

"Business around the world"



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1 Introduction

Three potential customers have contacted me for assistance and guidance regarding the transport of their products. All the customers are trying to make their first overseas sale but they know nothing about transporting their product or the countries to which that the goods are destined.

The applicable regulations and laws must be taken into consideration for each country .

The customers need a good and clear advice so their first overseas sale will be a success.

In chapter three the customer will be advised on how to get his product called "**Molybdenum Pentachloride**" from the Netherlands to Ecuador, in the most cost effective and best way.

The next chapter will deal with the transport of Intel Pentium IV microprocessors from the United States to the Netherlands which are of a very high value. Special measurements will be discussed to get this product to its final in a safe way.

Chapter five contains costed options and different ways to ship rolled sheets of steel from the Netherlands to Mongolia.

At the end of the dissertation you will find some examples of documents which have to accompany the goods when transported.

I hope this dissertation will give you a good idea of the things that have to be taken into consideration when arranging transport to or from different countries.

2 Summary

This dissertation will tell you everything about the transportation of different kinds of goods to or from different countries which have their own regulations, laws, customs regulations etcetera. I will let you know why I chose to transport the goods in the way I mentioned, which documents are required, the things that have to be arranged before the shipment can actually be shipped and what the customer has to take into consideration. I acted like it was a real shipment and have asked for quotations with different transport companies in order for me to make it as realistic as possible. Because not many information was given, for example about the measurements and value of the goods with each topic, I interpreted it in my own way. I informed with companies who deal with these products and I have added information which is as realistic as possible. The rate of exchange that I used for my quotations is: Euro €1 = USD \$1,1975. These quotations and charges include a table with my buyingrates. Off course this table will not be shown to the customer but is just for your information so that you get an idea of the amount of profit which will be added. At last I want to mention that some of the company names that I used for my appendices are fictive and some are existing names.

3 Ecuador

3.1 Subject of the dissertation

To advise a potential customer who knows nothing about transport on all aspects concerning the transporting of 17 drums "**Molybdenum Pentachloride**" from the Netherlands to Quito, Ecuador. The customer is situated 100 km's from the nearest Port or Airport. The terms of sale are DDP Quito. Exworks price \$3.750 per tonne. Delivery against a letter of credit value.

3.2 Letter of credit

A Letter of Credit (L/C) is used in international trade when the seller and the buyer hardly know each other. The advantage for the buyer is that he has more opportunity to conduct business abroad and the seller is exposed to less financial risk. I would advise to sell against an irrevocable L/C because the issuing bank puts its financial standing in the place of the buyer. (see enclosure I)

3.3 Choice of transport

The product mentioned is classified as "dangerous" when transported by road, sea, air or rail. I would explain to the customer that there are specific regulations and provisions concerning the shipment of dangerous goods.

This product is classified as a "corrosive substance", class 8, UN 2508, Packing group III.

I would chose to ship this product over sea via Less Container Load (LCL), simply because airfreight is way too expensive (Euro 3,11 per kg incl. surcharges x 3808 kgs = €11.842 or \$14.181 only for the airfreight!) and because this shipment isn't urgent.

I would book this order with a consolidator, named Freightcon. They have given me the best quotation to Guayaquil. I will ask our agent in Ecuador, who has given me the quotation from Guayaquil to DDP Quito, to arrange the customs clearance etc. and final delivery to Quito. Before shipment I have to provide Freightcon with a "Dangerous Goods Declaration" which they need for final approval by the shipping line. (see enclosure II)

The international regulations concerning packing, labelling and marking for hazardous goods when shipped overseas are set out in the "**I**nternational **M**aritime **D**angerous **G**oods Code (IMDG code) available from the **I**nternational **M**aritime **O**rganisation (IMO). (for more information see www.imo.org)

When the IMO is approved I will get a booking confirmation and delivery reference. Now the goods have to be delivered to their depot before the mentioned closing date.

For the pre-carriage by road the ADR regulations are applicable. This is an European Agreement on the international carriage of dangerous goods by road. (for further information see www.unece.org/trans/danger/publi/adr/adr.htm)

At the collection address the driver has to:

- Get a Tremcard which contains safety instructions in the event of an accident. This has to be provided in the language of the country of origin, transit and destination and has to be issued in the language which is understandable to the driver. (see enclosure III);
- Get a CMR note filled in accordance with ADR (see enclosure IV).

The details for sea freight are:

Dimensions per drum : 91 x 60 x 60 cm
Gross weight per drum : 224 kgs
Net weight per drum : 200 kgs

For sea freight you have to pay by (gross) weight or by masurement. The volumetric ratio per sea freight is 1 cbm = 1000 kgs = by a factor of 1.

Volumetric weight : 17 x 0.91 x 0.60 x 0.60 = **5,569** cbm
Total gross weight : 17 x 224 kgs = 3808 kgs

3.3.1 Options for Less Container Load

Ship it via the port of Manta or via the port of Guayaquil to Quito. Although Manta is closer to Quito I will chose to ship via Guayaquil because the sea freight is much cheaper (100 Usd/210 USD w/m) and to Manta there isn't a direct sailing. The container will be transhipped in Miami which can be permitted in the L/C.



Figure 1: map of Ecuador

After departure I'll send a copy Bill of Lading (B/L) in compliance with the L/C to our customer, who can send this to his bank for approval. After approval I will send the original B/L to the customer. Now he can send all the papers required in the L/C to his bank.

3.4 Delivery Terms

DDP stands for Delivery Duty Paid.

This means that the seller has the obligation to deliver the goods cleared for import, and not unloaded from any arriving means of transport at the named place of destination. The seller has to bear all costs and the risks involved in bringing the goods thereto including any duty, the responsibility for and the risk of the carrying out of customs formalities, customs duties, taxes and other charges for import in the country of destination. The seller has a maximum obligation.

I would not recommend to the customer to sell under DDP terms because he then has to arrange customs clearance in a strange country where the customs is inefficient, corrupt and where there is tax evasion. It sometimes takes weeks to get an imported container out of customs unless the process is greased with money or influence with all costs resulting. I would strongly recommend delivering CIF or CFR Guayaquil or DDU. (see incoterms 2000). This way the customer doesn't have to bear all the risks/costs. I have split the costs so that the customer can see the difference when using another delivery term.

3.4.1 Insurance

Although with the Delivery Terms DDP insurance is not an obligation I would recommend insuring this transport completely from door-to-door, especially if the customer chooses to transport it under DDP terms because he has to bear all the risks and costs. He can choose to arrange the insurance himself or we can arrange it for him via our own insurance company. The charges will be: €200, -. These are the minimum charges. This amount is based on All Risks insurance covering also Molest and Strikes and Civil Commotions.

3.5 Quotation

Table 3.1 Quotation

Description	Charges in USD *	Charges in USD **	Charges in Euro *	Charges in Euro**
Trucking costs to Rotterdam	\$149,70	\$179,65	€125,00	150,00
Loading charges €12,00 per tonne	\$54,75	\$114,00	€45,70	95,20
Export Document	\$35,95	\$35,95	€30,00	30,00
IMO documentation fee	\$35,95	\$35,95	€30,00	30,00
Issuing B/L	Incl.	\$30,00	Incl.	25,00
A.M.S Fee ¹	\$29,95	\$29,95	€25,00	25,00
FOB costs (FOB)	\$306,30	\$425,50	€255,70	355,20
Sea freight USD 100 w/m	\$556,90	\$600,00	465,05	501,00
BAF USD 5 w/m	\$27,85	\$27,85	23,25	23,25
Imo surcharge 10% on sea freight	\$55,70	\$60,00	46,50	50,10
Cost Freight (CFR)	\$946,75	\$1113,35	790,50	929,55
Insurance	\$239,50	\$239,50	€200,00	200,00
Cost Insurance Freight (CIF)	\$1186,25	\$1352,85	990,50	1129,55
Cost to Customs Brokerage Commission	\$250,00	\$250,00	208,75	208,75
Pay verificadora obtaining certified	\$201,60	\$225,00	168,35	187,90
Issue Security Document	\$150,00	\$150,00	125,25	125,25
Local Charges	\$150,00	\$175,00	125,25	146,15
Warehouse (estimated)	\$80,00	\$80,00	66,80	66,80
On carriage to Quito	\$505,00	\$530,00	421,70	442,60
Delivery Duty Unpaid (DDU)	\$2522,85	\$2762,85	2106,60	2307,00
Import duties ***		\$780,65		651,90
VAT 12 % ***		\$1786,00		1491,45
Delivery Duty Paid (DDP)		\$5329,50		4450,35

* buying rate

** sellingrate incl. USD 75,00 for agent Ecuador

*** to be paid in USD to the bank in Ecuador

Transit time:
approximately 23 days

¹The A.M.S. filing: this is a new 24-hours Advance Cargo Manifest Declaration regulation which US customs began enforcing Feb 2, 2003. It requires ocean carriers and NVOCC's to submit detailed shipment manifest information before loading at a foreign port. This information will be submitted to the US customs via the Automatic Manifest System (AMS)

3.6 Documents required

- Commercial Invoice (1 original, 3 to 5 copies) issued in Spanish.
- Bill of Lading (3 original, 5 copies) issued in Spanish.

A Bill of lading is a freight note issued and signed by the designated carrier once the goods have been placed in their care. It serves as:

- evidence of a contract between the exporter or importer and a shipping company to transport the goods;
- a receipt for goods;
- a description on the condition of the goods when transferred to the shipper;
- a document of title indicating the person or business who has the right to possess the goods.

- Certificate of Origin: to be issued by the Chamber of Commerce
When shipping goods under a L/C banks in Ecuador usually require a certificate of Origin

- Inspection certificate

All imports to Ecuador must be inspected on price, quantity and quality prior to shipment by an Ecuadorian Government selected inspection company, for example SGS. The importer has to pay for the charges and has to arrange the inspection. He has to contact SGS in Quito who will give him an Inspection Order Number and reference. SGS Quito will then contact SGS Spijkenisse, the Netherlands and they will contact the shipper over here and arrange the inspection. Prior to inspection the customer has to fill in an information form (see enclosure V). After approval an inspection certificate will be granted which guarantees the customs clearance in Ecuador and the transfer to Ecuador of the foreign exchange for payment of the import duties. (see enclosure VI)

- Export document
- Dangerous Goods Declaration: to be issued by the shipper.

3.7 Important notification

The customer has to:

- check with the importer if he has an import license to import this product;
- ask for authorisation with the health ministry in Ecuador to import this product to Ecuador. This product needs previous authorization before shipment;
- provide me with a copy of the L/C at least 5 days before the closing date because of the AMS filing and so that I can make sure that everything will be in compliance with the L/C;
- affix IMO dangerous goods labels (10 x 10 cm) on each drum + proper shipping name of the good, UN number (see figure 2);
- make sure the goods have been inspected by SGS.



Figure 2: IMO dangerous good label

3.8 Liability

Our liability in case of shipping goods by sea is 666,67 Special Drawing Right (SDR) per collo or 2 SDR per kg.

3.9 Payment

I will first check the solvency of the customer via Graydon, which is a company that provides solvency reports. If this is ok I will make an agreement with the customer to pay all the costs within 15 days after invoice date.

4 import out of United States

4.1 Subject of the dissertation

This potential customer has purchased goods from the USA and asks how to get the goods to their factory including documentary requirements and costs options.

Details of the shipment:

Product : Intel Pentium IV Microprocessors 3.0 GHz
Quantity : 1,250 processors
Terms of Sale : Ex works Paso Robles, California, USA
Value of goods : USD \$273.750,00

Table 4.1 Two ways of packaging:

Description	Measurement	Gross Weight	Amount of processors
Boxed version	18x16x8 cm	0,5 kgs	1
12 trays per box	40x25x30 cm	8,0 kgs	288

4.2 choice of transport

Because the processors are part of a production process it is critical that they arrive in time. Otherwise the factory can run into a production stop. I will choose to send the processors per airfreight so that the transit time is max 4 days.

Alternative

There is also a possibility to send them per courier, for example per FEDEX which is familiar with the shipment of these kinds of goods. You can send the processors per FEDEX International Priority Service in a FEDEX 10 kgs box, which is a neutral packaging but I wouldn't choose for this option because:

- FEDEX only ship goods with a maximum value of \$50.000 and this is also the value where they can insure it for (only from airport to airport);
- You have to ship it in four times which increases the chance of theft and total loss;

With airfreight you have to pay for the weight, per kg, or for the volume of the goods (which one is the highest). The volumetric ratio: 1 cbm = 166.66 kg = by a factor of 6. I'll advise the customer to buy the processors in trays because this will cost less because the volume is not so big and the weight is less.

Table 4.2 Benefit in weight for customer

Description	Volumetric weight	measurement	Effective Weight
Boxed version	480 kg	18X16X 8 cm	625 kg
Trays	20 kg	40X25X30 cm	35 kg

4.3 Delivery terms & Insurance

With the terms ex works the buyer has to bear all the risks and costs for the transport. It is highly recommended to insure the goods. I asked my agent in the USA and he can insure the goods for the total amount under FPA terms of total loss. This means coverage for total damage and theft and non-delivery of the entire shipping package.

4.4 Packing details

The customer wants to import 1250 processors and because the distributor normally delivers only boxes with 288 trays, the customer asked the distributor if it is possible to put 1 tray extra per box. This was no problem. The distributor would pack the two remaining processors in a small package, suitable packed and would put these in one of the boxes.

The processors are wrapped in polystyrene foam and packed in an official Intel cardboard box, completely sealed with Intel tape with a rope tied around the box.

The goods are of very high value and are very theft sensitive. Security is therefore very important. I found out that KLM has a service from airport-to-airport which is called "**Secure Val**" and is specially designed for these kind of goods. It stands for security, speed and dedication. It includes the following security measurements:

- vault storage;
- secured packaging including seals and anti theft containerisation;
- guarded loading / unloading of aircraft;
- fully secured vehicles;
- last in, first out loading and unloading of aircraft;
- last acceptance of shipment at origin;
- shipment monitoring throughout journey.

Because KLM only accepts loose cargo with this service I would advise to let the supplier pack the boxes in neutral boxes or wrap them with black tape. This is only for the transport from Paso Robles to Los Angeles Airport.

The value is no problem with KLM because the declared value is not in excess of the limit of \$1.000.000.

4.5 Airfreight charges

Table 4.3 Charges via the Secure Val way

Description	Charges in USD	Charges in Euro *	Charges in Euro **
Pick-up charges Paso Robles – LAX ²	\$90,00	€75,15	€115,00
Documentation	\$25,00	€20,90	€25,00
Shippers Export Declaration (SED)	\$12,00	€10,00	€15,00
Airfreight charges LAX => AMS ³ \$7,65 p/kg	\$267,75	€223,60	€258,60
Fuel surcharge \$0,15 p/kg	\$5,25	€4,40	€4,40
Security surcharge \$0,13 p/kg	\$4,55	€3,80	€3,80
Insurance \$0,35 per \$100 value	\$1056,25	€882,05	€900,00
Customs clearance		€20,00	€62,50
Dispatch costs		€27,50	€27,50
Storage costs		€28,00	€28,00
Facilities customs depot		€13,40	€29,50
Delivery to Consignee		€41,00	€66,00
Total freight costs:		€1336,40	€1535,30
Import duties 0%		€0,00	€0,00
Total		€1336,40	€1535,50

* buying rate

** sellingrate including USD 60 for agent

Flight details:

Departure :LAX 15.50 PM

Arrival :AMS 12.20 PM

4.6 shipment procedures

I would book this shipment with an IATA agent who will:

- arrange a neutral pickup in Paso Robles and provide all the documentation ;
- book the shipment with KLM as a "secure val" shipment on a direct flight to Amsterdam Schiphol;
- consign the Master Airway bill to our office at Schiphol (see enclosure VII).

When becoming the flight details I will inform our customer. He will get a copy of the House Airwaybill (HAWBL) (see enclosure VIII)

The Master Airwaybill (see enclosure VII) with the invoices attached will accompany the goods to Schiphol. Our office will make sure that the goods will be transferred from KLM to our depot within 24 hours after checking of the goods, to reduce any storage costs. The goods will be customs cleared and delivered to the final customer with one of our own vehicles in neutral packaging.

² LAX is los Angeles airport code

³ AMS is Amsterdam airport code

4.7 Documents required

- Airway bill is a freight note which is required when transporting goods by air. This freight note is non negotiable. It serves as a:
 - Contract of carriage;
 - Receipt of goods for shipment;
 - Freight bill;
 - Certificate of Insurance;
 - Customs Declaration.
- Commercial invoice in 5 – fold
- Packing list
- Shippers Export Declaration; when the value of the goods exceeds \$2500 a SED is required. This can be issued by the agent or the supplier.

4.8 important notification

Before shipment:

Each box has to be provided with a freight – identification label mentioning:

- AWBL number, prefix – and serial number;
- Destination (IATA letter code is AMS);
- The number of items;
- Name and full postage address of shipper and consignee;
- Marks and numbers appearing on the AWB.

Measurements to reduce theft:

- fold the packing list so that only the delivery dress is shown;
- put as goods description on the Airway bill a general description such as “electronic components”;
- Because KLM only accepts loose cargo with this service I would advise to let the supplier pack the boxes in neutral boxes or wrap them with black tape. This is only for the transport from Paso Robles to Los Angeles Airport.

4.9 Liability

Our liability in case of shipping goods by air is 16,67 Special Drawing Right (SDR) per collo.

4.10 Payment

I will first check the solvency of the customer via Graydon, which is a company that provides solvency reports. If this is ok, I will make an agreement with the customer to pay all the costs within 15 days after invoice date.

5 Mongolia

5.1 Subject of the dissertation

This potential customer is domiciled in Ulan Bator, Mongolia and has ordered some goods from a manufacturer in the Netherlands. He asks for advice and assistance in order to understand the nuances of the way he has bought the goods and the implications of arranging shipment to Mongolia.

Details of the shipment:

Product	: Hot Rolled Sheets Steel
Quantity	: 2 x 10 tonne rolls
Terms of sale	: Ex works
Measurement per roll	: Diameter 2.10 metres x 1.10 metres wide
Value of the goods	: €10.000

Supplier:
Corus Strip Products
IJmuiden
The Netherlands

5.2 choice of transport

There are two ways I would offer to the customer in which the coils can be transported to Mongolia. This way he can choose for himself which option he prefers.

Method of shipment:

Transport these 2 rolls per 20 ft open top container. Although it is possible to load them into the container with a forklift truck at the collection address the customer noticed me that he only could unload them by crane.

Option 1: To ship it per 20 ft open top container, carrier owned, from the port of Rotterdam overseas to China, to the port of Xingang. Than transport it to the Chinese border via Erlan per rail to Ulan Bator. This is multimodal Transport because more than 1 transport modality is used.

Option 2: To transport it per 20 ft open top container, shippers owned, per rail via Rotterdam to Malaszewice, Poland where the container will go on with an express train to Ulan Bator. (see enclosure IX)

5.3 Costed options

Table 5.1 Costed option 1 via Maersk Sealand

Description	Charges in USD	Charges in Euro
Trucking costs IJmuiden => Rotterdam		€240,00
Export document		€25,00
THC Rotterdam		€137,50
Issuing B/L		€21,00
Freight Rotterdam – Free on Rail Ulan Bator	\$3266,25	€2727,56
Bunker Adjustment Factor (BAF)	\$84,00	€70,15
Insurance		€250,00
Profit (excl. FAC of USD 83,75) ⁴		€425,00
sellingrate		€3895,00

This rate is including:

- Loading container in IJmuiden, 2 hours free of loading

Table 5.2 Costed option 2 via Global Intermodal

Description	Charges in Euro
From free on truck IJmuiden to FOR Ulan Bator	€3765,00
Export document	€25,00
Insurance	€65,00
Profit	€500,00
Sellingrate	€4355,00

This rate is including:

- Purchase of 20 ft open top container.
- Loading container in IJmuiden, 2 hours free of loading;
- Rail transportation FOR/FOR;
- Issue CIM and SMGS freight note;
- 3 times a week position report.

Local delivery + customs clearance charges in Ulan Bator have to be paid directly to the agent overthere (total USD 180,00).

⁴ Forwarders Agency Commission

As you can see option 1 is cheaper but the advantages of railtransport are:

- shorter transittime because the China Route suffers from poor organization and overload and has just one single track creating long delays;
- In case of damage/loss it is easier to determine where this happened;
- No fumigation certificates are required;
- The container can be tracked and traced each day via internet;
- Less handling so less chance of damage;
- Better information is available because the shippingline on this side can't give many information on multi-modal traffic to Mongolia.

When transporting one single container the transit time can be subject to delay at border crossings or HUB stations because of awaiting co-loading with another container on the Russian platform. The doors have to be placed against each other to prevent theft. In this case there is only one HUB station and there are many containers that go to Mongolia so the chance of delay is very small.

5.4 Delivery terms

Ex works: The buyer must bear all the costs and risks that are connected when picking up the goods at the premises of seller.

5.5 Documents required:

1. *Multimodal Bill of Lading* (see enclosure XV)
2. *Phytosanitary Certificate*;
3. *CIM freight note*: issued in Dutch/German. This document is required for international rail transport. (see enclosure X);
4. *SMGS freight note*: Russian Railway document (see enclosure XI);
5. *Commercial invoice*; **
6. *Packing list*; **
7. *Export document*.

Option 1 needs document number 1,2,5,6,7,8-16

Option 2 needs document number 3,4,5,6,7,8-16

For customs clearance Ulan Bator (+ **)

8. *Import License*;
9. *Import Contract*;
10. *Cargo Manifest*;
11. *Certificate of origin*: to be issued by Chamber of commerce;
12. *Transportation Invoice*;
13. *Merchandise Customs Declaration*: to be filled out by the importer;
14. *Declaration of Merchandise value*;
15. *Proof of Insurance*;

1

5.6 Insurance

I will advise the customer to insure the goods from door-to-door. Also because the customs in Mongolia usually require a prove of insurance for the clearance. For our charges see 5.3 "costed options". These rates are based on All Risks insurance covering Strikes and Civil Commotions.

5.7 Stowing of container

It is important that the rolls are secured very well otherwise the rolls can start rolling and/or be damaged. To prevent this, the rolls will be put on wooden kegs (see figure 3) and will be secured with wooden beams which will be placed at the side and at the back of the container. Between the 2 rolls an extra beam will be placed. Extra beams are also placed on the floor to divide the floor pressure in view of small surface pressure (see figure 4).



Figure 3: Wooden kegs



Figure 4: Wooden beams

Example of stowage iron rolls



Figure 5: stowed rolls

5.7.1 fumigation

I checked with Corus and they only use fumigated wood for the stowage of containers which is treated by a licensed quarantine company. (see enclosure XII) A Phytosanitary Certificate will be provided by Corus. (see enclosure XIII) The wood contains a red stamp and code of the fumigating Company. When goods are shipped to China and they consist of a non – timber packaging a “declaration of wood free packaging” must be issued. (see enclosure XIV)

5.8 Packing details



Fully protected: HP coil board as bore, wall and outer lap protection Film wrap, radial bands (4- 6), circumferential bands. (3 outside, 1 on naked coil)

Figure 6: Packaging

5.8.1 Labels



The sheets will be provided with a transport label. This label consists of 2 parts:

- a transport section with information about destination etc;
- a product section with information about the product such as coil number, dimensions etc.

Figure 7: barcode label

5.9 Payment

Because this customer is situated in a foreign country and I am not known with his financial situation I would let him pay all the costs in advance.

5.10 Liability

When transporting by rail the only person who can claim in case of damage/loss is the consignee, directly with the railway company (before unloading). In case of multimodal transport it depends on where the damage/loss occurred. There has to be proved first where it happened and then our liability will be the rate that is applied for that particular transport modality.

Transit time (without delay)

Per train : normally about 20-25 days
Per multimodal transport : about 40 days

6 Conclusion

When investigating these three particular subjects I found out that there are always more "roads that lead to Rome" because I stumbled upon other options each time which were more interesting but that I didn't think about at first. Also the price is not always the most important argument to choose for a particular transport modality. For example the shipment out of the United States. Because of the high value and theft-sensitivity it is more important that the shipment is insured and guarded enough and in time, than that it is shipped in the cheapest way because when the goods get stolen/lost it will cost the customer a lot of money.

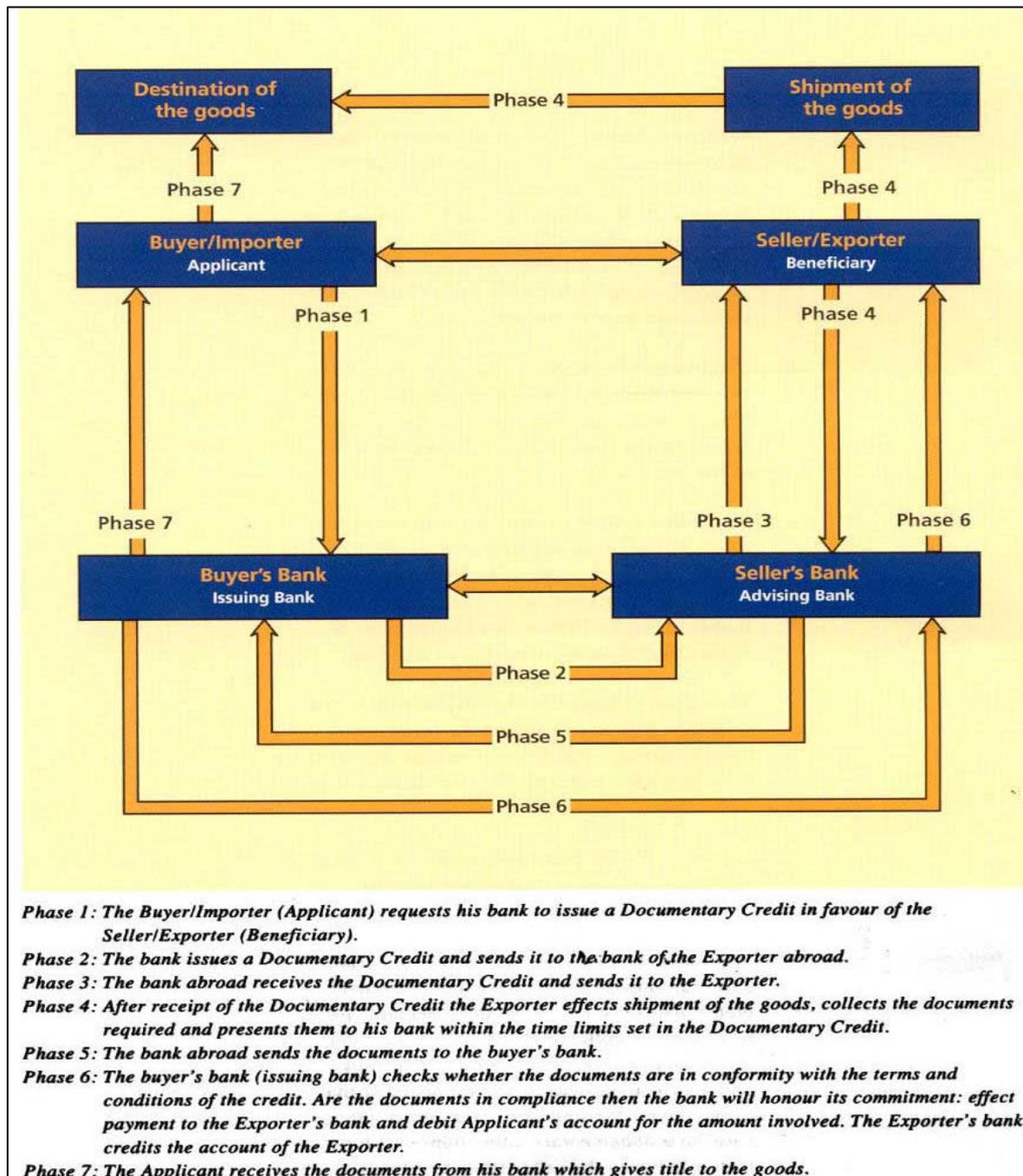
Bibliography

Books	
IMDG Code 2001	International Maritime Dangerous Goods Code including amendment 30-00, Volume 2
ICC Publishing S.A. (1999)	Incoterms 2000, Publication No 560
ING Bank (2002)	Documentary Credits A Guide

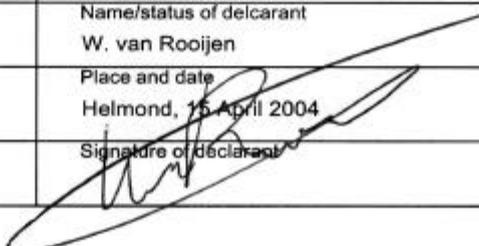
Websites	Information on
www.evd.nl	Export to countries all over the world
www.intel.com	microprocessors
www.klmcargo.com	Secure Val shipments
www.corus.nl	Rolled sheets Steel
www.fedex.com	FedEx services
www.us-mongolia.com	Mongolia
www.ambmong.net	Mongolia
www.converge.com	buying rates microprocessors

Appendices

Enclosure I Schedule documentary Letter of Credit



Enclosure II Dangerous Goods Declaration

Dangerous Goods Declaration				
Shipper/Consignor/Sender of Record add apt chemicals benelux bv achterdijk 13/E 5705 CB Helmond the Netherlands		Transport document number -		
		Page <u>1</u> of <u>1</u> pages.	Shipper's reference 2NZ43110024	
		Freight Forwarder's reference FRC000260950		
Consignee zeca chemicals quito, ecuador		Carrier (to be completed by carrier) FREIGHTCON		
Vessel Name and voyage mv Charles Island		Emergency contact telephone (with international access code) 0031 - 492 123456		
Place of receipt Rotterdam	Port/place of loading Rotterdam	Additional handling information: F_A / S_B		
Port/place of discharge Guayaquil	Destination Quito			
		Placards/Signs:		
Shipping marks	No. and kind of packages	description of goods	Gross mass (kg)	Net Explosive Qty. (class 1 only)
3567	17	drums stc molybdeen pentachloride IMDG: 8,11c UN : 2508 PG : III FP : ---	3808 kgs	
Container identification no./ vehicle registration no.	Seal number(s)	Container/vehicle size & type	Tare mass (kg)	Total gross including tare (kg)
CONTAINER/VEHICLE PACKING CERTIFICATE It is declared that the packing of the goods into the container/vehicle identified above has been carried out in accordance with the applicable provisions. MUST BE COMPLETED AND SIGNED FOR ALL CONTAINER/VEHICLE LOADS (other than tanks) BY THE PERSON RESPONSIBLE FOR PACKING/LOADING.		SHIPPER'S DECLARATION I hereby declare that the contents of this consignment are fully and accurately described above by the proper shipping name, and are classified, packaged, marked and labelled/placarded and are in all respects in proper condition for transport according to the applicable international and national governmental regulations. MUST BE COMPLETED AND SIGNED FOR ALL DANGEROUS GOODS CONSIGNMENTS BY THE PERSON RESPONSIBLE FOR OFFERING THE DANGEROUS GOODS FOR TRANSPORT PER IMDG CODE 5.4.1.1.11.		
Name of company packing container		Name of company of shipper add apt chemicals		
Name/status of declarant		Name/status of declarant W. van Rooijen		
Place container/vehicle packed		Place and date Helmond, 15 April 2004		
Date packed:				
Signature of declarant				

Enclosure III Tremcard (in English)

INSTRUCTIONS IN WRITING - TREMCARD (Road) *	80
CARGO MOLYBDENUM PENTACHLORIDE	2508
	ADR 8, 11c 8, III 24.02.2004
Ihre Feldbezeichnung	
CHARACTERISTICS OF CARGO Corrosive substances	
TYPE OF DANGER Corrosive - contact with liquid causes skin burns and severe damage to the eyes Reaction with moist air produces mist which has a severely irritant effect on eyes, skin and respiratory system Can be flammable Corrosive Different materials and clothing are attacked Can react with various metals under hydrogen development - danger of explosion May react vigorously with water Can decompose in fire and form poisonous gases. The negative health effects of inhaling the fumes or vapors produced in a fire can appear with delay. Possible danger for water and sewers	
PERSONAL PROTECTION EQUIPMENT Eye rinse bottle with pure water Apron or other light protective clothing, plastic or synthetic rubber gloves and boots Warning vest Goggles giving complete protection to the eyes Hand torch Suitable breathing equipment Escape overcoat	
GENERAL MEASURES TO BE TAKEN BY THE DRIVER Stop motor Keep away any sources of ignition (f.e. no naked lights), no smoking Set up warning signs and warn other users on the road Warn inhabitants Keep upwind Inform police and/or fire brigade - CALL 999 or 112	
ADDITIONAL AND/OR SPECIAL MEASURES TO BE TAKEN BY THE DRIVER Observe personal protection Contain liquids with soil, sand or other appropriate material - consult expert Prevent the liquid entering sewers, workpits and basements, vapours create corrosion, toxic and explosion hazard If spillage enters water or canalisation or comes into contact with soil or plants, instruct the fire brigade or police accordingly Do not absorb with saw dust or other flammable materials Seal leaks, if possible without risk	
Equipment <ul style="list-style-type: none">- A broom- A spade- Canalisation covering lids, resistant to the material conveyed- A suitable collecting basin (for small quantities)- 1 chock block per vehicle- Two reflecting detached warning signals	
FIRE, INFORMATION FOR THE DRIVER IN CASE OF FIRE Only extinguish developing fires Do not extinguish burning loads	
FIRST AID Immediately remove contaminated clothing, wash affected skin with soap and water Seek medical attention when anyone has symptoms apparently due to swallowing or to contact with the eyes or of the respiratory Consult doctor and show this card, even if there are no symptoms related to contact with the product	
Applies only during road transport	
Telephone :	

Enclosure IV CMR note

1 Exemple pour Expéditeur / afzender / Expeditor für Expéditeur (nom, adresse, pays) / Absender (naam, adres, land) ADD APT CHEMICALS BENELUX BV ACHTERDIJK 13/E 5705 CB HELMOND THE NETHERLANDS		LETTRE DE VOITURE - DOCUMENT DE TRANSPORT VRACHTBRIEF - VERVOERDOCUMENT FRACHTBRIEF - TRANSPORTDOKUMENT (CMR) (AVC-2002)		Code transporteur / Vervoerderscode / Code Frachtführer No / Nr NL 794644	
2 Destinataire (nom, adresse, pays) / Geadresseerde (naam, adres, land) Empléjour (Nom, Anschrift, Land) DEPOT HDC NIEUWE SLUISWEG 202 - 206, HARBOUR NR 5037 3197 KV ROTTERDAM - BOTLEK		16 Transporteur (nom, adresse, pays) / Vervoeder (naam, adres, land) Frachtführer (Name, Anschrift, Land)		17 Transporteurs successifs (nom, adresse, pays) / Opvolgende vervoeders (naam, adres, land) Nachfolgende Frachtführer (Name, Anschrift, Land)	
3 Lieu prévu pour la livraison de la marchandise (lieu, pays) / Plaats (bestemd) voor de aflevering der goederen (plaats, land) ROTTERDAM / NL		18 Réserves et observations du transporteur / Voorbehoud en opmerkingen van de vervoeder Vorbehalte und Bemerkungen des Frachtführers		19 Conventions particulières / Speciale overeenkomsten Besondere Vereinbarungen	
4 Lieu et date de la prise en charge de la marchandise (lieu, pays, date) / Plaats en dat. v. inontvangstneming der goederen (plaats, land, datum) / Ort und Tag der Übernahme des Gutes (Ort, Land, Datum) HELMOND / NL		20 A titre de / In het belang van / Zu behale van Prix de transport / Vrachtprijs / Fracht Réductions / Kortingen / Ermäßigungen Surtax / Strafen / Zuschläge Frais accessoires / Bijzondere en andere / Beteiligungsgebühren TOTAL / TOTAAL		21 Etabli à / Oppgemaakt te / Ausfertigelt in HELMOND le / de / am 16-apr-04	
5 Documents annexés / Bijgevoegde documenten / Beigefügte Dokumente TREMCARD / COMMERCIAL INVOICE		6 Mesures et unités / Maat en eenheden / Maßzahlen und Einheiten 17 DRUMS STC MOLYBDENUM PENTACHLORIDE 250B, MOLYBDENUM PENTACHLORIDE , 8, III , ADR		7 Poids de colis / Aantal vull / Anzahl der Packstücke 3808 KGS	
8 Poids d'emballage / Vrije verpakking / Art der Verpackung		9 Nature de la marchandise / Aart der goederen / Beschreibung des Gutes		10 No d'étiquette / Stetiknummer	
11 Poids brut (kg) / Bruto gewicht in kg / Bruttogewicht in kg		12 Collage (no / Aantal in kg) / Verpakking in kg		13 Instructions de l'expéditeur / Instructies afzender / Anweisungen des Absenders DELIVERYREF, FRC000260950 / GUAYAQUIL / MV CHARLES ISLAND	
14 Prescriptions d'affranchissement / Franchisierungsanweisungen <input checked="" type="checkbox"/> Franco / Frei <input type="checkbox"/> Non franco / Niet franco / Unfrei		15 Remboursement / Rückerstattung		22 Signature et timbre de l'expéditeur / Handtekening en stempel van de afzender / Unterschrift und Stempel des Absenders	
23 Signature et timbre du transporteur / Handtekening en stempel van de vervoeder / Unterschrift und Stempel des Frachtführers		24 Marchandises reçues / Goederen ontvangen Lieu / Plaats / Ort le / de / am		25 Signature et timbre du destinataire / Handtekening en stempel van de geadresseerde / Unterschrift und Stempel des Empfängers	

Enclosure V Request for information form / inspection

	SGS NETHERLANDS	Phone	31 181 693333
	P.O.BOX 200	Fax :	31 181 693578
Request for Information	SPIJKENISSE TC Account Manager : Phone :		

Sector: Trade Assurance Services

Dear Exporter,

The Authorities in the country of importation require that the goods you are supplying be inspected by SGS prior to shipment. Depending upon the import requirements, the inspection may cover verification of quality, quantity, export market price, value for customs purposes, customs classification and import eligibility.

So that we may arrange inspection, please complete the attached form¹ and return it to us, preferably by e-mail or by fax, together with² :

- proforma invoice,
- detailed packing list, weight/measurement details,
- letter of credit (if applicable),

and in cases where complete details of the transaction may be needed the following documents should also be supplied. (The SGS office will advise you if this additional information is required.)

- sales contract or offer and confirmation,
- detailed product information/specification,
- manufacturer's test report,
- export price list,
- others as per import requirements.

Sellers are requested to give SGS 3 working days notice of the date on which they require inspection unless the import regulations stipulate a different period.

The SGS Trade Assurance Services (SGS TAS) administrative office in each country is available to provide exporters with further information about preshipment inspection procedures and supply copies of the following publications upon request (Alternatively, you may wish to visit our website at www.sgs.com to acquire copies of these publications):

Guidelines for Exporters :
provides a general overview of SGS preshipment inspection procedures

Data Sheet for Exporters :
provides the specific import requirements for each country individually

Independent Review Procedures :
explains how exporters may refer disputes about preshipment inspection to an independent review in accordance with the WTO Agreement on Preshipment Inspection, Article 4.

SGS Address List :
provides the addresses of all SGS TAS administrative offices worldwide

1 As per the WTO Agreement on Preshipment Inspection (art. 2.9 to 2.13), SGS will treat all information received as business confidential. In case of need, please use additional blank paper and refer your answer to the relevant box number.

2 A proforma invoice is needed in all cases to arrange for inspection. A packing list must be made available at the latest at the inspection site before commencement of the inspection.

<p>1 EXPORTER / SELLER</p> <p>Phone No.: E-mail: Fax No.: Contact Person:</p>	<p>4 COUNTRY OF IMPORT Ecuador</p> <p>5 REFERENCE NO. Number - Date Proforma/Order : Inspection Order Number (IO No.) : Other SGS Ref. Number (if any) :</p>
<p>2 IMPORTER</p> <p>Phone No.: E-mail: Fax No.: Contact Person:</p>	<p>6 INSPECTION LOCATION NAME AND ADDRESS</p> <p>Phone No.: E-mail: Fax No.: Contact Person:</p>
<p>3 NAME AND ADDRESS OF SUPPLIER (IF APPLICABLE)</p> <p>Phone No.: E-mail: Fax No.: Contact Person:</p>	<p>7 GOODS DESCRIPTION, QUANTITY AND CONDITIONS</p> <p>Invoice value: <input type="checkbox"/> New <input type="checkbox"/> Second-hand / Used Used Rating: ____ <input type="checkbox"/> Complete <input type="checkbox"/> Complete Knock Down (CKD) <input type="checkbox"/> Semi Knock down (SKD)</p>
<p>11 TYPE OF DELIVERY <input type="checkbox"/> Total <input type="checkbox"/> Partial <input type="checkbox"/> Final</p>	<p>8 DATE GOODS AVAILABLE / INSPECTION REQUESTED .. / .. / 200 .</p>
<p>12 TERMS OF DELIVERY / INCOTERMS <input type="checkbox"/> EXW <input type="checkbox"/> FOB <input type="checkbox"/> CFR <input type="checkbox"/> CIF <input type="checkbox"/> Other (specify) _____</p>	<p>9 PACKING <input type="checkbox"/> FCL : Qty: ____x20' FCL Qty: ____ x 40' FCL <input type="checkbox"/> LCL <input type="checkbox"/> Bulk <input type="checkbox"/> General Cargo / Conventional</p>
<p>13 NUMBER / DATE OF CONTRACT/PROFORMA/ORDER</p> <p>Value of delivery: _____</p>	<p>10 SHIPMENT <input type="checkbox"/> Sea <input type="checkbox"/> Air <input type="checkbox"/> Road <input type="checkbox"/> Rail <input type="checkbox"/> Other (specify) _____</p>
<p>Please complete in addition page 2 of the RFI which is required for performance of price verification mandated by the Authorities in the country of importation.</p> <p>If you have within the last 6 months registered with SGS a general statement on price verification for the above mentioned importer, which is still valid, please indicate here the corresponding SGS reference number: _____</p> <p>In such cases there is no need to complete page 2 .</p>	<p>Company : Name : Position / Title : Place and date : Signature :</p>

14 COMMERCIAL LEVEL OF IMPORTER	BA-087-20040010131 NLSPJ / 951666
<input type="checkbox"/> Manufacturer <input type="checkbox"/> End User <input type="checkbox"/> Sole Agent/Exclusive Dealer <input type="checkbox"/> Wholesaler <input type="checkbox"/> Retailer <input type="checkbox"/> Other	Enter X where applicable
15 (a) Are the invoiced prices net of a rebate or discount ? (e.g. cash, quantity, promotional discount, etc.) If "YES", please specify reason for rebate/discount and percentage.	<input type="checkbox"/> Yes <input type="checkbox"/> No
(b) Does the price invoiced include a commission ? (e.g. selling, buying, confirming commission, etc.) If "YES", please specify type of commission, amount and beneficiary's name and address.	<input type="checkbox"/> Yes <input type="checkbox"/> No
16 (a) Are the buyer and seller RELATED in the sense of the note below (*) - if "NO", go to box 17.	<input type="checkbox"/> Yes <input type="checkbox"/> No
(b) Did the relationship INFLUENCE the price of the goods ? (e.g. related discount)	<input type="checkbox"/> Yes <input type="checkbox"/> No
17 (a) Are there any RESTRICTIONS as to the disposition or use of the goods by the buyer : If "YES", please specify type of restriction:	<input type="checkbox"/> Yes <input type="checkbox"/> No
(b) Is the sale or price subject to some CONDITION or CONSIDERATION for which a value cannot be determined with respect to the goods ? Specify the nature of the restrictions, conditions or considerations as appropriate:	<input type="checkbox"/> Yes <input type="checkbox"/> No
If the value of conditions/considerations can be determined, indicate here the amount: _____	
18 (a) Are any ROYALTIES and LICENCE FEES related to the imported goods payable either directly or indirectly by the buyer as a condition of the sale ?	<input type="checkbox"/> Yes <input type="checkbox"/> No
(b) Is the sale subject to an arrangement under which part of the proceeds of any subsequent RESALE, DISPOSAL or USE accrues directly or indirectly to the seller ? If "YES" to either of these questions, specify conditions and, if possible indicate the amounts	<input type="checkbox"/> Yes <input type="checkbox"/> No
19 Are goods and services supplied directly or indirectly by the buyer free of charge or at a reduced cost for use in connection with the production and sale for export of the goods ?	<input type="checkbox"/> Yes <input type="checkbox"/> No
If "YES", specify whether _____	
<input type="checkbox"/> - materials, components, parts and similar items incorporated in the goods; <input type="checkbox"/> - tools, dies moulds and similar items used in the production of the goods; <input type="checkbox"/> - materials consumed in the production of the goods <input type="checkbox"/> - engineering, development artwork, design work, plans and sketches undertaken elsewhere than in the country of importation and necessary for the production of the goods	
and, if possible indicate the corresponding values: _____	
Please register my (our) above declaration as a general statement valid during the next 6 months for all transactions between the said seller and importer. I (we) will quote the reference number provided for this purpose by SGS on future RFI forms to satisfy such enquiries during this period.	
<input type="checkbox"/> Yes <input type="checkbox"/> No	
(*) NOTES TO BOX 16 PERSONS SHALL BE DEEMED TO BE RELATED ONLY IF : (a) They are officers or directors of one another's business; (b) They are legally recognized partners in business; (c) They are employer and employee; (d) Any person directly or indirectly owns, controls or holds 5% or more of the outstanding voting stock or shares of both of them; (e) One of them directly or indirectly controls the other; (f) Both of them are directly or indirectly controlled by a third person; (g) Together they directly or indirectly control a third person; or (h) They are members of the same family	Company : Name : Position / Title : Place and date : Signature :

Enclosure VI Example Inspection Certificate

Inspection certificate



SGS Internationale Controle Maatschappij (I.C.M.) B.V.
An Affiliate of SGS Nederland B.V.

P.O. Box 200
3200 AE Spijkenisse

Certificate No. 1102/ 671138

INSPECTION CERTIFICATE

Shippers : Indian Textile Manufacturers Ltd., Bombay

Buyers : Dutch Textile Import Company B.V., Rotterdam

Purchase Order No. : 1000 dated 12.06.2001 L/C No. : IN1505KC

Product description : T-shirts Article No. : T-1501

Quantity : 10,000 pieces Partial shipment No. : 2

Shipping marks : INDIANTEX Packing : each in a polybag
20 pieces per box

In pursuance of instructions received on 01 August 2001 from :
Dutch Textile Import Company B.V., Rotterdam,
requesting us to carry out the instructions summarized as under:
inspection of quality, quantity, packing and marking, as described in our directive W 2C75.01.

We performed a Final Random Inspection as per MIL-STD 105 E on 200 samples taken at
random, which were compared with specifications received, the respective quality requirements
and the approved type sample.

The actual findings of our inspection were communicated by e-mail to our principals on
14.08.2001, who confirmed us on 15.08.2001, that above mentioned parcel was accepted.
Consequently they instructed us to issue this Inspection Certificate.

Detailed inspection procedures and results are as follows :

Average execution and workmanship :

Inspection method MIL-STD 105 E, Final Random Inspection Level II, Sample Size : 200 pieces.

<u>Acceptable Quality Level</u>	<u>Maximum</u>	<u>Category of defects</u>	<u>Found</u>	<u>Conclusion</u>
0.0	0	critical defects	0	pass
2.5	10	major defects	3	pass
4.0	14	minor defects	5	pass

The issuance of this Certificate does not exonerate buyers or sellers from exercising all their rights and discharging all their liabilities under
the Contract of Sale. Stipulations to the contrary are not binding on us.
The General Cargo Survey and Inspection Conditions, last version, deposited at the Registry of the District Court in Amsterdam and in
Rotterdam and at the Chamber of Commerce in Amsterdam and Rotterdam shall apply. Upon request a copy will be sent to you.

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only valid with sgs-watermark.

Enclosure VII Master Air Waybill

074 LAX 4119 8275		074-4119 8275	
Shipper's Name and Address Adcom Worldwide 419 Hindry Avenue Unit D Inglewood, CA CA 90301 United States of America		Shipper's Account Number Not negotiable AirWaybill issued by KLM-Royal Dutch Airlines Schiphol Airport 1117 ZL Amsterdam The Netherlands	
Consignee's Name and Address Int. Cargo Services Freightwaybuilding Flamingoweg 58 1118 EG Schiphol The Netherlands		Consignee's Account Number It is agreed that the goods described herein are accepted in apparent good order and condition (except as noted) for carriage SUBJECT TO THE CONDITIONS OF CONTRACT ON THE REVERSE HEREOF. ALL GOODS MAY BE CARRIED BY ANY OTHER MEANS INCLUDING ROAD OR ANY OTHER CARRIER UNLESS SPECIFIC CONTRARY INSTRUCTIONS ARE GIVEN HEREON BY THE SHIPPER, AND SHIPPER AGREES THAT THE SHIPMENT MAY BE CARRIED VIA INTERMEDIATE STOPPING PLACES WHICH THE CARRIER DEEMS APPROPRIATE. 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.	
Issuing Carrier's Agent Name and City Adcom Worldwide 419 Hindry Avenue Inglewood		Accounting Information: Booking Reference: Secure Val	
Agent's IATA Code 0113011/0012		Account No.	
Airport of Departure (Addr. of First Carrier) and Requested Routing Los Angeles AMS			
To	By First Carrier	Routing and Destination	To By To By
AMS	KL		
Airport of Destination Amsterdam		Flight/Date For Carrier Use Only / Flight/Date KL602/14	Amount of Insurance USD PPX X
Declared Value for Carriage NVD		Declared Value for Customs NCV	
INSURANCE - If Carrier offers insurance, and such insurance is requested in accordance with conditions thereof, indicate amount to be insured in figures in box marked "Amount of Insurance".			
Handling Information Four boxes marked: Address			
Attached: HAWB, Manifest and Invoice			
No of Pieces RCP	Gross Weight	Rate Class	Chargeable Weight
4	35.0K	N	35.0
			Rate
			6.35
			Total
			222.25
Nature and Quantity of Goods (incl. Dimensions or Volume) Electronic Components			
Booked as routed			
Freight prepaid			
These commodities, technology or software were exported from the US in accordance with the export administration regulations. Diversion contrary to US law prohibited.			
40X25X30 CM X4			
Volume 0.12 M3			
Prepaid		Weight Charge	Collect
222.25			
Valuation Charge		Other Charges	
		FSC 5.26 SCC 4.55	
Tax			
Total Other Charges Due Agent		Shipper certifies that the particulars on the face hereof are correct and that insofar as any part of the consignment contains dangerous goods, such part is properly described by name and is in proper condition for carriage by air according to the applicable Dangerous Goods Regulations.	
9.81		Adcom Worldwide as Agent for the Carrier	
Total Prepaid		Signature of Shipper or his Agent	
232.06		Duke Pham Adcom Worldwide	
Currency Conversion Rates		14/04/2004 Los Angeles	
CC Charges in Dest. Currency		Executed on (Date) at (Place) Signature of issuing Carrier or its Agent	
For Carrier's Use only at Destination		Charges at Destination	
		C-1013270 074-4119 8275	

Enclosure IX Procedures when shipping by rail

Route of the train

From the Rail Service Centre in Rotterdam via Oldenzaal (NL) – Frankfurt am Oder (Germany) – Malaszewice (Poland) – Brest (Chech Republic) – Ulan Bator

The forwarder will first issue a CIM freight note. This is for the European part of the trip, In this case from Rotterdam to Malaszewice, Poland. This freight note will be issued in Dutch / German language. Also before departure the export documents will be stamped by the customs in Rotterdam which is in this case the port of departure.

In Malaszewice, Poland the agent of the forwarder has to issue a new document; the SMGS freight note which covers the transport from Brest, Chech Republik to Ulan Bator, Mongolia. This document will be issued in Russian. The agent will get all the instructions to issue this document in advance from the forwarder in the Netherlands in order to prevent any delays. When the train arrives in Malaszewice, Poland the customs over there will check all the information on the CIM freight note with the details on the SMGS note. If everything is ok the CIM will be kept behind as prove of arrival and the SMGS note will be stamped by the customs. The commercial invoice will be attached behind the SMGS note. The wagons will than go via a shunt station in Brest, Chech Republik with an express train via Zakoytje and Zylinka, Russia to Smolensk where the customs will check the papers.

Then the train will cross the border via Nauskhi and will go all the way to Ulan Bator. At arrival in Ulan Bator the papers will be checked again by the customs and the consignee will be informed by the railway company. The consignee can arrange the clearance via an agent, for example Maersk Sealand. After clearance, what takes approximately 1 -2 days, the rolls can be delivered by a local haulier to the consignee.

Enclosure XI Example SMGS Russian railway note

Wtórnik - Дубликат накладной (za nadawcy) - (для отправителя)		51 Przewoźnik Nr - Отправчик № 25 Nazwa towaru - наименование товара 51 13676	31 Liczba wagonów - Количество вагонов 2 Umowa Nr - Договор № 31-5473
1 Nadawca, adres nadawcy - Отправитель, почтовый адрес GLOBAL INTERPOL, BV, PARADYSEWEG 4, NL-5913KX ROTTERDAM For the shipper:		3 Stacja nadania - Станция отправления PKP POLSKA	
PKP 3 2. OTTERDAM MAHLHAVEN Следатель: POLSKONT Варшава ул. Хожа 85 Служба Календарная		4 Szczególne oświadczenie nadawcy - Особые заявления отправителя OWARTA PO 24 - KAPOT-SCHREKINGE 5 DPA KOD 2063127 / 1013136 OWARTA PO 25 - 3RD INTERPOLIC KOD 404382 / 82660 CHRES ABST. OWARTA PO 27 - CHRES CENTR WSKA KOD 376	
5 Odbiorca, adres odbiorcy - Получатель, почтовый адрес TAS PETROLEUM COMPANY LTD. P.O. BOX 167 37 - YAMENBATOR RUSSIA		26 Uwagi ogólne - Общие замечания 	
6 Uwagi szczególne - Особые, обязательные для железной дороги OWARTA BEKAMIFORONA TRANSPORT PO 54 - 'BEANTERTRANE' KOD 204434 / 20299653 3RD INTERPOLIC 71 83260 674		27 Wagon - Вагон / Wagon własny - Вагон собственный 28 Masa własna - Масса нетто / Masa brutto - Масса брутто 3184-39890316	
7 Graniczne stacje przejazdu - Пограничные станции переезда TERESPOLSK-BREST-OSIMNOWKA-ЯДУШКИ		29 Waga - Вес 31 937107	
8 Kolej stacji przejazdu - Дорога и станции назначения УЛЬЯНОВСКИЙ МОСКОВСКАЯ ж.д.		9 Szefy, znak, numer - Знаки, марки, номера РЕЖИМ	
10 Rodzaj opakowania - Вид упаковки SPREZARKI POWIETRZA		11 Nazwa towaru - Наименование груза КОМПРЕССОРЫ ВОЗДУШНЫЕ	
12 Masa (w kg) ustalonej przez nadawcę - Масса (в кг) установленная отправителем 5 16973.00		13 Masa (w kg) ustalona przez kolej - Масса (в кг) установленная железной дорогой	
14 Razem sztuk (obowiązkowo) - Итого мест происхождения ЧЕТЫРЕ		15 Razem mas (obowiązkowo) - Итого масса происхождения 20 708.00	
16 Rodzaj towaru - Категория СІГОКІВАН		17 Waga - Вес 31 937107	
18 Rodzaj towaru - Категория СІГОКІВАН		19 Waga - Вес 31 937107	
20 Ostateczna przylatka - Итого мест происхождения ЧЕТЫРЕ		21 Rodzaj przylatki - Вид упаковки XXXXX	
22 Dokumenty złożone przez nadawcę - Документы, приложенные отправителем ЧЕТ КД.: 231356, 231355		23 Rodzaj przylatki - Вид упаковки XXXXX	
24 Rodzaj przylatki - Вид упаковки XXXXX		25 Rodzaj przylatki - Вид упаковки XXXXX	
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Enclosure XII Rules by fumigation

As from 1 October 2002 new requirements apply to wood packing departing the European Union, United States, Canada, China or Japan which concerns new Plant Health requirements adopted by the Service of China Entry & Exit Inspection and Quarantine Bureau

In summary all wooden packing associated with exports to China must:

- be free of bark
- have undergone heat treatment, fumigation or other defesting treatment
- carry a treatment mark on wooden packing, such as a red stamp or label clearly indicating the method and place of fumigation and also the code of the company who have fumigated the wood.
- be accompanied by a Phytosanitary Certificate issued by the official quarantine authority
- When goods are shipped to China and they consist of a non – timber packing a “ declaration of wood free packaging “ must be issued by the shipper.

These certificates have to be in China before the goods arrive because they have to be checked by Chinese customs. If the documents are not in accordance with the Chinese regulations, the container will be send back to the country of origin. The costs are for account of the shipper.

Enclosure XIII Example Phytosanitary certificate

Name of shipper		PHYTOSANITARY CERTIFICATE																									
		No. EC/NL/ 1474732																									
3 Declared consignee and address of consignee		4 Plant Protection Organization of the Netherlands to Plant Protection Organization(s) of China																									
		5 Place of origin THE NETHERLANDS																									
6 Declared means of conveyance Vessel: 203ME049 WUHAN CHINA CTY NO.1 - JP		7 Declared point of entry Wuhan, China																									
8 Disinfectant, marks, number and description of packages, name of produce Goods description: Integris CV-12 one set		8 Quantity declared																									
<table border="1"> <thead> <tr> <th>Quantity</th> <th>Description</th> <th>Registration No.</th> <th>Heat Treatment No.</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>wooden case</td> <td>NL 039</td> <td>HT 03-08</td> </tr> <tr> <td>5</td> <td>wooden cases</td> <td>NL 108</td> <td>HT 03-12</td> </tr> <tr> <td>4</td> <td>wooden cases</td> <td>NL 039</td> <td>HT 04-02</td> </tr> <tr> <td>8</td> <td>wooden cases</td> <td>NL 108</td> <td>HT 08</td> </tr> <tr> <td>5</td> <td>wooden cases</td> <td>DENWI</td> <td>49687 HT 08</td> </tr> </tbody> </table>		Quantity	Description	Registration No.	Heat Treatment No.	1	wooden case	NL 039	HT 03-08	5	wooden cases	NL 108	HT 03-12	4	wooden cases	NL 039	HT 04-02	8	wooden cases	NL 108	HT 08	5	wooden cases	DENWI	49687 HT 08		
Quantity	Description	Registration No.	Heat Treatment No.																								
1	wooden case	NL 039	HT 03-08																								
5	wooden cases	NL 108	HT 03-12																								
4	wooden cases	NL 039	HT 04-02																								
8	wooden cases	NL 108	HT 08																								
5	wooden cases	DENWI	49687 HT 08																								
10 This is to certify that the plants or plant products described above — have been inspected according to appropriate procedures, and — are considered to be free from quarantine pests, and practically free from other injurious pests, and that they — are considered to conform with the current phytosanitary regulations of the importing country.																											
11 Additional declaration																											
DISINFESTATION AND/OR DISINFECTION TREATMENT		18 Place of issue: Roosendaal																									
12 Treatment Heat Treatment		Date: 18.03.2004																									
13 Heat Treatment (optional)		Name and signature of authorized officer:																									
14 Duration and temperature 30 min - 58° C		 H.G.C.M. Schellekens																									
15 Condemnation																											
16 See above																											
17 Additional information																											

PD 01/01/2004

Enclosure XIV Declaration of wood free packaging

"Name of the company"

TO WHOM IT MAY CONCERN

Concerns shipment of: "Goods description"

Shipping Mark:

Xingang, China

ORIGINAL

1 -

To the Service of China Entry & Exit Inspection and Quarantine

It is declared that all packing materials in this shipment "....."
of Rolled sheets steel 2 colli / 20.000 kg Invoice number

Commodity

Quantity/Weight

Shipped on Waybill are made of.....
Master AWB

NO WOOD

And / Or

PROCESSED WOOD (Plywood, ___ Presswood, ___ Oriented Strandboard)

Check which of the above apply.

Name of Export Company
Representative

Original Signature (blue ink) of Authorized

"Date & signature"

