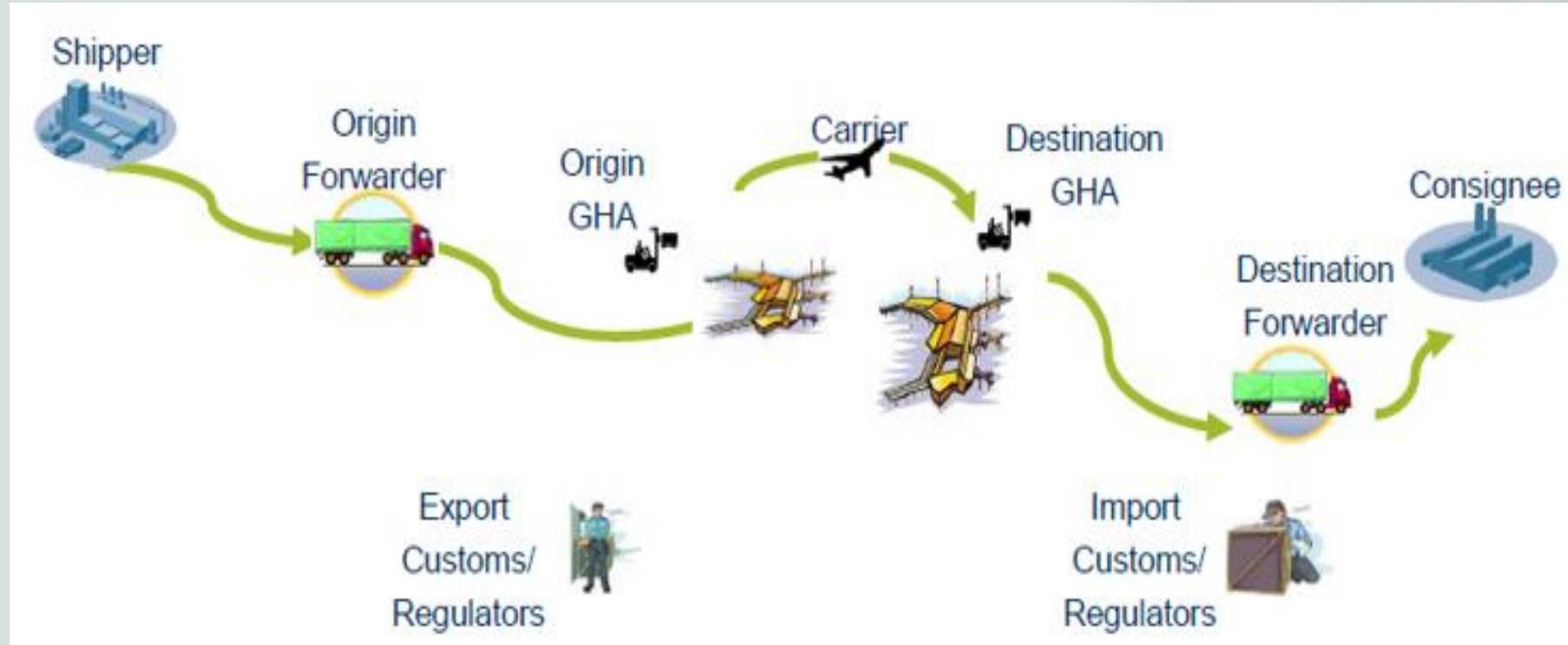
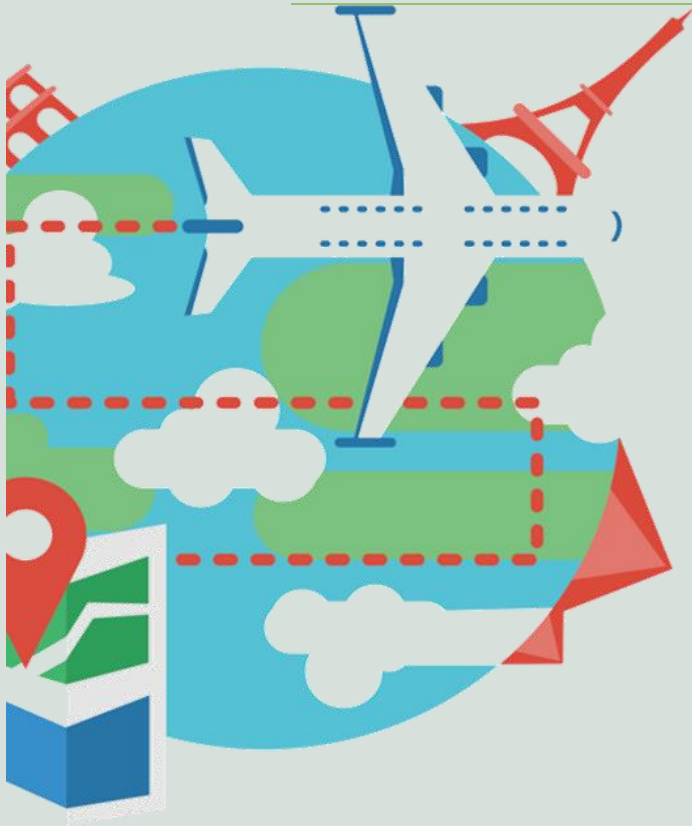


Airport Connectivity: through
all international airports

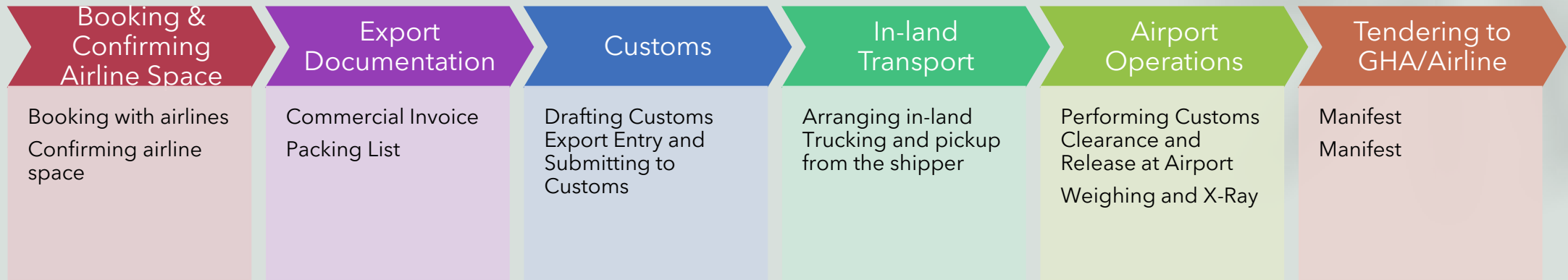
Airfreight Operations



Holistic Flows



Operations Process



Airfreight rate

Minimum

Normal

Q-Rate

Special Rate

How to calculate chargeable weight



Gross Weight

Actual weight for each package or shipment



Chargeable Weight

If the dimension is greater than the gross weight, airline will use CHW as the base for freight charge

$W \times L \times H \times \# \text{ Cartons} / 6,000$

Booking

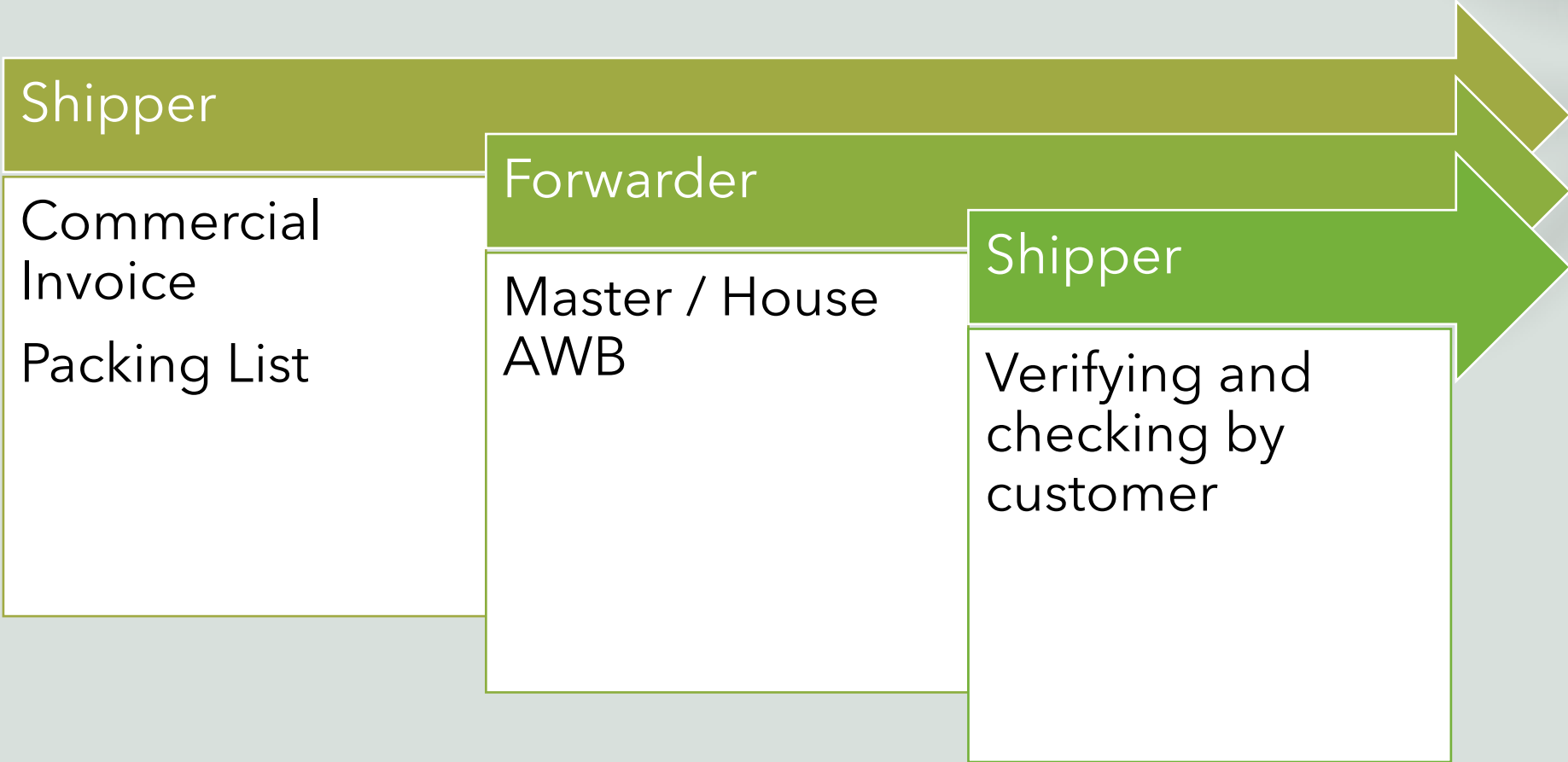
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graph LR; A[Commodity  
Dimension  
Gross Weight  
Destination] --> B[Choosing Airline  
Booking and Confirming Rate Charge]; B --> C[Confirmation of Space  
Total Transit Time (A-T-A or D-T-D)];
```

Commodity
Dimension
Gross Weight
Destination

Choosing
Airline
Booking and
Confirming
Rate Charge

Confirmation
of Space
Total Transit
Time (A-T-A or
D-T-D)

Export Documentation & Preparation



COMMERCIAL INVOICE

Date		Invoice No.				
Exporter Address City/State/ZIP Code Country Phone/Fax Contact Person		Consignee Address City/State/ZIP Code Country Phone/Fax Contact Person				
Tax ID No (EIN)	Total Gross Weight	Transportation	Tax ID No (EIN)	Terms of Sale:		
Other	Total # of Pieces	ATA/BL #	Currency			
Commodity Description	HS	Country of Manufacture	Qty	UOM	Unit Price	Total Amount
These commodities, technologies, or softwares were exported from the United States in accordance with export administration regulations. Diversion contrary to United States law prohibited. We certify that this commercial invoice is true and correct.		Subtotal				
		Freight Cost				
		Insurance Cost				
		Total Invoice Value				
I/we hereby certify that the information on this invoice is true and correct and that the contents of this shipment are as stated above.						
Name		Signature		Date		

PACKING LIST

Exporter ABC Exports 4000 Longbeach Blvd Longbeach, California, 90807 United States TEL: +9427348957 Ben Thompson		 ABC Exports		Pages 1 of 1		
Export Invoice No & Date 1008 30 Jun 2018		Bill of Lading No				
Reference 1008		Buyer Reference				
Consignee Complete Imports 11/405 Baywater Road Oatfield Townsville, Queensland, 4814 Australia TEL: +6172811258 Dean Boon		Buyer (if not Consignee)				
Method of Dispatch Sea		Type of Shipment FCL		Country of Origin of Goods United States		
Vessel / Aircraft MEXICAN EMMA		Storage No 22E		Country of Final Destination Australia		
Port of Loading Long Beach - California		Date of Departure 03 Feb 2018		Packing Information		
Port of Discharge Sydney - Australia		Final Destination AUSTRALIA				
Product Code	Description of Goods	Unit Quantity	Net Weight (kg)	Kind & No of Packages	Gross Weight (kg)	Measurements (m ³)
B-STOCK	BAR STOCK ALUMINIUM 100 X 120 X 30MM STAINLESS STEEL	40	30.00	PALLET x 1	750.00	1.70
B-TABLE	BAR TABLE ALUMINIUM 1000 X 600 X 40MM STAINLESS STEEL	25	15.00			
Total This Page			55	25.00 kg	1	750.00 kg 1.70 m ³
Consignment Total			55	25.00 kg	1	750.00 kg 1.70 m ³
Additional Information:				Place and Date of Issue LONGBEACH 30 Jun 2018		
				Signatory Company ABC Exports		
				Name of Authorized Signatory Randy Clarke		
				Signature 		

217 80K 5833 1111

MAWB Number

217-5833 1111

Shipper's Name and Address WPS TRADE CO., LTD. 878, CHUO-KU, TOKYO, JAPAN 100000 TEL: 03-5561-7899 Export Forwarder		House Account Number Air Waybill  The Airways International Public Company Limited Head Office: 401, Silom Road, Bangkok 10500, Thailand Terms: 1, 2 and 3 apply to this air waybill unless otherwise stated.																													
Consignee's Name and Address WPS TRADE JAPAN CO., LTD. Tenri, Chuo-Ku, Tokyo Japan 100000 TEL: 03-5561-7899 Import Forwarder		Airline AWB Format																													
Booking Details Agent Reference No.		Accounting Information *FREIGHT PREPAID*																													
Agent's Job Code Request No.																															
Point of Departure (and other points) and Proposed Routing SUVARNAHOMI AIRPORT, THAILAND		Reference Number Shipment Information																													
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Weight and Measurement ONE POUCH OF CARGO MANIFEST ATT'ED WITH.....		Remarks ONE POUCH OF CARGO MANIFEST ATT'ED WITH.....																													
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15	147	KG		SHIPPER'S LOAD, STOW, AND COUNT FOOD STUFF 3.78																											
Signature of Shipper or his Agent WPS TRADE CO., LTD. Signature of Shipper or his Agent																															
Date and Place of Issue BANGKOK/THAILAND 01 JAN 2015																															

ORIGINAL 2 (FOR SHIPPER)



TFC20246899

Shipper's Name and Address ABC EXPORTER SMD SMD SKANG 244, PADANGAM ROAD, EDOHONG MALAYSIA T: 45445 F: 12345 THE DIRECTOR		House Account Number HOUSE AIR WAYBILL  MY FREIGHT FORWARDING COMPANY LTD 21, JALAN PERAK, KUALA LUMPUR, MALAYSIA T: 45445 F: 12345																													
Consignee's Name and Address XYZ IMPORTER GMBH BUNDESSTRASSE 100, D - 81829 MÜNCHEN GERMANY T: 12345 F: 45445 PURCHASING OFFICER		Airline AWB Format																													
Booking Details Agent Reference No.		Accounting Information																													
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Signature of Shipper or his Agent ABC EXPORTER SMD SMD Signature of Shipper or his Agent																															
Date and Place of Issue KUALA LUMPUR 02 JAN 2015																															

ORIGINAL 1
(FOR CARRIER)

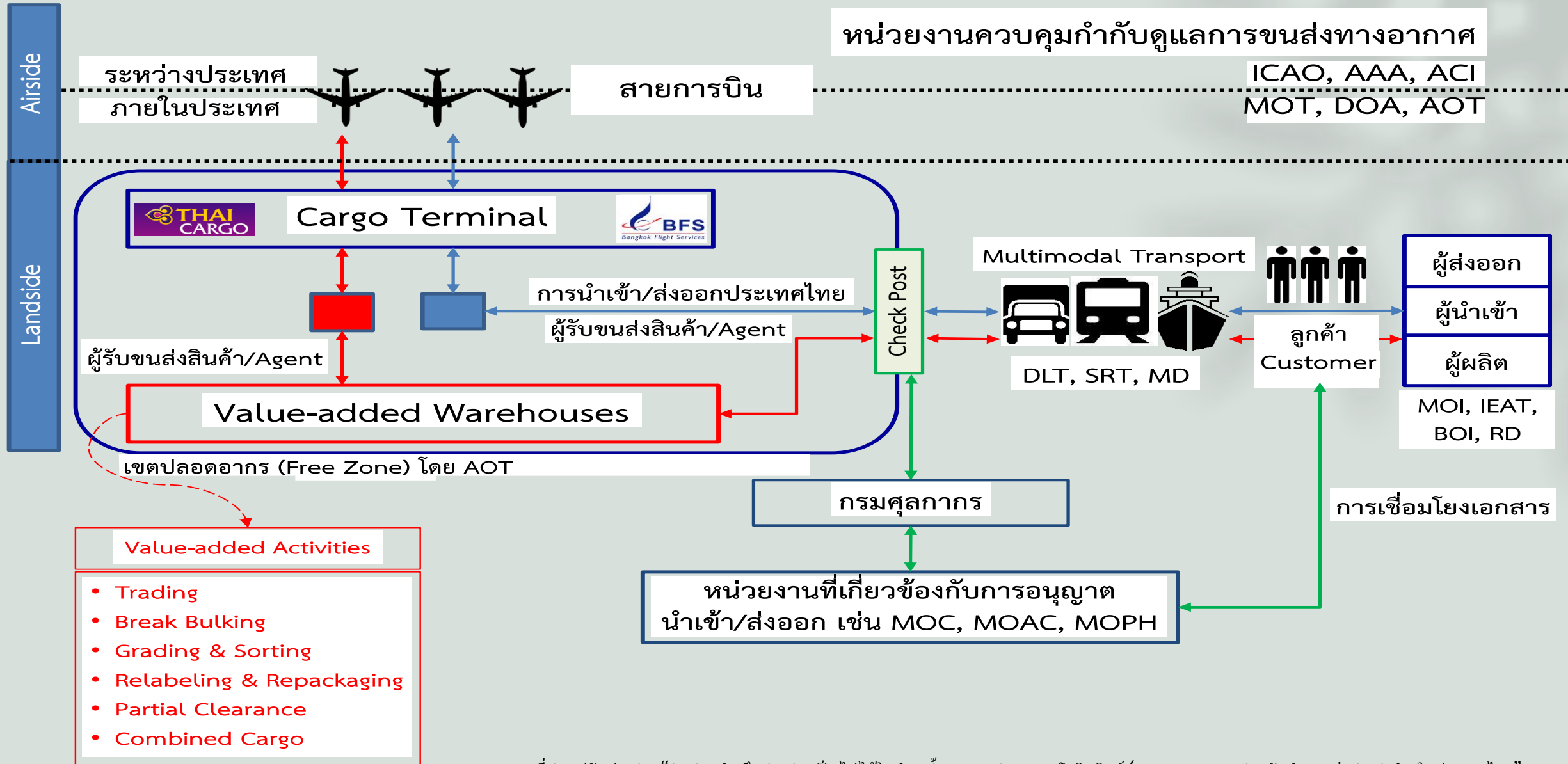


Pickup / In-land Transportation

- Security Measures
 - Route Management / Alternate Route
 - GPS Capability
 - Emergency Stop
 - Police Patrol
 - Approved List of Drivers and Trucks with valid license
 - Condition of trucks (with seals)



กระบวนการใน Free Zone



ที่มา: ปรับปรุงจาก "รายงานการศึกษาความเป็นไปได้ในการสร้างเขตอุตสาหกรรมโลจิสติกส์ (Logistics Park) สำหรับการขนส่งทางอากาศในประเทศไทย"

Airport Operations



Airline
Confirmation of
Flight Departure



Labelling Airline /
Forwarder tags



Unloading



Customs Clearance
and Release



Weighing and X-
Ray

Q&A

