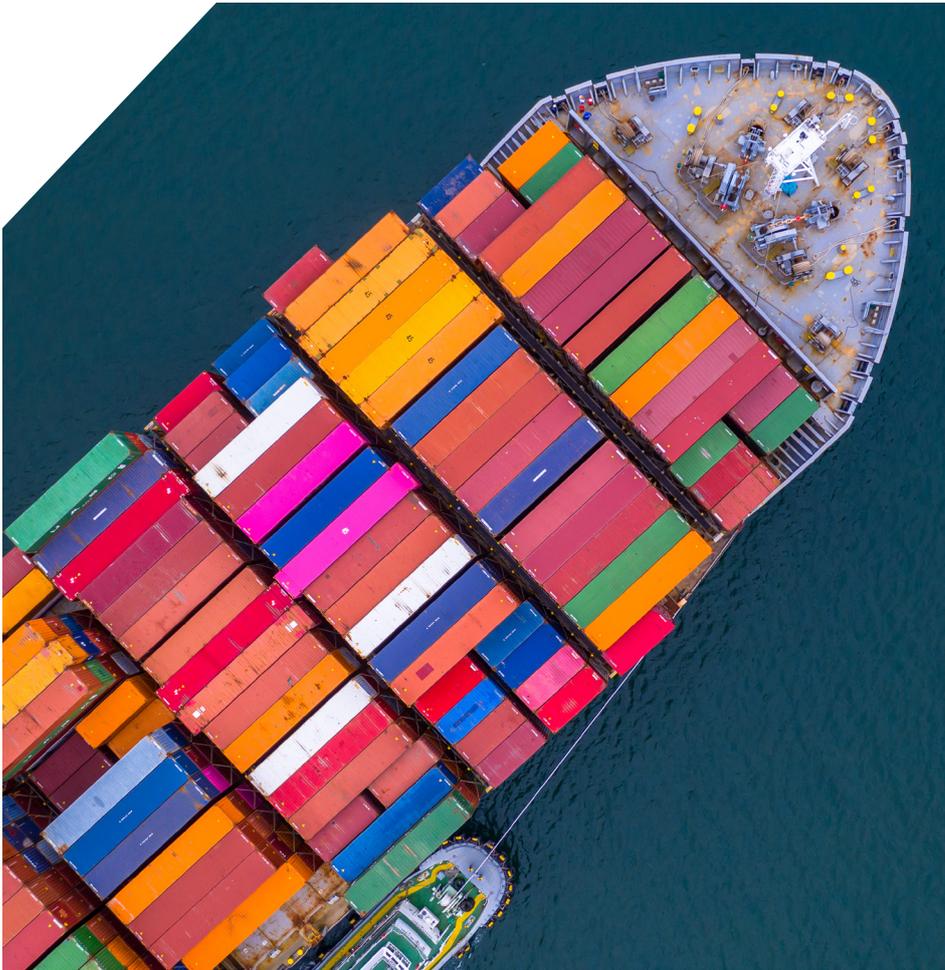


# Freight and Logistics Toolkit



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# Tasmanian freight and logistics overview

As an island state, Tasmanian trading businesses are reliant on freight and logistics to move goods off-island. Tasmania's freight system supports business and economic growth in the state, and freight and logistics options equip Tasmanian businesses to optimise growing national and international demand for Tasmanian products.

## Do you know how your product reaches its destination?

It is important to understand the way your products travel. Different modes of transport offer a range of benefits.

There may be more cost-effective options for your products than you currently have in place. The mode of transport used can also impact your eligibility for assistance programs such as the Tasmanian Freight Equalisation Scheme (TFES).

Road freight options can be suited to carrying a range of products, including perishable, fragile or time-sensitive freight. Road freight can cater for just-in-time stock management, smaller inventories and door-to-door delivery. Road is always utilised in the supply chain for Tasmanian businesses and is a useful link to sea, air and rail services.

Air freight is often used by businesses to transport products interstate and internationally where time is a priority.

Sea freight is the most common method used to transport products in and out of Tasmania and can be used for a range of products. For international markets, sea freight is often used for bulk and containerised freight, when time is a lesser issue, or utilised to link to international flights from Victoria or New South Wales.

Rail can be a cost effective transport solution for regular, large volumes and long-haul cargoes, often used for heavy bulk and containerised commodities, dense products and container loads of smaller parcels, where longer time frames for transport can be accommodated.

## Which mode is right for you?

Consider:

- Lead time and preparation.
- Your product (its size and dimensions, and whether it is fragile, perishable or robust).
- The level of speed and flexibility you require.
- Your target destination and the transport options available to get there.
- If your shipment contains dangerous goods, or requires specialised permits, or is temperature sensitive.
- You should discuss options and costs with a freight specialist. A register of Tasmanian transport businesses is available on [page 26](#).



### Example 1

- Chilled seafood destined for Asian markets is both time sensitive, perishable and high value. Air freight offers a fast service for interstate transport and onto connecting international air services.
- Benefits – reduced travel time to market resulting in fresher produce and longer shelf life.
- Disadvantages – higher cost and no Tasmanian Freight Equalisation Scheme (TFES) to reduce freight costs.

### Example 2

- Transporting wooden crates from Tasmania to Brisbane in a container. In this instance sea freight to Melbourne is likely to be the most suitable service out of Tasmania, with both rail and road services providing options for transport between Melbourne and Brisbane.
- Benefits – cheaper option to mainland with Tasmanian Freight Equalisation Scheme (TFES) to reduce freight costs for both domestic freight and overseas freight (containerised).
- Disadvantages – longer travel time to market.

### Example 3

- Transporting seasonal fruit to China which is both time sensitive, perishable and high value. Intermodal transport options are generally utilised for this option, with cold chain logistics via road, sea freight, road again and then on to an international flight in Melbourne. Typically refrigerated container options suit this application.
- Benefits – cheaper option utilising the TFES.
- Disadvantages – may be supply chain issues with additional steps.

# Sea freight

As the only island state in Australia, Tasmania is heavily reliant on its shipping service to move the majority of freight across Bass Strait to mainland and international destinations.

## Domestic shipping services

Three main shippers provide a regular Bass Strait shipping service from the ports of Devonport and Burnie to Melbourne: Toll, Searoad and TT-Line, the latter being a Tasmanian Government Business Enterprise (GBE).

Between these shippers, approximately 900 sailings occur annually between Melbourne and Tasmania (and return) with approximately 320 000 container movements (235 000 full and 85 000 empty). In addition, approximately 65 000 wheeled unit (trailer) movements occur with 50 000 full trailers and 15 000 empty trailers.

Almost 99 per cent of Tasmania's freight is carried by sea, with the remainder by air.

The majority of Tasmania's sea freight is destined for domestic markets, with just over 11 per cent of freight transhipped, primarily through Melbourne, for international export.

The net outflows and inflows of freight are approximately the same and this substantiates the reliance Tasmania has on sea freight as a lifeline for its economy.<sup>1</sup>

Additional services are provided to King Island and the Furneaux Island Group to support remote communities.

## International shipping services

In addition to the domestic services available, additional routes are also offered from time to time by international shippers – including MSC – that visit Tasmania.

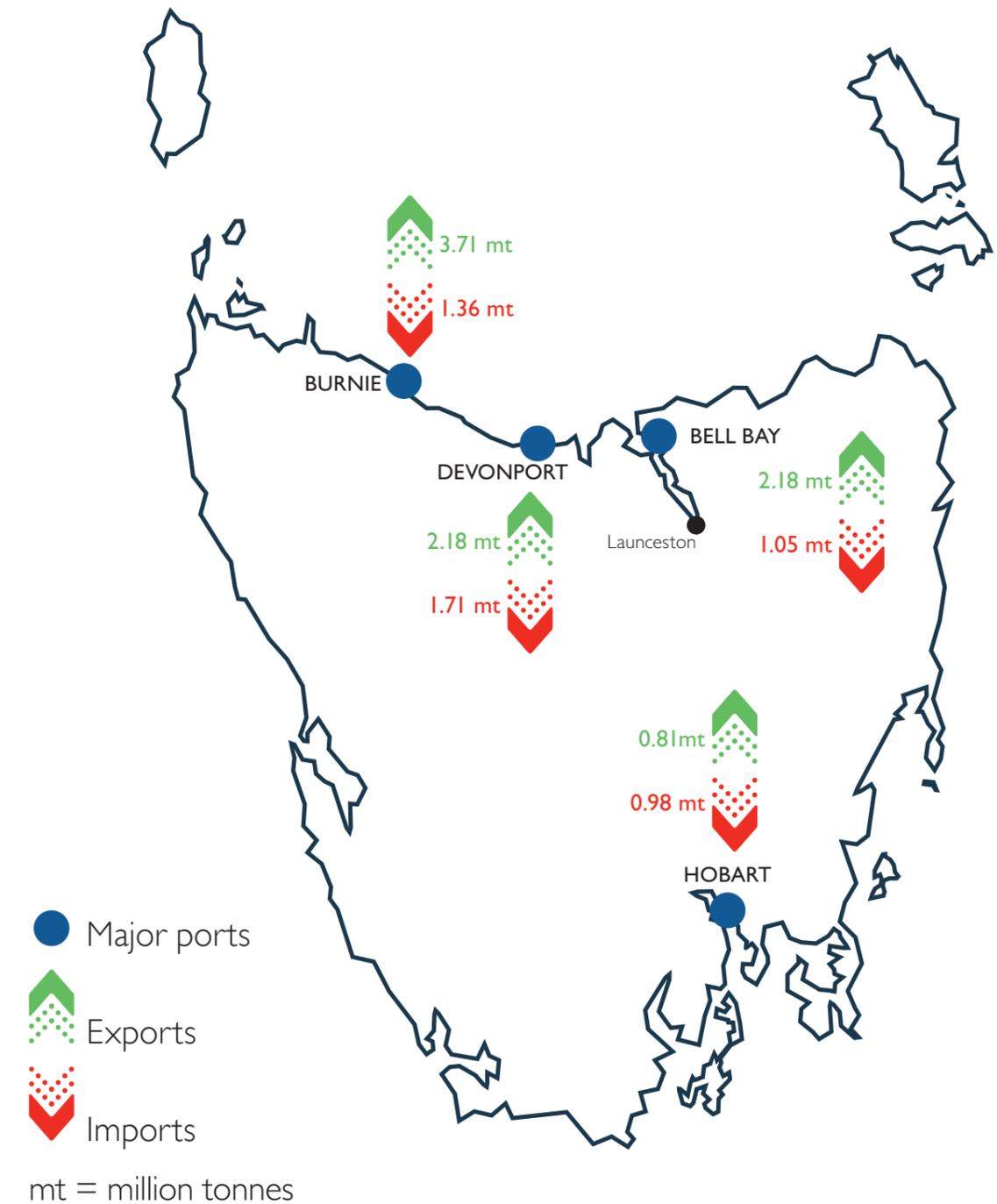
These carriers use Tasmania as a stop-off point and provide “feeder services” to international destinations via mainland Australia on periodic service arrangements.<sup>2</sup>

Latest data from TasPorts Annual Report 2019-20 (mt = million tonnes)

2019/20	Import (mt)	Export (mt)	Total
Bell Bay	1.05	2.18	3.23
Devonport	1.71	2.18	3.89
Burnie	1.36	3.71	5.07
Hobart	0.98	0.81	1.79

1 RDA Tasmania TFES Case Study Paper 2018  
 2 RDA Tasmania Freight Equalisation Southbound (TLC) Case Studies Paper 2019

## Tasmanian Freight movements (major ports)



## What is Tasmanian Freight Equalisation and how does it apply to sea freight?

The Tasmanian Freight Equalisation Scheme (TFES) is an Australian Government initiative that provides financial assistance to eligible businesses to address the higher costs involved in moving products across Bass Strait by sea.

Moving goods by ship across Bass Strait is more expensive than transporting the equivalent distance by road on the mainland, therefore the scheme aims to reduce the difference in freight costs between these two different methods by providing assistance on eligible freight shipments. Products moved by air are not eligible nor are goods shipped in bulk or are not containerised.

### How does the TFES work?

The TFES is split into two key areas. Northbound movement of goods to mainland Australia and other markets (international) and Southbound movement of goods into Tasmania.

#### Northbound

Eligible Northbound movement of goods to mainland Australia include manufactured goods and products that have undergone a production process or value add within Tasmania prior to shipment. Northbound movement of goods to other markets need to transship through a mainland Australian port as part of their journey to their export destination to be eligible. Northbound assistance only supports the movement of goods from Tasmania to the point of export on the mainland, it does not provide a subsidy for the export of the goods from Australia.

In the case of Northbound TFES claims, only Australian registered entities can apply for TFES assistance with the payments if they directly incur the cost of the freight. Payments are made in arrears on already paid invoices and are GST exclusive.

#### Southbound

Unlike the Northbound scheme, only Tasmanian based companies involved in Manufacturing, Mining or Primary Industry can claim. In order to be classed as a Manufacturer, Miner or Primary Producer, the ANZSIC code which forms part of the Australian Business Register listing must sit within these three categories.

It is the movement of goods across Bass Strait that attracts southbound assistance. The bigger, heavier, bulkier the goods are, the more the freight component will be and the greater the assistance

Even if the supplier is based in Tasmania and the product has been sourced locally, it is still possible for a TFES claim as the supplier may simply be on-selling a mainland manufactured product. Not every item will be eligible. The basic ground rules are that it needs to involve a Bass Strait movement by sea, be Australian made, or if imported, undergo a manufacturing process on the mainland first and relate directly to the Manufacturing, Mining or Primary Production process. The construction of a building may not be eligible, but the machinery that goes inside it may be.

Some exclusions include:

- Safety equipment or clothing is not eligible nor are fuels, oils and lubricants
- Any imported product shipped directly into Tasmania from overseas would not be eligible
- Products subject to an equalized National Pricing Policy would not be eligible as no disadvantage has been incurred by the Tasmanian client.

### King Island and Furneaux Group

Additional assistance for intrastate sea freight shipped between King Island and Tasmania, and between Flinders Island and Tasmania is also available through the TFES. This also includes shipments of freight between any island in the Furneaux Group and Tasmania.

### How can I make a claim for my business?

A couple of options for Tasmanian business owners are available to take advantage of this scheme to offset eligible freight costs.

These include:

#### Register and make claim yourself

To register your business, go to:

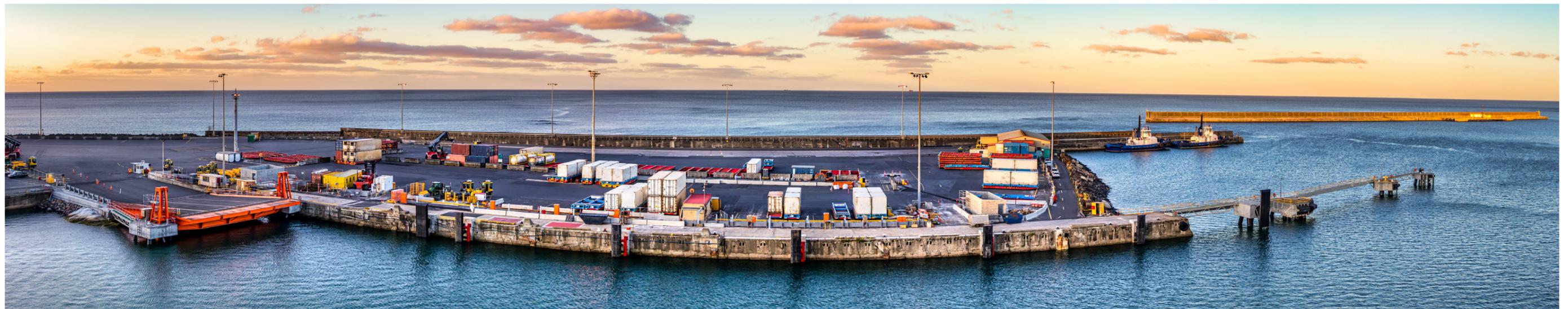
[www.servicesaustralia.gov.au/organisations/business/services/centrelink/tasmanian-freight-equalisation-scheme/make-claim](http://www.servicesaustralia.gov.au/organisations/business/services/centrelink/tasmanian-freight-equalisation-scheme/make-claim)

Any eligible claims will need to be accompanied by supporting documentation within 6 months of the date of shipment.

#### Engage a claims specialist

The most popular option for many Tasmanian business owners is to engage a claims specialist to seek assistance on their behalf. Fees typically apply for this service.

A list of TFES claims specialists is available on [page 32](#).



# Air freight

While the majority of freight movements occur by sea, air freight is an option for time critical or high value items that need to get to market in the shortest possible time. Typically seafood, cherries, flowers and other high value items are shipped using this method. Small quantity items are also usually transported by air freight.

## Does air freight get TFES?

The Tasmanian Freight Equalisation Scheme does not apply to air freight movements, and the cost of using this service will normally be higher than sea freight.

## Where are the Tasmanian air freight services located?

The major airports in Tasmania offer air freight services, with dedicated air freighter aircraft.

Most passenger air services originating from smaller regional airports also provide additional cargo space for freight movements. King Island and the Furneaux Island group have a heavy reliance on regional airlines to provide regular transport of freight for the island populations.

## Should I use air freight to transport my good to market?

When considering using air freight, two key factors will apply in any decision making:

1. **Time** – Are your goods time critical? If your answer is 'Yes' then air freight may be an option.
2. **Cost** – Is paying a higher cost to use this service affordable for your business? Will your customers pay more for air freighted goods? If your answer is 'Yes' then air freight may be an option.

## Understanding air freight security protocols

When sending air freight internationally, businesses should make themselves aware of security protocols and allow time for mandatory screening. This process also has a cost factor that should be discussed with your freight forwarder in planning shipments.

Mandatory security screening is also expected to be implemented for domestic air freight in the future and businesses would be wise to check with their freight forwarder regularly for changes to protocols.

## Air freight into the future

In response to COVID-19, the Australian Government has introduced the International Freight Assistance Mechanism (IFAM) to keep key international freight links with trading partners open for goods coming into and going out of Australia. IFAM is a temporary, targeted, emergency measure to help Australian businesses deal with the COVID-19 crisis.

The purpose of IFAM is to help support the efforts of businesses to re-establish key global supply chains disrupted by COVID-19 (including in the agricultural, seafood and healthcare sectors)

IFAM supports the aggregating of cargo loads, negotiation with airlines, working with partner governments to facilitate clearances, and improving transparency around freight costs during the pandemic.

In addition to the IFAM scheme, during the COVID-19 pandemic, and to assist producers during the peak perishable production period, the Australian and Tasmanian Governments supported twice weekly flights to Sydney ex-Hobart to accommodate additional exports of high value goods to international markets as a COVID-19 temporary relief measure.

To find out more about IFAM, please click go to: [www.austrade.gov.au/news/news/international-freight-assistance-mechanism](http://www.austrade.gov.au/news/news/international-freight-assistance-mechanism)

# Getting the best freight deal for your business/ understanding your freight supply chain

Moving goods from A to B remains one of the most significant costs any business incurs in day-to-day trading activities. Any strategy that assists in reducing freight costs is valuable as a means of improving business profitability and long term sustainability.

This list may provide a useful starting point to help your businesses improve or set up cost effective and efficient supply chains to transport your products.

## Your freight needs can change

As your business grows, your freight and logistics arrangements may need to change to continue to meet the needs of your products, customers, markets and the scale of your operation.

If you can plan ahead, you may avoid issues with capacity, seasonality and distribution. Reviewing and planning for your freight needs can support and promote business growth, rather than impede it.

## Review costs and services

Review your business's freight and supply chain costs at least once a year.

Take the time to investigate how the rates paid by your business compare to the rates offered by other providers. This can help you to find out how competitive your freight costs are.

If you are in a regional area, look at the freight operators delivering to your area. These trucks may be leaving empty and may be able to offer more competitive rates.

## Export documentation

Exporters from Tasmania should be aware that certain countries and commodities carry specific documentation and import requirements that need to be met. It is essential that thorough research is undertaken to determine what documentation is required to sell your product internationally. It is the responsibility of the importer to supply the latest information from their country to the exporter, as a country's import documentation requirements can change very quickly.

Food and agricultural exporters need to consider phytosanitary requirements. Initial investigations can be made by looking up your product and export country at [www.micor.agriculture.gov.au](http://www.micor.agriculture.gov.au), however, your freight forwarder should be able to assist you further.

A Certificate of Origin is a document that certifies the place of growth, production or manufacture of goods. Many overseas importers insist upon a Certificate of Origin when dealing with Australian exporters. Over the years Certificates of Origin have been refined to reflect specific importing country requirements. The Tasmanian Chamber of Commerce and Industry ([www.tcci.com.au](http://www.tcci.com.au)) is the Certificate of Origin provider in Tasmania.

Some countries have other very specific documentation requirements – it is important to speak to your end customer, freight forwarder and/or an Austrade TradeStart advisor ([www.austrade.gov.au/Australian/How-Austrade-can-help/Trade-services/TradeStart](http://www.austrade.gov.au/Australian/How-Austrade-can-help/Trade-services/TradeStart)), as conditions can change quickly. Failure to correctly adhere to the documentation requirements of destination countries can result in delays or even destruction of goods.

The Incoterm used by an exporter is very important and may require the exporter to explore and understand destination costs including duties, VAT, taxes, port costs and delivery costs. The Incoterm determines who (buyer or seller) pays for what costs and where the risk transfers. It is again recommended that a discussion with your freight forwarder and/or an Austrade TradeStart advisor take place early in your export considerations.

## Import documentation

Importers into Australia should thoroughly check all aspects of the importation process, including the documentation required, prior to ordering any goods from overseas. As a baseline, importers should be able to provide a commercial invoice, a packing list, a bill of lading, a packing declaration and a certificate of origin for goods arriving in Australia.

It is important that importers consult a customs broker prior to importing any goods to ascertain any specific processes or documentation that may be additionally required for clearing goods into the country. Importers should be aware of Biosecurity requirements and of ISPM15 packaging protocols, as failure to adhere to these requirements may result in additional costs or re-exportation or destruction of goods.

Australia enjoys Free Trade Agreements with many countries and importers are encouraged to discuss the specifics of Certificates of Origin with their customs broker to potentially benefit from duty free conditions.

The emergence of invasive species in many countries has resulted in seasonal treatment requirements around certain goods from certain countries – this can add costs to importation, and it is important to plan ahead with your customs broker or freight forwarder to understand the processes and costs for the protection of our borders.

Importers are advised to provide documentation relative to their shipments to their nominated customs broker as soon as possible once they have left the origin. Late documentation is the leading cause of storage and detention costs on arrival in Australia, but these can be avoided with strict documentation timelines established early.

## Negotiate with freight operators

Talk to freight operators about the rates and services they can offer you. Negotiating with providers can help you to get the best rates and make sure that your business's needs are met.

Do you use multiple freight operators to transport and handle your products? Consider offering your full freight needs to one operator. By increasing the volume and/or frequency of your deliveries with a single operator, you may receive a reduction in rates.

## Contract with freight operators

If you are regularly transporting products, consider entering into a contract with a freight operator. Contracted rates can be a useful way to guarantee the availability of freight services at the level of service you require – and can also offer consistent and lower freight costs.

## Take control of your freight

It's a good idea to be aware of and, where appropriate, manage your business's freight arrangements and costs – even for products that are bought and distributed by a third party. This is important to ensure that your customers aren't paying unnecessarily high freight costs when they purchase your products.

## Track your pallets

Replacing lost pallets can add to your business's freight costs. Implementing a pallet management system may help you keep help track of your pallets.

## Know your customer

Consider your customer's packaging and logistics needs. Do they require products in small containers that can be easily handled? Can their site be accessed by a large truck? It can be useful to establish your customer's needs and work backwards to develop your supply chain.

## Know your supply chain

Get to know your supply chain. Identify the steps and stops along the way to transport products to your customers. This will help you to find ways to move your products more efficiently and to identify savings.

## Biosecurity

With a significant volume of goods moving into and out of Tasmania, biosecurity plays a crucial role in ensuring pests, diseases and weeds do not arrive in Tasmania and threaten native vegetation, wildlife and local crops. The responsible agency for Biosecurity in Tasmania is the Department of Primary Industry, Parks, Water and the Environment (DPIPWE).

All containerised and some bulk freight entering or leaving Tasmania must be certified pest and disease free. This involves regular inspections of shipments and also fumigation of containers to eradicate any pests. Typically Biosecurity Tasmania will charge a fee for this service.

The main considerations when preparing freight for shipment or receiving inbound freight include:

1. Acting responsibly – this includes understanding biosecurity requirements and ensuring all regulatory protocols and compliance procedures are adhered to. This includes taking direction from appointed biosecurity officers.
2. Reporting – including the reporting of any anomalies or irregularities to Biosecurity Tasmania so that the required measures can be implemented.

Biosecurity measures are vital to protect our primary industries, the Tasmanian brand and the natural environment. Biosecurity measures aim to protect lives and livelihoods from pests and diseases such as fruit fly, foxes and other threats.

To find out more, click on this link: [www.dpipwe.tas.gov.au/Documents/Tas\\_Biosec\\_System\\_beginnersguide.pdf](http://www.dpipwe.tas.gov.au/Documents/Tas_Biosec_System_beginnersguide.pdf)

## Reduce handling

Handling – such as packing, loading, unloading – are necessary steps when moving your products from one place to another. They can also be expensive. Look at your supply chain. Could you reduce the number of stops and handling involved in moving your product? By reducing handling you may be able to prevent delays, reduce costs and limit the chance of damage during transit.

## Product packaging

Packaging is important for the presentation and protection of your products. It can also be used to improve handling and the use of space during storage and transit. Does your packaging allow you to use all of the available space on pallets or containers for transport? Sometimes a small change in the shape or dimension of packaging can enable more products to fit into the same space. Using all of the space available can reduce freight costs and limit the chance of damage during transit.

## Track your products

Do you know where your product is? Consider if tracking is important to your business and discuss your needs with your service provider.

## Warehousing

Consider the location of your business's warehousing facilities and whether this provides easy access to your business's target markets and major clients.

## Storage capacity

Do you have enough onsite storage space for both input materials and finished products? Managing all of your storage needs in one location can reduce handling and the costs associated with transporting products between sites. It may also allow you to transport larger volumes at a time, offering a further reduction to your freight costs.

## Site suitability

Does your site allow for access and loading of trucks? For small deliveries, access that is limited to vans and small trucks may be adequate. However, facilitating access for larger trucks will provide your business with more flexibility and improved supply chain options, particularly as the business grows.

## Loading equipment

Consider the facilities at your business site and what equipment is used for the movement of goods. If you are having difficulty loading or unloading your products, ask freight service providers if they have a trailer or loading equipment that can help. Some trailers include lifting equipment; different types of trailers may carry more of your product than others. If you are unsure, ask. There may be an easy and cost effective solution.

## Identify assistance available

There is a range of business support services and financial assistance available for small to medium businesses. For example, the Tasmanian Freight Equalisation Scheme provides financial assistance for northbound and southbound freight costs for eligible Tasmanian businesses. Investigate options that may be available to support your business.

## Work together

Are there businesses located near you and/or sending products to similar locations or markets? If you can work with other businesses to consolidate products and transport higher freight volumes, you may be able to reduce your freight costs, increase speed to market, and meet volume requirements to access new markets. There are also commercial agents that can help consolidate freight loads and reduce your freight costs. This is particularly the case for international exports. This is known as consolidation or aggregation.

Consolidation is a common practice in supply chains globally. Consolidation works best where the freight is complementary in nature and directed to a single customer. For example, a freight forwarder may be able to consolidate salads, salmon, cheese and honey from different businesses for the same customer.

Perishable freight can be challenging if sent to different countries as they often have different requirements for insurance, handling, temperature, labelling and import.

By working with others who are exporting product to the same markets, you may identify more opportunities to collaborate and improve your supply chain by:

- improving your freight options – by combining products to meet volume/turnover requirements for warehousing, distribution options or to access new markets and customers; and
- using shared facilities – working together may support the leasing/purchase of facilities important for your supply chains such as freezing facilities or warehousing for packaging and storage.
- There are a range of ways that you can consolidate or aggregate freight with other businesses. These may include:

Networking/informal partnerships – engage with one or more businesses directly and work together by agreement. Using existing groups – Tasmania has a number of industry and representative groups that support businesses in the State. These support groups provide a networking and information sharing opportunity that can support collaboration between members.

Establishing an organisation – businesses can also work together by forming an organisation. This can provide a formal and structured approach to consolidation and aggregation.

- Engage with businesses involved in your representative groups and in your local area to see if there are opportunities for you to work together. Work with a freight forwarder to determine options. Consolidation is offered by some freight forwarders that support both air and sea freight options.

For businesses interested in establishing a formal organisation to drive collaboration, you may like to consider some of the options below.

<b>Private company</b>	A private company is a legal entity that is separate from its shareholders and has a view of making a profit.
<b>Company limited by guarantee</b>	A company limited by guarantee is a company structure suitable for not for profit organisations, where the liability of the company's members is limited to a certain amount.
<b>Incorporated Association</b>	An incorporated association is a legal entity separate from its individual members that is not for profit.
<b>Co-operative</b>	A co-operative is a not for profit entity owned and controlled by the people who created it and use its services. Co-operatives can provide goods and services to their members and to the general public.
<b>Partnership</b>	A partnership is a set of people or entities conducting a business together, with a view of making a profit.
<b>Joint venture</b>	A joint venture is a set of people, companies or registered bodies that have a business arrangement for the undertaking of a common purpose/activity, but may not have formed a separate entity.

Useful sources of information on organisational structures include:

- Consumer Affairs and Trading Tasmania [www.consumer.tas.gov.au](http://www.consumer.tas.gov.au)
- Australian Securities and Investments Commission [www.asic.gov.au](http://www.asic.gov.au)
- Business Tasmania [www.business.tas.gov.au](http://www.business.tas.gov.au)
- Your solicitor or accountant may also be able to assist.

# Freight 101 – Glossary of key terms

Transport and Logistics is a broad and diverse industry. In general terms, the industry moves products, services and people. It is the planning, organisation, management, control and execution of freight transport operations in the supply chain.

Logistics is the process of planning, implementing and controlling procedures for the efficient and effective transportation and storage of goods including services, and related information from the point of origin to the point of consumption, for the purpose of conforming to customer requirements.

Tasmania's freight system underpins business and economic growth in the state. An efficient freight system supports growth in key sectors such as construction, agriculture, manufacturing and forestry. It allows businesses to access new and expanded domestic and international markets, and capitalise on the growing demand for Tasmanian products.

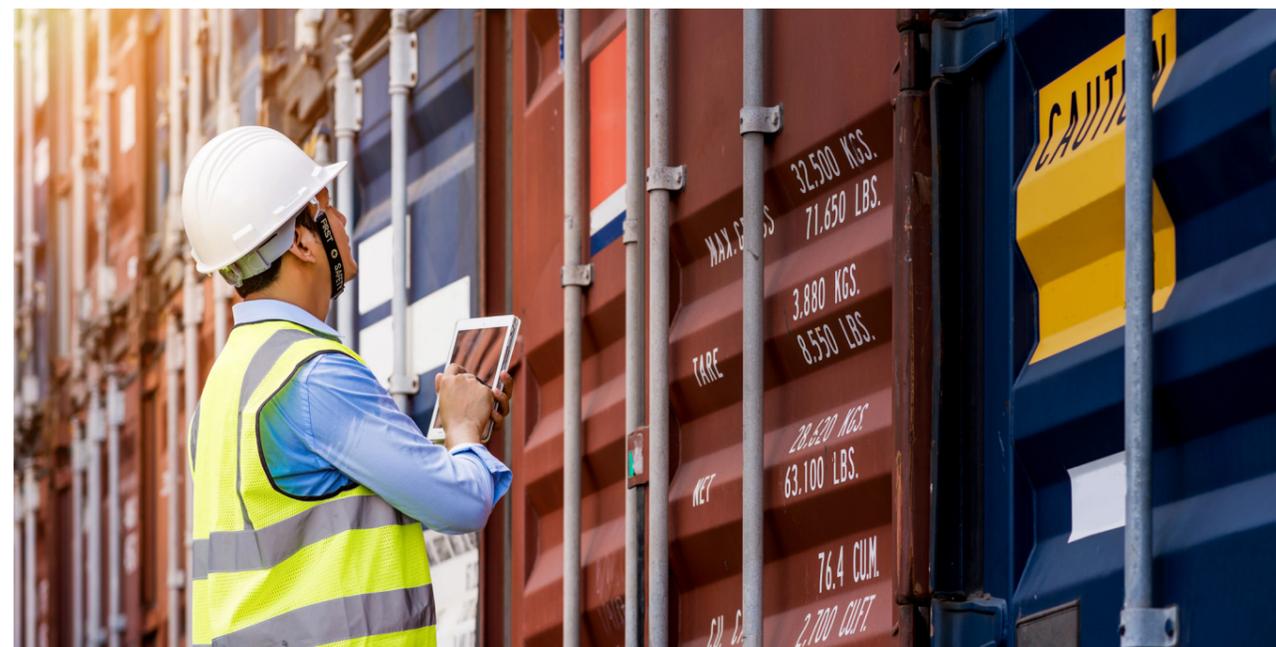
As with other sectors, the freight and logistics industry uses unique phrases and terms relevant to its activities. Understanding these terms is important in managing and operating a freight supply chain.

There are key terms used in transport and logistics.

The glossary here gives a summary of these key terms and their meaning.

The glossary has been collated and edited by the Tasmanian Transport Association and the Tasmanian Logistics Committee with reference to a range of sources freely accessible on the internet, including:

- Shipping Solutions ([www.shippingsolutions.com/blog/a-glossary-of-international-shipping-terms](http://www.shippingsolutions.com/blog/a-glossary-of-international-shipping-terms))
- WCBM World Freight ([www.wcbm.com.au/documents/Incoterms.pdf](http://www.wcbm.com.au/documents/Incoterms.pdf))
- Worldwide Customs and Forwarding Agents ([www.wvcf.com.au/shipping-terms](http://www.wvcf.com.au/shipping-terms))
- ICE International Cargo Express ([www.icecargo.com.au/freight-shipping-glossary](http://www.icecargo.com.au/freight-shipping-glossary))
- Shipping Australia Limited ([www.shippingaustralia.com.au/news-and-information/shipping-glossary](http://www.shippingaustralia.com.au/news-and-information/shipping-glossary))
- Associated Customs & Forwarding Services Pty Ltd ([www.acfservices.net.au/index.php/tools/glossary-of-terms](http://www.acfservices.net.au/index.php/tools/glossary-of-terms))
- National Heavy Vehicle Regulator ([www.nhvr.gov.au/files/201612-0062-nhvr-glossary-of-common-terms.pdf](http://www.nhvr.gov.au/files/201612-0062-nhvr-glossary-of-common-terms.pdf))



Term	Meaning
Abandonment	An insurance term which is invariably enforced by the assured when the subject matter insured becomes a Constructive Total Loss.
Act of God	An inevitable event occurring without human intervention such as flood, tempest, or death. Operates in certain contracts such as those of insurers or carriers.
Address Commission	A remuneration allowed to Charterers on some charter parties after the Bills of Lading are signed. This virtually reduces the rate of freight.
Ad Valorem	According to the value. The term is usually applied to part or all of the ocean freight on goods that is assessed on a percentage of the value of those goods.
Affreightment	A contract to carry goods by ship, which might be either verbal or written. In the Liner Trade a verbal contract is created when cargo is booked and then accepted by the carrier. Charter Parties are Contracts of Affreightment.
Agent	A person or company authorised to act on behalf of a principal. The authority is usually expressed in an agency agreement which will include details of the fee payable to the agent by the principal and the limits of the authority of the agent.
Aggregate shipment	Multiple shipments from different sellers to a single consignee that are consolidated by the carrier into a single shipment.
All Risks	The term applied to a marine insurance policy that incorporates Institute Cargo Clause (A) that is the widest of all policies covering all possible risks with the exception of those specifically named as Exclusions.
Alongside	Refers to the side of a ship. Goods delivered alongside are placed on the dock or barge within reach of the ship's rigging so it can be easily loaded onto the ship.
Ambient temperature	The temperature of a substance surrounding a body. The ambient temperature of a container - reefer or dry, would be the temperature of the air to which it is exposed outside.
Apparent good order	When freight appears to be free of damage after being assessed it is said to be in apparent good order.
Arbitration	A method of dispute resolution involving a third party – the arbitrator, whose decision is usually binding on all parties concerned. Specific clauses are included in most maritime contracts.
Arrival notice	Notification provided by the carrier when a shipment has arrived to the consignee or notify party.
Arrived Ship	A shipping phrase used in conjunction with the agreed terms of the charter party. A ship has arrived when she is within the precincts of the port or, confirmed to be in a specific agreed location and stated in the charter party.
ATDNSHINC	Stands for "Any Time, Day or Night, Sundays and Holidays Included" referring to when a vessel will operate.
Back Freight	Arises when goods have been despatched to a certain port but on arrival the goods are rejected by the consignee. The freight charged for the return of the goods to the origin port constitutes Back Freight. Usually confined to the Liner Trade.
Backhaul	Cargo carried on a return journey.
Beneficiary	The party that receives payment.
Berth Terms	The cost of loading and discharging is for the account of the shipowner. Same as for Liner Terms.
Bill of exchange	An order in writing from one person/company to another requiring them to pay a certain sum to a person/company named on the document, at a specified time and subject to certain conditions.
Bill of lading	In the Liner Trade a document issued by the carrier which is a receipt for the goods loaded on a ship and is the evidence of a contract of affreightment between the carrier and the shipper. The Bill is also evidence of title to the goods described and specifies the carrier's terms and conditions of carriage.

Term	Meaning
Biosecurity risk material	Includes but is not limited to live insects, seeds, soil, dirt, clay, animal material, plant materials such as straw, twigs, leaves, roots, bark, food refuse and other debris.
Blank Sailing	A blank sailing is a sailing that has been cancelled by the carrier. It could mean a vessel is skipping one port, or that the entire sailing is cancelled.
Bond	A secure area/building where goods that are subject to Customs control usually due to unpaid import duty, are stored pending Customs clearance.
Bonded goods	Imported goods under Customs control or deposited in a Customs Bond until import duty is paid.
Break bulk cargo	General cargo carried on a ship which is not containerised but may be unitised/consolidated on pallets for ease of handling and stowage. The term includes reefer cargo.
Broken stowage	Where cargo is of such a kind that it cannot fill all available space in the cargo hold of a ship, e.g logs or bundles of timber. The unusable space is called Broken Stowage.
Bulk cargo	Either dry cargo – Iron Ore, Coal, Grain etc or liquid – Crude Oil, Petroleum Products, which is loaded and carried without packaging of any kind. Usually in full ship loads but also in smaller parcels.
Cabotage	The coastwise movement of goods between national ports, e.g. Australia. Under Australia's Navigation Act 1912 this movement is reserved for national flag carriers or for ships licensed by the Department of Infrastructure and Transport, or for which a Permit has been issued.
CAF – Currency Adjustment Factor	Currency Adjustment Factor. A surcharge levied by liner trade operators, usually in the form of a percentage of the ocean freight, to cater for fluctuations in foreign currency exchange rates against the Australian Dollar.
CAN – Customs Authority Number	Customs Authority Number. A nine character alphanumeric code issued by the Australian Customs. All goods to be exported from Australia must be accompanied by a valid CAN. Exceptions are personal effects and low value items.
Cargo	Any goods being transported, regardless of the mode of transport.
Cargo manifest	A document detailing the cargo carried on a ship, often provided to a customs authority.
Carrier	In the context of shipping this term related to the shipowner/operator.
Cash on delivery (COD)	The sale of goods in which payment is made upon delivery rather than in advance.
CCC Mark	A label indicating cargo conforms to standards established by the Chinese government.
CE Mark	A label indicating cargo conforms to standards established by the European Union.
Certificate of inspection	A document certifying that merchandise is in good condition immediately prior to being shipped.
Certificate of origin	A document certifying where goods were originally made, often abbreviated as COO. A COO specific to a particular free trade agreement may be used to claim preferential duty treatment. A generic certificate of origin may be requested by the customs authority of the country of import, in which case the COO must be stamped by a chamber of commerce.
Chain of Responsibility	A provision under the Heavy Vehicle National Law (HVNL) that places duties on parties in the supply chain for managing road safety risks.
Claim	In the context of logistics, a claim is a demand made by a customer to a transportation company for payment in order to compensate for loss or damage of goods.
Clean bill of lading	A Bill of Lading that carries no qualification or endorsement that the goods have been shipped in anything other than good order and condition.
Claused bill of lading	An ocean bill of lading that carries an endorsement by the carrier stating that the goods were not received in good order and condition. Also termed "Foul Bill of Lading" and "Dirty Bill".
CM and cm	CM (uppercase) stands for "cubic metres," while cm (lowercase) stands for "centimetres."
Commercial invoice	A document usually produced by the seller that provides details of the pricing of the goods covered by the contract of sale between the seller and buyer. Also used by Customs in determining the value of the goods for import duty purposes, if applicable.

Term	Meaning
Commercial Risks	These risks include insolvency, payment default and contract repudiation. In the export/import of goods these relate to the ability and willingness of buyers and overseas banks to pay for the goods.
Commodity	Any commercial good that is shipped.
Common carrier	The term applied to a company that holds itself out to accept any cargo for shipment as in the case of most freight forwarders. However, if that company refuses to accept the cargo they cease to be a Common Carrier. Shipping companies in most cases are not Common Carriers as they contend they have no obligation to accept any cargo that is offered and have the right to refuse to accept it.
Connecting carrier	A carrier which acts as an intermediary between two or more other carriers.
Consignee	The person or company to whom the goods are directed and whose name appears on the Bill of Lading or other documents as the person/company authorised to receive and take delivery of the goods.
Consignment	A shipment of goods to a consignee.
Consignor	The person or company responsible for sending the goods.
Consolidation	When cargo from multiple shippers is combined in a single container. Consolidator - A transport company, freight forwarder, logistics provider that receives small consignments from different shippers that constitute less than a container load and groups these with compatible goods for the same destination into a full container load (FCL). The container is consigned to the consolidator's agent at the destination port, unpacked and the different consignments delivered to the respective consignees.
Container	A standardised transportable steel box used for unitised cargo transportation. The most common container sizes in international seaborne trade are 20 feet (TEU) and 40 feet (FEU). Also referred to as CTU – Cargo Transport Units.
Container Demurrage	Charge payable usually to a container terminal operator when the import container exceeds the free storage period at the terminal.
Container Detention	Charge payable to the carrier when the consignee fails to return the empty container to the carrier after unpacking within the time specified by the carrier.
Container load	A load large enough in volume or weight to fill a container.
Container Terminal	A location in a port where ships berth to discharge and load containers.
CWD - Container Weight Declaration	A CWD is a written declaration of the weight of a container and its contents. It may be either in hard copy or electronic form, or a placard attached to the freight container. It may consist of one or more documents in different formats – for example, documents may be in the form of a sheet of paper, an email, on an electronic device, or in otherwise electronic form – but in any case, it must be able to be produced in its entirety, to an authorised officer, upon request. The responsible entity for a freight container must ensure an operator or driver of a heavy vehicle does not transport the container by road using the vehicle without a complying CWD.
Container Yard	One of many similar terms used to describe a location where FCL containers might be temporarily stored pending shipment/collection and empty containers are stored and repaired.
Contraband	Prohibited cargo such as illegal drugs or unauthorized weapons.
Contract	A legally binding agreement between two or more parties.
Cu	Abbreviation for "cubic" used when describing measurements of volume.
Customs	A customs authority or customs for short, refers to the agency within a government that is responsible for collecting duties and enforcing import and export regulations.

Term	Meaning
Customs - Export	Exporting is when you produce a good or service in your home country and sell it to customers or other businesses in another country. When your business exports products or services, you may need to comply with additional legislation and regulation for exports in all countries you do business with. You may need to contact customs authorities when you export goods. To export goods from Australia you need to comply with customs regulation. See: <a href="http://www.abf.gov.au/importing-exporting-and-manufacturing/exporting/how-to-export">www.abf.gov.au/importing-exporting-and-manufacturing/exporting/how-to-export</a>
Customs - Import	Goods imported into Australia are classified under the Customs Tariff and may be subject to customs duty. Customs import entry procedures are based on self-assessment by importers, including self-assessment of the correct classification of goods. More information is available from the Department of Home Affairs: Tariff classifications – see: <a href="http://www.abf.gov.au/importing-exporting-and-manufacturing/tariff-classification/">www.abf.gov.au/importing-exporting-and-manufacturing/tariff-classification/</a> Custom rates of duty – see: <a href="http://www.abf.gov.au/importing-exporting-and-manufacturing/importing/cost-of-importing-goods">www.abf.gov.au/importing-exporting-and-manufacturing/importing/cost-of-importing-goods</a> Customs duty rates for excise equivalent goods – see: <a href="https://www.abf.gov.au/help-and-support/notices/australian-customs-notices">https://www.abf.gov.au/help-and-support/notices/australian-customs-notices</a>
Customs broker	A person licensed by Australian Customs to complete formalities for the clearance of import goods, to calculate and to pay import duty on behalf of the cargo owner.
Customs of the port (COP)	A phrase referring to local rules and practices which may impact a shipment.
Cut-off time	The latest time cargo may be delivered to a terminal for loading.
Dangerous goods	A product classified as dangerous as part of the UN Numbers and classifications for dangerous goods. Shipping dangerous goods may require special documentation or packaging to ensure safety.
Dangerous goods declaration	A dangerous goods declaration form is a document produced by an exporter providing details on the dangerous goods in their shipment.
Deconsolidation	The removal of consignments from a container. A term usually used in relation to the unpacking of a container by a freight forwarder who then makes the goods available to the many consignees. Also referred to as devanning.
Delivery order	A document or electronic advice authorising delivery of goods to a nominated authorised person/company issued by the carrier on surrender of an original Bill of Lading.
Delivery receipt	A document signed and dated by a consignee or their authorized agent confirming receipt of goods and stating the condition of the goods upon delivery.
Demurrage/detention	Demurrage is a charge to be paid by a shipper or consignee to the carrier as a penalty for delaying the carrier's cargo beyond the allowed free time. Detention is the same as demurrage except that instead of applying to delays in cargo, detention applies to delays in equipment.
Designated port	For Quarantine purposes, a first port of entry, landing place or a port where imported goods, plants or livestock may be landed as declared by the DAFF-Biosecurity.
Distribution Centre, DC	A warehouse stocked with products to be redistributed to retailers, wholesalers or directly to consumers.
Diversion	A change made to the route of a shipment or to the route of the entire vessel.
Dock	For road transportation, a platform from which trucks are loaded and unloaded. For sea transportation, a cargo handling area adjacent to the shoreline where a ship ties up.
Door to door	Through transport of containers direct from consignor to consignee often undertaken by a shipping company for which a special freight rate is applied. Different modes of transport are usually employed for which a Combined Transport Bill of Lading would most likely be used.
Drop off charge	A charge raised by a container owner, not a shipping company, on termination of hire on a leased container. This charge is levied to discourage redelivery of units in low container demand areas where the leasing company may be forced to move units out to a more profitable area.

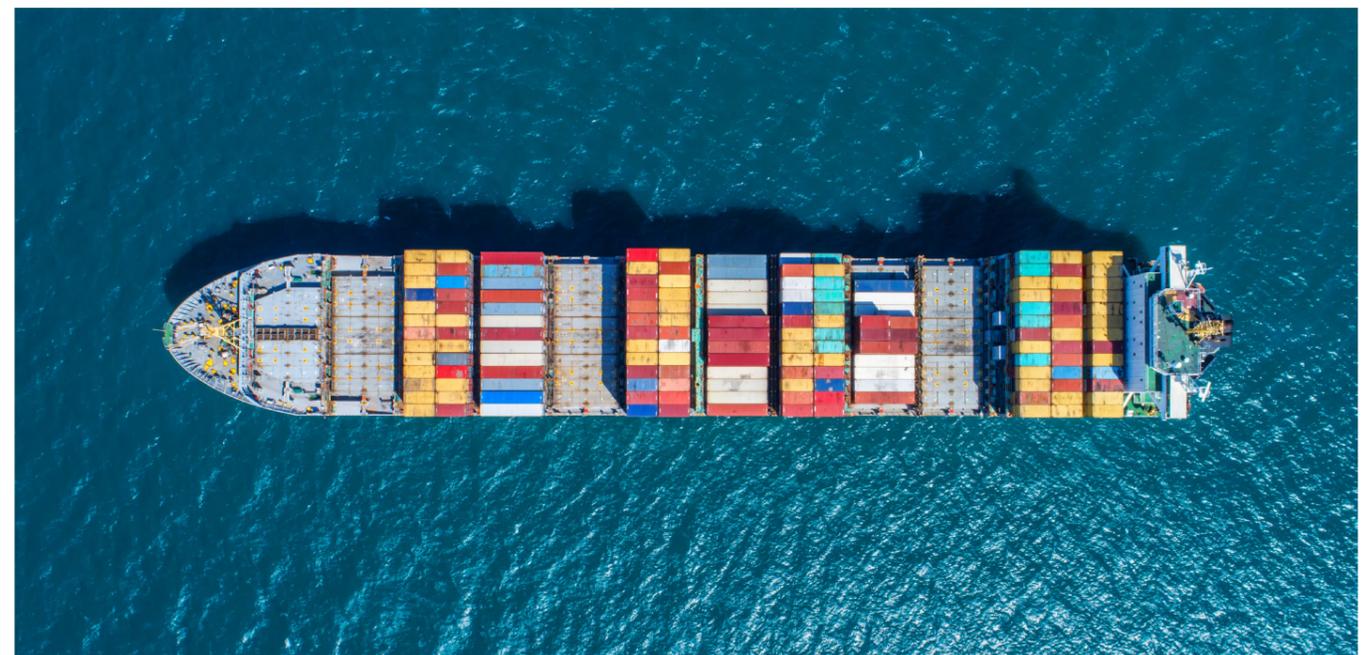
Term	Meaning
Dumping	Importing goods into a country at a price less than the fair market value.
Dutiable value	The amount on which a customs duty is calculated.
Duties	Taxes collected on importing and exporting goods. Also called tariffs.
Electronic data interchange (EDI)	The electronic transmission of business documents such as invoices, purchase orders, and bills of lading.
Embargo	A government order restricting the transport of freight to a certain destination.
ETA, ETC, ETD, ETR, ETS	Estimated time of arrival, completion, departure, readiness, or sailing.
Export	Shipment of goods out of a country. Opposite of import.
Express Bill of lading	The term also refers to Express release of Cargo. When the original Bill of Lading is presented to the carrier at the port of shipment with a request to instruct the carrier's agent at the destination to release the cargo without the presentation of the original Bill of Lading. The carrier would usually undertake a checking procedure before the cargo is released.
FAK	Abbreviation for "freight all kinds." Typically refers to a full container loaded with mixed cargo.
FAS	Free Alongside Ship. Incoterm which means that the seller fulfils his obligation when the goods have been placed alongside the ship on the wharf or in lighters at the named port of shipment.
FCL	Full Container Load. The shipper packs the container and utilises the space exclusively for his own cargo and presents the container to the carrier. It is not necessary for all the space to be utilised; that is the shipper's option.
Force majeure	A common clause included in contracts which exempt parties for not fulfilling their obligations due to events beyond their control, such as natural disasters or war.
Forwarding instruction	A form completed by the shipper or his agent containing instructions for the forwarding of the goods. This is the source of cargo details for the carrier to complete the Bill of Lading and other documentation.
Freight	Any product(s) being transported.
Freight forwarder	A company that arranges the transportation of goods on behalf of a shipper. A freight forwarder may have its own in-house carriers or may contract with external carriers. Freight forwarders often specialize in consolidating LTL freight from multiple shippers.
Freight rate	The charge levied by the shipowner/operator on either the weight of the cargo, its volume measurement or as a per container rate for the ocean movement of the cargo. It is the main source of revenue for the carrier. Rate card?
General cargo	Term applied to dry cargo, not liquids, that is not carried in a container and which might include timber, steel, bales/bags/drums and machinery. Ships suitable for carrying this type of cargo are often referred to as General Cargo ships.
Gross vehicle mass (GVM)	The total weight of a vehicle including the weight of the vehicle itself and any load.
Half height container	An open top container with or without a soft cover/tarpaulin, either 4ft or 4ft 9in high (1.12m – 1.45m).
Harbour	A place at which ships stop to resupply and load or unload cargo.
Hi-cube	Refers to a container than instead of being the conventional 8'6" high is 9'6" high. This is usually a 40ft container and increases the cubic capacity.
HS	The Harmonized System is an internationally accepted system used to classify products. The first six digits of an HS code are universal across all countries, but each country will add additional digits to further specify products. HS codes play a role in determining import and export controls as well as duty rates.
IMDG: International Maritime Dangerous Goods code	The regulations established by the International Maritime Organization (IMO) for the international transport of dangerous goods.

Term	Meaning
Import	Shipment of goods into a country. Opposite of export.
Import licence	A government-issued permit authorizing a party to import a good into the country.
In bond	An import or export shipment that has not yet cleared customs is referred to as in bond.
Incoterms	Incoterms are universal trade terms published by the International Chamber of Commerce (ICC.) They consist of three-letter codes that are intended to clearly communicate the tasks, costs and risks associated with the transportation and delivery of goods in an international transaction. They describe how responsibility is allocated between the seller and the buyer for different parts of the transaction. See the section below on specific incoterms.
Inland Delivery	Carriage of freight from one part of a country to another, usually outside of a port area (ie Switzerland is an inland delivery).
Interchange point	A location where freight is transferred from one carrier to another.
IFAM – International Freight Assistance Mechanism	A temporary measure introduced on 1 April 2020 to help restore critical global supply chains impacted by COVID-19.
Intermediary	Serving as an intermediate agent or agency.
Intermodal	Intermodal transportation is the movement of goods via more than one type of transportation (e.g. air, rail, sea, truck, etc.) An intermodal container is one that can be used in different modes of transport without having to unload the goods and reload them at each point at which the mode of transport changes. In the context of international trade intermodal container is usually synonymous with container.
ISO	International Standards Organisation maintains standards for business, government and society. Standards, e.g. dimensions, for containers internationally were developed and are managed by ISO.
Jettison	The deliberate throwing overboard or destruction of cargo or ship's tackle to lighten the ship in a storm or to assist in saving the ship when in danger. The loss occasioned by a properly justified jettison is the subject of general average contribution.
Laden	Loaded aboard a vessel.
Land bridge	Descriptive term for an overland transit coming between two ocean passages during a container's journey from origin port to destination.
Less-than-container Load, (LCL)	Less than Container Load. A small consignment that on its own will not fill the container to its capacity. For example personal effects.
Letter of credit	A document issued by a bank – the issuing bank, authorising payment to the person/company named, subject to fulfilment of certain specified conditions on the part of the person authorised to receive the money, e.g. production of a clean Shipped on Board original Bill of Lading.
Logistics	The process of planning, implementing, and controlling the effective flow and storage of goods, services and related information from the point of origin to the point of consumption for the purpose of satisfying the customer's requirements. A logistics company is a general term for a company that provides logistics services, which may include freight forwarding, customs brokerage, and/or consulting services
Lump sum freight	A fixed freight amount agreed to be paid irrespective of the amount of cargo loaded.
Manifest	An inventory detailing the particulars of all cargo and passengers on board a ship.
Marine insurance	Insurance taken out to insure cargo against risks associated with the carriage of goods by sea, e.g. loss or damage in transit.
Maritime	Relating to transport by sea.
Marking	Letters, numbers, or other symbols placed on packaging used for identification purposes.
Multimodal	See intermodal.

Term	Meaning
MSIC	Maritime Security Identification Card. A nationally consistent identification card issued to identify a person who has been the subject of a background check and has satisfied the minimum security requirements and needs to work unescorted in a maritime security zone.
NEC, NES	Not elsewhere classified, not elsewhere specified.
Net weight	The weight of goods not including the weight of their packaging.
Ocean freight rate	The freight charge for the ocean transport of cargo.
On board	A notation on a bill of lading indicating that cargo has been loaded on a ship.
On deck	A notation on a bill of lading indicating that cargo has been stowed on the open deck of a ship.
On deck stowage	System whereby containers are secured for carriage on a ship's deck. This usually means that the ship is fitted with location shoes and containers secured by lashings and twist-locks. On-deck carriage of non-containerised cargo is quite common and this cargo also requires securing.
Open top container	An ISO container without a roof but covered with a soft top tarpaulin, that can be used for the loading of awkward and out-of-gauge, e.g. over-height, cargo.
Packing Costs	Costs incurred by the shipper in regards to making the goods safe for transit.
Pallet	A standard sized platform usually of wooden construction, on which unitised loads can be placed and secured. Usually lifted by forklift or in some cases pallet legs that are placed through the openings in the base of the pallet.
Parcel/package/small parcel/small package	A small shipment.
Payment terms	Terms that describe how money will be paid in a transaction. Typically, the shipper is responsible for payment for prepaid shipments, while the consignee is responsible for payment for collect shipments, unless a third party is indicated as the payor on the shipping documents.
POD	Abbreviation for 1) port of discharge; 2) port of destination; or 3) proof of delivery, a document provided by the carrier required to receive payment.
Point of origin	The location where a shipment is transferred from a shipper to a carrier.
POL	Abbreviation for 1) port of loading; or 2) petroleum, oil and lubricants.
Port	May refer to 1) A harbour with piers or docks; 2) The left side of a ship (when facing forward; opposite of starboard); or 3) An opening in the side of a ship used for handling freight.
Port charges	Charges levied on ships by a port authority for the use of port services and facilities and by port service providers such as tug operators.
Port of call	Port where a ship discharges or receives traffic.
Port of entry	Port where cargo is unloaded and enters a country.
Port of exit	Port where cargo is loaded and leaves a country.
Port service charge	PSC. A charge payable on cargo loaded/discharged by the cargo owner to the shipowner/operator incorporating the port authority Wharfage.
Quarantine	A restriction placed on an operation in order to protect public health and safety.
Quota	The quantity of goods that may be imported without restrictions over a set period of time.
Quotation	Usually called a quote for short, an offer to sell goods at a stated price under stated conditions.
Rate basis	The formula of specific factors that play a role in determining freight rates.
Received for shipment	A Bill of Lading marked to indicate that the goods described on the face of the Bill have been received into the custody of the carrier but have not been loaded on the ship.
RFP, RFQ	Request for proposal, request for quotation.

Term	Meaning
Reefer	A refrigerated freight container, a container that is capable of refrigerating the contents and maintaining a set temperature for as long as required. Most reefer containers are built with an integrated compressor requiring only a power supply to operate. Reefer also refers to a multi-deck ship that is capable of carrying cargo in break bulk form, e.g. bananas, at low temperatures.
Relay	The transfer of containers from one ship to another when both ships are controlled by the same carrier.
Remittance	Funds sent by one person to another as payment.
Revenue	Payment received by a carrier for transporting goods.
RO/RO	Roll On/Roll Off ship. A ship with either a stern or quarter ramp on which cargo can be driven/towed/carried into/out of the ship.
Sales contract	The agreement between the seller/exporter of the goods and the buyer/importer. Standard contract forms that contain relevant clauses and conditions are often used as the basis of the agreement.
Sanction	An embargo enforced by a government against another country.
Shipped on board	A Bill of Lading endorsed by the carrier acknowledging that the goods described on the Bill have been loaded on the named ship and that the ship has departed from the loading port. It is the most satisfactory evidence of shipment and is the preferred evidence required by shippers/consignees and banks negotiating Letters of Credit etc.
Short shipment	An incomplete delivery of the goods which are the subject of the contract between the buyer and seller. Also used to describe a situation where the carrier fails to load all cargo booked by the shipper and delivered to the terminal for a particular ship. This may be due to several factors including weather, strikes or other operational reasons.
Skeletal (skel) trailer	Semi-trailer without a floor (platform) mostly constructed with different transverse ribs so as to offer various locating possibilities for different sized containers.
Slot	A space in a cellular container ship that can be occupied by a standard ISO container.
Skids	Devices placed beneath boxes or packages in order to raise them off the floor to permit access by a forklift.
Spotting	Placing a container in a position from which it can be loaded or unloaded.
STC	Said to contain.
Stevedoring	The operation of loading and discharging cargo onto/from a ship.
Stripping	Removing cargo from a container.
Stuffing	Putting cargo into a container.
STW	Said to weigh.
Supply chain	A system of interconnected organizations and activities involved in the movement of goods from a supplier to a customer.
Surcharge	An extra or additional charge.
Tare weight	The weight of a container while empty.
Tariff	A list of ocean freight rates and charges and the terms and conditions of carriage.
Terminal	Also called a container terminal, a location where containers are picked up, dropped off, maintained and kept.
TEU	Twenty-foot Equivalent Unit. E.G. 1 x 20ft container = 1 TEU and 1 x 40ft container = 2 TEU.
Terminal charge	A charge for a service carried out in a carrier's terminal area.
THC	Terminal Handling Charge. A charge based on part of the cost for handling a container at a terminal often charged on both exports and imports. The charge is payable by the cargo owner to the carrier and is not common to all trades or ports.

Term	Meaning
Third party logistics (3PL)	A company that provides logistics services to other companies, such as warehousing and transportation.
Through bill of lading	A Bill of Lading issued to cover cargo shipped between ports plus an inland journey to the final destination using different transport modes.
Time slot	An appointment made by a container exporter/importer with a terminal at which time the container can be received or delivered.
TL	Trailer load.
Trailer	A container attached to the back end of a truck.
Trans-shipment	The transfer of cargo from one carrier to another or from one vehicle to another at an intermediate point during the goods' journey to the final destination.
Turnaround	A term used in marine transportation referring to the time it takes between arrival of a ship and its departure.
Ullage	The space not filled with liquid in a drum or tank.
Unclaimed freight	Freight that has not been called for or picked up by the owner or ultimate consignee.
Under bond	Cargo that has not been cleared by Customs and remains under Customs control.
Unit load	Packages loaded onto a pallet, in a crate, or in some other way that allows for the goods to be handled as a single unit. This process is called unitization.
UN number	An internationally recognized four-digit code used to identify dangerous goods.
Vessel	A seafaring vehicle; a boat or ship.
Vessel manifest	A document listing details regarding the crew and cargo onboard a vessel.
Waybill	A receipt for goods shipped and a not negotiable document which authorises delivery only to the named consignee. It is not a document of title as it is not usually required to be presented to claim possession of the cargo.
Warehouse	A place for the storage, consolidation and distribution of cargo. Warehousing is the storage of cargo.
Wharf	A structure built on the shore of a harbour which facilitates the docking of ships.
Wharfage	A charge levied by port authorities on all cargo loaded/discharged in a port. The charge is payable by the importer/exporter.



# Specific Incoterms

Incoterms are universal trade terms published by the International Chamber of Commerce (ICC.)

They consist of three-letter codes that are intended to clearly communicate the tasks, costs and risks associated with the transportation and delivery of goods in an international transaction.

They describe how responsibility is allocated between the seller and the buyer for different parts of the transaction.

For more information, refer to Incoterms 2020 at the ICC website:

[www.iccwbo.org/resources-for-business/incoterms-rules/incoterms-rules-2010/](http://www.iccwbo.org/resources-for-business/incoterms-rules/incoterms-rules-2010/)

Some key Incoterms are outlined in the below table:

Term	Meaning
Selling price ex works (EXW) – named place	“Ex Works” means that the seller delivers when it places the goods at the disposal of the buyer at the seller’s premises or at another named place (i.e., works, factory, warehouse, etc.). The seller does not need to load the goods on any collecting vehicle, nor does it need to clear the goods for export, where such clearance is applicable.
Selling price free carrier (FCA)	“Free Carrier” means that the seller delivers the goods to the carrier or another person nominated by the buyer at the seller’s premises or another named place. The parties are well advised to specify as clearly as possible the point within the named place of delivery, as the risk passes to the buyer at that point.
Selling price free alongside ship (FAS) – named place	“Free Alongside Ship” means that the seller delivers when the goods are placed alongside the vessel (e.g., on a quay or a barge) nominated by the buyer at the named port of shipment. The risk of loss of or damage to the goods passes when the goods are alongside the ship, and the buyer bears all costs from that moment onwards.
Selling price free on board (FOB) – named place	“Free On Board” means that the seller delivers the goods on board the vessel nominated by the buyer at the named port of shipment or procures the goods already so delivered. The risk of loss of or damage to the goods passes when the goods are on board the vessel, and the buyer bears all costs from that moment onwards.
Selling price Carriage Paid to (CPT) – named place	“Carriage Paid To” means that the seller delivers the goods to the carrier or another person nominated by the seller at an agreed place (if any such place is agreed between parties) and that the seller must contract for and pay the costs of carriage necessary to bring the goods to the named place of destination.
Selling price Carriage and Insurance Paid (CIP) – named place	“Carriage and Insurance Paid to” means that the seller delivers the goods to the carrier or another person nominated by the seller at an agreed place (if any such place is agreed between parties) and that the seller must contract for and pay the costs of carriage necessary to bring the goods to the named place of destination. The seller also contracts for insurance cover against the buyer’s risk of loss of or damage to the goods during the carriage. The buyer should note that under CIP the seller is required to obtain insurance only on minimum cover. Should the buyer wish to have more insurance protection, it will need either to agree as much expressly with the seller or to make its own extra insurance arrangements.
Selling price cost and freight (CFR) – named place	“Cost and Freight” means that the seller delivers the goods on board the vessel or procures the goods already so delivered. The risk of loss of or damage to the goods passes when the goods are on board the vessel. The seller must contract for and pay the costs and freight necessary to bring the goods to the named port of destination.

Term	Meaning
Selling price cost, insurance, freight (CIF) – named place	“Cost, Insurance and Freight” means that the seller delivers the goods on board the vessel or procures the goods already so delivered. The risk of loss of or damage to the goods passes when the goods are on board the vessel. The seller must contract for and pay the costs and freight necessary to bring the goods to the named port of destination. The seller also contracts for insurance cover against the buyer’s risk of loss of or damage to the goods during the carriage. The buyer should note that under CIF the seller is required to obtain insurance only on minimum cover. Should the buyer wish to have more insurance protection, it will need either to agree as much expressly with the seller or to make its own extra insurance arrangements.
Selling price delivered at terminal (DAT) – named place	“Delivered at Terminal” means that the seller delivers when the goods, once unloaded from the arriving means of transport, are placed at the disposal of the buyer at a named terminal at the named port or place of destination. “Terminal” includes a place, whether covered or not, such as a quay, warehouse, container yard or road, rail or air cargo terminal. The seller bears all risks involved in bringing the goods to and unloading them at the terminal at the named port or place of destination.
Selling price delivered duty paid (DAP) – named place	“Delivered Duty Paid” means that the seller delivers the goods when the goods are placed at the disposal of the buyer, cleared for import on the arriving means of transport ready for unloading at the named place of destination. The seller bears all the costs and risks involved in bringing the goods to the place of destination and has an obligation to clear the goods not only for export but also for import, to pay any duty for both export and import and to carry out all customs formalities.



# Register of Tasmanian transport businesses

## Disclaimer

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If you are a freight and logistics business and you would like to be added to, or removed from this list please contact the Department of State Growth via [trade@stategrowth.tas.gov.au](mailto:trade@stategrowth.tas.gov.au) or ask for the Trade team on phone 1800 030 688.

Company	Website	Telephone	Int'l Freight	Domestic Freight	Customs Clearance	Trucking	Refrigerated Trucking	Warehousing	Cold Storage	Professional Services	Courier
4Is Trade Services	<a href="http://www.4is.com.au">www.4is.com.au</a>	0487 001 970	✓	✓	✓	✓					
5 Minutes Ago	<a href="http://www.5ago.com.au">www.5ago.com.au</a>	0438 999 221		✓							✓
AFI Logistics	<a href="http://www.afilogistics.com.au">www.afilogistics.com.au</a>	6420 4999	✓	✓	✓	✓		✓			
Agility Logistics	<a href="http://www.agility.com.au">www.agility.com.au</a>	<b>6334 8633</b>	✓	✓	✓	✓		✓			
ANL Container Line (ANL)	<a href="http://www.anl.com.au">www.anl.com.au</a>	6201 9350	✓	✓							
Aramex (Formally Fastway Couriers)	<a href="http://www.fastway.com.au">www.fastway.com.au</a>	0497 048 386									✓
Auststar Freight Distribution		6425 3753									
Bothwell Freighting Service		6259 5688									
BTS Auditing		0438 667 948								NHVAS and TruckSafe Audits	
Chas Kelly Transport	<a href="http://www.chaskelly.com.au">www.chaskelly.com.au</a>	6498 6300		✓		✓		✓			
Chess Moving Launceston	<a href="http://www.chessmoving.com.au">www.chessmoving.com.au</a>	6343 1133	✓	✓	✓	✓		✓			
Chris Watkins Furniture Transport	<a href="http://www.chriswatkins.com.au">www.chriswatkins.com.au</a>	0408 132 045				✓					
Cooley's Transport		0419 780 026									
Cope Sensitive Freight	<a href="http://www.cope.com.au">www.cope.com.au</a>	6328 3390		✓		✓					
Courier Direct	<a href="http://www.courierdirect.com.au">www.courierdirect.com.au</a>	6344 9944									✓
CRE Solutions	<a href="http://www.cresolutions.com.au">www.cresolutions.com.au</a>	6431 1842	✓	✓		✓					
Cressy Transport		6397 6461				✓					
De Bruyns Transport	<a href="http://www.debruyns.com.au">www.debruyns.com.au</a>	6324 6601		✓		✓		✓	✓		
DHL Global Forwarding	<a href="http://www.dhl.com.au">www.dhl.com.au</a>	6238 4400	✓	✓	✓	✓					
Dillons Transport		6268 1346									
Direct Freight Express	<a href="http://www.directfreight.com.au">www.directfreight.com.au</a>	1300 347 397		✓		✓					
East Coast Transport	<a href="http://www.eastcoasttransportandremovals.com.au">www.eastcoasttransportandremovals.com.au</a>	1800 955 900				✓					
Freight Connections	<a href="http://www.freightconnections.com.au">www.freightconnections.com.au</a>	6432 4362	✓	✓	✓	✓					
Fresh Freight	<a href="http://www.freshfreight.com.au">www.freshfreight.com.au</a>	6427 4115		✓		✓	✓	✓	✓		

Company	Website	Telephone	Int'l Freight	Domestic Freight	Customs Clearance	Trucking	Refrigerated Trucking	Warehousing	Cold Storage	Professional Services	Courier
Frigmobile		6330 1606									
Furneaux Transport	www.furneauxfreight.com.au	6356 1753		✓							
George Hurst Transport & Logistics		0418 127 702									✓
George Town Carriers		0418 132 502									
Jet Couriers	www.jetcouriers.com.au	6228 1900									✓
Jones Transport		0418 559 710		✓		✓					
Kellara Transport (Furniture trans)	www.tasfurnituretransport.com.au	6343 4698		✓		✓					
Kent Removals & Storage	www.kentremovalsstorage.com.au	1300 193 922	✓	✓		✓					
Les Walkden Enterprises		6344 6664				✓					
Link Logistics	www.linklogistics.com.au	6248 3100	✓	✓	✓	✓		✓	✓		
Little Transport Services		6428 2702									
Littles Pacific Oyster Carriers	www.littleslogistics.com/home/	0408 302 221		✓		✓	✓				✓
Marriot Transport	www.marriottransport.com.au	0419 609 361		✓		✓					
Mediterranean Shipping Co (MSC)	www.msc.com.au	0427 989 396	✓	✓							
Monson Logistics	www.monsonlogistics.com.au	6430 5400	✓	✓		✓		✓			
Moto Trans Tasmania	www.mototrans.net.au	0438 548 209								Motorcycle transport	
Net Sea Freight	www.netseafreight.com.au	6326 4679								TFES	
Northern Containers	www.northerncontainers.com.au	0418 137 449				✓					
Northern Tilt tray	www.northerntilttray.com.au	0418 139 215				✓					
Norton Transport		6431 6680		✓		✓					
OOCL Container Line (OOCL)	www.oocl.com.au	039618 8888	✓	✓							
Pacific Asia Express (PAE)	www.pae.com.au	6333 0422	✓	✓							
Pack and Send	www.packsend.com.au	6228 0505	✓	✓		✓					
Page Tasmanian Freight	www.pagetransport.com.au	6393 6777		✓		✓					
Platinum Freight Management	www.platinumfreight.com.au	1300 882 877	✓	✓	✓	✓					
Qantas Freight	www.qantas.com.au	6398 6907		✓							
Rayner Transport		6339 1885		✓		✓		✓			
Road Runners	www.roadrunners.com.au	6391 8555									✓
Ryan Contracting		0409 230 330		✓		✓					

Company	Website	Telephone	Int'l Freight	Domestic Freight	Customs Clearance	Trucking	Refrigerated Trucking	Warehousing	Cold Storage	Professional Services	Courier
Scotsdale Express Freight		0419 305 689				✓					
Searoad Shipping	www.searoad.net	1300 768 111		✓		✓	✓	✓			
Star Track Express	www.startrackexpress.com.au	13 23 45									✓
Stateline Freight	www.statelinefreight.com.au	6272 7271				✓					
Straight Line Logistics	www.sllogistics.com.au	6311 1550				✓				Car transport	
Streeflands Logistics Solutions	www.streeflands.com.au/	0439 367 320		✓		✓		✓			
Suncoast Transport	www.suncoastexpress.com.au	6339 4900		✓		✓		✓			
TasFreight	www.tasfreight.com.au/	6426 1201									
Tas Star Transport	www.tasstartransport.com.au	6326 3955				✓					
Tasmanian Cargo Services	www.freightconnections.com.au	6432 2990									
Tasmanian Freight Services (Tasfreight)	www.tasfreight.com.au	6426 1201		✓		✓		✓			
Tasmanian Heavy Haulage	www.tasmanianhh.com.au	6165 2554				✓					
Tasmanian Horse Transport	www.tashorsetransport.com.au	0428 141 419				✓				Horse transport	
Tasmanian Worldwide Shipping	www.twws.net	6223 2000	✓	✓	✓	✓					
Tasmanians Own Redline	www.tasredline.com.au	1300 360 000									
Tasrail	www.tasrail.com.au	1300 827 724		✓						Rail services	
Terra Firma Freight Services		6339 4409									
Thomson Logistics	www.thomson-logistics.business.site	0419 515 037		✓		✓					
Toll Tasmania	www.tollgroup.com.au	6430 4000		✓		✓					
Total Freight Solutions	www.totalfreightsolutions.com.au	6232 9600	✓	✓	✓	✓		✓			
TT Line	www.spiritoftasmania.com.au/customer-support/freight	1800 988895		✓		✓					
Watkins Removal & Storage	www.watkinsremovals.com.au	6331 2700	✓	✓							
Wridgeways Removalists	www.wridgeways.com.au	6344 7744				✓					

# TFES claims specialists

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Company	Website	Telephone
Net Sea Freight	<a href="http://www.netseafreight.com.au">www.netseafreight.com.au</a>	03 6326 4679
The Freight Scheme Experts	<a href="http://www.thefreightschemeexperts.com">www.thefreightschemeexperts.com</a>	0431 833 254
Wise Logistics	<a href="http://www.wiselogistics.com.au">www.wiselogistics.com.au</a>	0428 130 177
Wool Solutions	<a href="http://www.woolsolutions.com.au">www.woolsolutions.com.au</a>	03 6343 1460





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