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INCOTERMS

Ⓢ **CHARGEABLE WEIGHT:**

Air Freight: 1m³ = 166,6 kg

Sea Freight: 1m³ = 1 ton

Ⓢ **UNIT CONVERSION:**

Length: cm x 0,39 = inches x 2,54 = cm

m x 3,28 = feet x 0,31 = m

m x 1,09 = yards x 0,91 = m

km x 0,62 = miles x 1,61 = km

Area: cm² x 0,15 = square inches x 6,45 = cm²

m² x 10,76 = square inches x 0,09 = m²

Volume: cm³ x 0,06 = cubic inches x 16,39 = cm³

m³ x 35,32 = cubic feet x 0,03 = m³

Weight: gr x 0,04 = ounces x 28,35 = gr

kg x 2,21 = pounds x 0,45 = kg

Ⓢ **CONTAINERS:**

		20 FT	40 FT	40 HC
Internal dimensions	Length	5,919 m	12,051 m	12,056 m
	Width	2,340 m	2,340 m	2,347 m
	Height	2,380 m	2,380 m	2,684 m
Doors dimensions	Width	2,286 m	2,286 m	2,340 m
	Height	2,278 m	2,278 m	2,585 m
Volume capacity		33 m ³	67,3 m ³	76 m ³
Weight capacity		22 100 kg	27 397 kg	29 600 kg

	Seller location	Export formalities and fees	Pre-carriage Not unloaded	Delivery at Named place Port/Terminal	Loading Alongside vessel	Onboard Ship or Vessel	Main carriage	Onboard Ship or Vessel	Discharge at port of destination	Delivery at Named Place Port/Terminal	Onward carriage not unloaded	Import formalities and duties	Buyer location Unloaded
EXW	SELLER'S Risk SELLER'S Cost	BUYER'S Risk BUYER'S Cost											
FCA	SELLER'S Risk SELLER'S Cost			BUYER'S Risk BUYER'S Cost									
FAS	SELLER'S Risk SELLER'S Cost					BUYER'S Risk BUYER'S Cost							
FOB	SELLER'S Risk SELLER'S Cost						BUYER'S Risk BUYER'S Cost						
CFR	SELLER'S Risk SELLER'S Cost							BUYER'S Risk	BUYER'S Cost				
CIF	SELLER'S Risk SELLER'S Cost							BUYER'S Risk	BUYER'S Cost				
CPT	SELLER'S Risk SELLER'S Cost				BUYER'S Risk						BUYER'S Cost		
CIP	SELLER'S Risk SELLER'S Cost				BUYER'S Risk							BUYER'S Cost	
DAT	SELLER'S Risk SELLER'S Cost									BUYER'S Risk BUYER'S Cost			
DAP	SELLER'S Risk SELLER'S Cost										BUYER'S Risk BUYER'S Cost		
DDP	SELLER'S Risk SELLER'S Cost											BUYER'S Risk BUYER'S Cost	

This is a general guideline of the 2010 Incoterms.

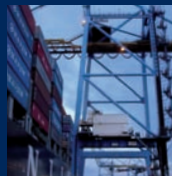
FAS, FOB, CFR and CIF are applicable to only sea and inland waterway transport.

For CIF and CIP, seller must pay for insurance



AIR FREIGHT

- Ⓢ Direct
- Ⓢ Consolidation
- Ⓢ Express+ (Direct loading under the aircraft)
- Ⓢ Aircraft chartering (AN26, AN12, IL76, AN124, A300, B747...)



SEA FREIGHT

- Ⓢ LCL
- Ⓢ FCL (Dry, High Cube, Open Top, Flat, Reefer)
- Ⓢ Breakbulk, Ro-Ro
- Ⓢ Cargo project
- Ⓢ Container arrangement



SERVICES+

- Ⓢ International transport consulting
- Ⓢ Tailored logistic offer
- Ⓢ Storage and Order fulfilment
- Ⓢ Dedicated service for the petroleum industry
- Ⓢ Dedicated service for wines and liquors



OUR SKILLS

- Ⓢ Dangerous Goods transportation
- Ⓢ Controlled temperature transportation
- Ⓢ Cargo Insurance
- Ⓢ Shipments under Letter of Credit
- Ⓢ Tailored made packing