



Logistics User Guide & Incoterms® 2020



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Take the stress out of freight with **Vision International Logistics**

Struggling with late deliveries, complicated customs or oversized cargo? **Vision International Logistics** helps businesses like yours get freight moving efficiently, safely, and on time.

How We Solve Your Freight Challenges

- ✓ **Fast & Reliable Air Freight** – Avoid delays for time-critical shipments.
- ✓ **Cost-Effective Sea Freight** – Ship large volumes without overspending.
- ✓ **Domestic Road & Rail Freight** – Seamless deliveries across Australia.
- ✓ **Perishable & Cold-Chain Logistics** – Trusted specialists in temperature-sensitive freight, ensuring your goods arrive fresh, safe, and uncompromised.
- ✓ **Specialised & Oversized Cargo** – Handling high-value or awkward shipments with care.
- ✓ **Customs & Compliance Expertise** – Navigate documentation and regulatory requirements stress-free.

Why Work With Vision?

- **Tailored Solutions** – We design freight plans around your business needs.
- **End-to-End Management** – From pickup to delivery, we manage every step.
- **Real-Time Tracking** – Always know where your goods are with our three powerful Digital Tool offerings: **Vision Hub**, **Vision Web Track** and **Cargo Chat** and to see how they can work for you.
- **Expert Team** – Decades of experience to solve complex logistics problems.

Let us make freight simple...
stop worrying about logistics – let Vision handle it.

Contact us today to discuss your freight requirements:
+617 3866 7900 | sales@vision.com.au

Conversion Factors & Checkpoints

TO CONVERT	TO	MULTIPLY BY
Cubic Feet	Cubic Metres	0.028317
Cubic Metres	Cubic Feet	35.3147
Short Ton	Metric Tonnes	0.9072
Metric Tonnes	Short Tonnes	1.102
Pounds	Kilograms	0.4536
Kilograms	Pounds	2.2046
Centimetres	Inches	0.3937
Inches	Centimetres	2.54
Feet	Metres	0.3048
Metres	Feet	3.281
Metres	Inches	39.37
Inches	Metres	0.0254
Long Tonnes	Metric Tonnes	1.016
Metric Tonnes	Long Tonnes	0.9842

WORKING WITH VISION INTERNATIONAL LOGISTICS

To ensure smooth operations and accurate service delivery, we recommend the following:

- **Review your contracts** and familiarise yourself with the organisational requirements outlined within them.
- **Negotiate and confirm your needs** on a transaction-by-transaction basis.
- **Assess transport mode suitability** (road, rail, sea, or air) to align with your specific shipment requirements.

- **Confirm transfer points** to ensure clear responsibility and accountability throughout the supply chain.
- **Check that contracts and commercial documents** reflect your agreed choices, including:

- **INCOTERMS® 2020 rules**
- **Transfer point(s)**
- **Applicable version(s)**

Please also keep Vision informed of any changes to your requirements.

If you have any questions, or would like further clarification, please contact your Vision International Logistics representative.



Air Freight

OVERVIEW

**DETERMINE YOUR
CHARGEABLE WEIGHT
OR MEASUREMENT**

CONTAINERS
Length, Width, Height,
Weight, Max Cargo

Air Freight

Vision International Logistics delivers reliable air freight solutions across Australia and around the globe through trusted airline partnerships and tailored logistics planning. From urgent small consignments to oversized or specialised cargo, our team works closely with you to design the most efficient and cost-effective air freight plan—ensuring your goods arrive safely, on time, and within budget.

With end-to-end management covering documentation, customs clearance, and delivery, we provide seamless connections both domestically and internationally, giving you confidence that every shipment is handled with precision.

Flexible Options: Express, same-day, charter, and tailored routing to meet your timing and cargo needs.

Priority Handling: Fast-track services for time-critical freight.

Specialised Cargo: Expertise in handling oversized, out-of-gauge, or sensitive freight.

Global & Nationwide Reach: Seamless movement of freight across Australia and to international destinations.



OUR AIR FREIGHT SERVICES

- ✓ Import Air Freight
- ✓ Export Air Freight
- ✓ Aircraft Chartering
- ✓ Packing and Crating
- ✓ Hazardous Goods
- ✓ Valuable Goods
- ✓ Door to Door Courier
- ✓ Shipment Tracking

DETERMINE YOUR CHARGEABLE AIR FREIGHT WEIGHT

For air freight shipments, freight charges are based on a Chargeable Weight. This is determined by comparing:

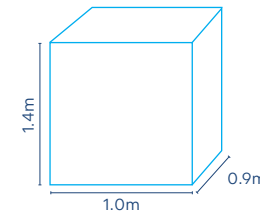
- Actual Weight of the cargo, and
- Volumetric Weight of the cargo

The official weight volume ratio for Airfreight consignments is 1 cbm and is allowed to weigh up to 167kgs before a volumetric weight will be charged.

Our calculator will show you if you pay per actual weight or for the volume weight.

The official airfreight conversion standards are:

- 1 cubic metre (CBM) = 167 kilograms
- 6,000 cubic centimetres per kilogram
- 366 cubic inches per kilogram
- 166 cubic inches per pound (lb)



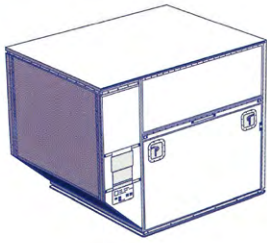
VOLUMETRIC CALCULATION

Volumetric calculation 1 pallet:
140 x 100 x 90 cm

Actual Volume:
 $1.4 \times 1.0 \times 0.9 = 1.26 \text{ CBM}$

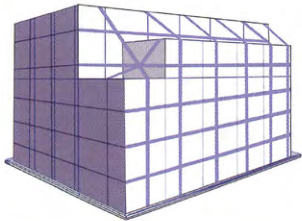
Calculating Volumetric Weight:
 $1.26 \text{ CBM} \times 167 = 210.42$

This will become the volumetric weight of the shipment in Kilograms (210.42kg).



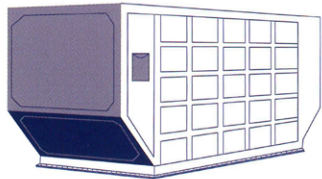
AKE CONTAINER

TYPE	AKE CONTAINER
ATA CODE	LD3
INTERNAL VOLUME	152 CFT / 4.3 CBM
TARE WEIGHT	100 KG
WEIGHT LIMITATION INC. ULD TARE WEIGHT	1,588 KG
LOADABLE AIRCRAFT TYPE	777, 787, 747F, 767F, A380, A330, A350



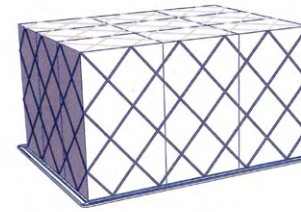
PMC Q7 (FREIGHTER ONLY) Contoured for B747F

VOLUME	21.3 CUBIC METRES
STANDARD TARE WEIGHT	110 KG
MAX GROSS WEIGHT	6,804 KG (SUBJECT TO AIRCRAFT BAY/POSITION MAXIMUM)



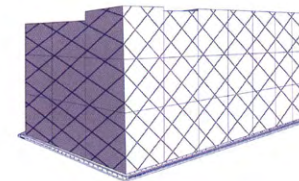
LD6 (ALF SERIES) Full width lower deck container

VOLUME	8.7 CUBIC METRES
STANDARD TARE WEIGHT	160 KG
MAX GROSS WEIGHT	3,174 KG



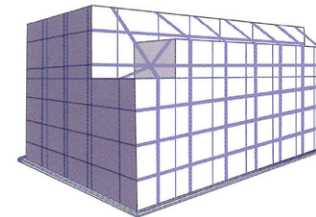
PAG PALLET

TYPE	P1 P, PAG PALLET
SIZE	BASE - 223 X 317 CM HEIGHT - PASSENGER FLIGHT 162CM, 06 CONTOUR 244 CM, 07 CONTOUR 300 CM
TARE WEIGHT	105 KG
WEIGHT LIMITATION INC. ULD TARE WEIGHT	4,626 KG (LD) 6,033 KG (MD)
LOADABLE AIRCRAFT TYPE	747, 747F, 777, AIRBUS



PMC Pallet contoured for lower deck

VOLUME	10.9 CUBIC METRES
STANDARD TARE WEIGHT	110 KG (INCLUDING NET)
MAX GROSS WEIGHT	6,804 KG (RESTRICTED TO PERMITTED WEIGHT PER BAY/POSITION ON AIRCRAFT)

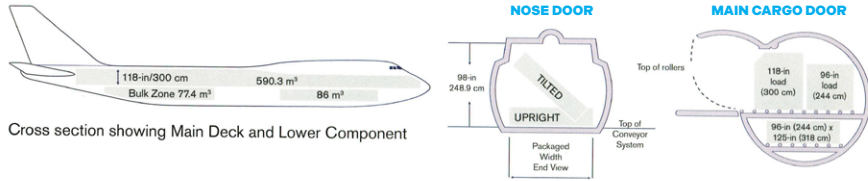


PGA (FREIGHTER ONLY) 20 ft. pallet loadable on B747F

VOLUME	38.0 CUBIC METRES
STANDARD TARE WEIGHT	533 KG
MAX GROSS WEIGHT	13,608 KG

BOEING 747-400 FREIGHTER

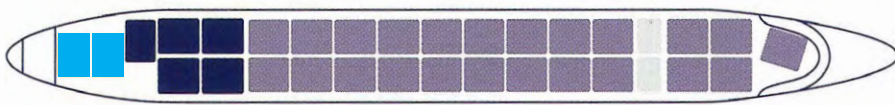
ULD CONFIGURATION	30M1/9LD7/2LD3/2PEB
EQUIPMENT AVAILABLE FOR THE FREIGHT	30M1/9LD7/2LD3/2PEB
VOLUME AVAILABLE FOR FREIGHT	753.7 M ³
MAXIMUM WEIGHT	110,000 KG



Cross section showing Main Deck and Lower Component

MAIN DECK

Thirty 96-in (244 cm) x 125-in (318 cm) pallet positions.



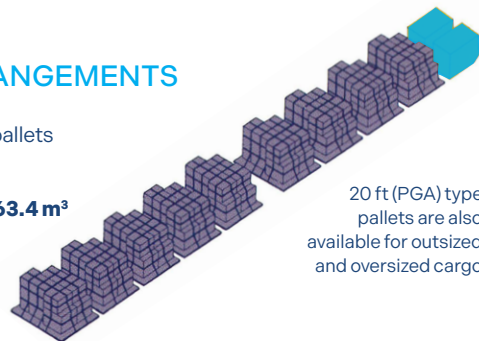
- Two 96-in (244 cm) x 125-in (318 cm) x 96-in (244 cm) contoured pallets
- Five 96-in (244 cm) x 125-in (318 cm) x 96-in (244 cm) pallets
- Twenty-three 96-in (244 cm) x 125-in (318 cm) x 120-in (305 cm) contoured pallets
- Two 53-in (135 cm) x 88-in (223 cm) PEB/PSP x 84-in (213 cm) pallets

Total Volume= 590.3 m³

LOWER HOLD VOLUME ARRANGEMENTS

- Nine 96-in (244 cm) x 125-in (318 cm) pallets
- Two LD3/AKE type ULDs

Pallets & bulk hold Total Volume = 163.4 m³

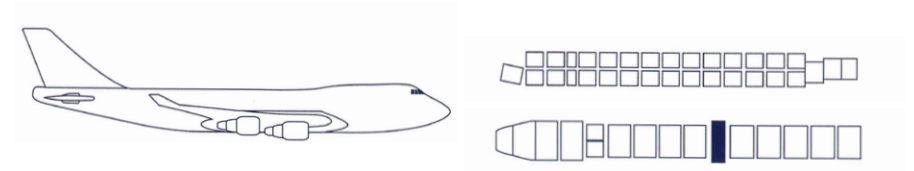


20 ft (PGA) type pallets are also available for outsized and oversized cargo

BOEING 789-DREAMLINER + AIRBUS A380

DECK	ULD CAPACITY	VOLUME	ULD SIZE
MAIN	NIL	NIL	NIL
LOWER	4 PALLETS	40 M ³	317 X 223 X 162 CM
LD3	2 CONTAINERS	8 M ³	
BULK	2,200 KG (INC.)	14 M ³	

The Boeing 747-400 PASSENGER is capable of carrying between 10-15 Tonnes in addition to a full passenger load.



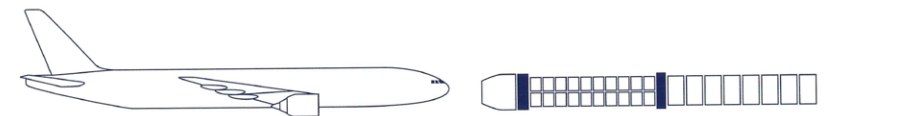
BOEING 777-300 ER

STANDARD ULD CONFIGURATION	COMBINATION OF 8 LD 36 OR PM & 20 AKE
FORWARD HOLD	COMBINATION OF 8 LD 36 OR PM
AFT HOLD	20 AKE
BULK HOLD	CARGO VOLUME 15 CUBIC METRES

ULD COMBINATIONS ARE PERMITTED

DOOR SIZES	FORWARD HOLD: 269 X 170 CM AFT HOLD: 269 X 170 CM BULK HOLD: 91 X 114 CM
CARGO TONNAGE	(HD) APPROX: 16,700 KG, (LD) 23,000 KG
CARGO VOLUME	(HD) 125 CUBIC METRES, (LD) 132 CUBIC METRES
MAXIMUM PERMITTED HEIGHT	157 CM

The Boeing 777-300 ER is capable of carrying approximately 23,000 kg of cargo in addition to a full passenger load.



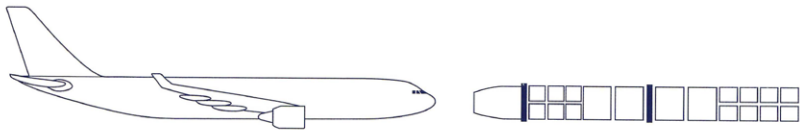
BOEING A330-200

STANDARD ULD CONFIGURATION	COMBINATION OF 4 LD 36 OR PM & 14AKE
FORWARD HOLD	COMBINATION OF 2 LD 36 OR PM & 8 AKE
AFT HOLD	COMBINATION OF 2 LO 36 OR PM & 6 AKE
BULK HOLD	CARGO VOLUME 14 CUBIC METRES

ULD COMBINATIONS ARE PERMITTED

DOOR SIZES	FORWARD HOLD: 1 & 2; 269 X 170 CM AFT HOLD: 3 & 4; 273 X 168 CM BULK HOLD: 5; 94 X 63 CM
CARGO TONNAGE	(HD) APPROX: 13,600 KG, (LD) 17,000 KG
CARGO VOLUME	(HD) 70 CUBIC METRES, (LD) 76 CUBIC METRES
MAXIMUM PERMITTED HEIGHT	157 CM

The Airbus A330-200 is capable of carrying approximately 17,000 kg of cargo in addition to a full passenger load.





→ BE SURE TO CHECK

AIR IMPORT/EXPORT DOCUMENT REQUIREMENTS

- ✓ Commercial Invoice
- ✓ Packing List
- ✓ Packing Declaration
- ✓ Manufacturer Declaration
- ✓ Certificate of Origin (if applicable)
- ✓ Express Master Bill/ AWB/HBL
- ✓ Any additional documents required based on commodity will be requested/provided



Sea Freight

OVERVIEW

**DETERMINE YOUR
CHARGEABLE WEIGHT
OR MEASUREMENT**

CONTAINERS
Length, Width, Height,
Weight, Max Cargo

Sea Freight

Vision International Logistics offers tailored sea freight solutions designed to meet your business's unique shipping requirements. Leveraging our extensive global agent network, local expertise, and decades of combined experience, we handle everything from perishables and temperature-sensitive cargo to oversized and out-of-gauge shipments—with precision and care.

Whether you're importing, exporting, or crossing trades, our seamless approach ensures your cargo moves efficiently, securely, and on time through the complete process.

Flexible Options: Access multiple carriers and routes to match your required transit times.

Competitive Rates: Our pricing team secures cost-effective solutions for both Full Container Load (FCL) and Less than a Container Load (LCL) shipments.

Container Loading Specialist: Greater visibility and control over loading and vessel space utilisation.

Cargo Care: Efficient handling and careful management throughout the journey.



OUR SEA FREIGHT SERVICES

- ✓ Import Sea Freight: FCL & LCL
- ✓ Export Sea Freight: FCL & LCL
- ✓ Shipment Tracking
- ✓ Hazardous, Dangerous Or Valuable Goods
- ✓ Over Dimensional Shipments
- ✓ Project Shipping
- ✓ Documentation Shipping
- ✓ Triangular Shipping

DETERMINE YOUR CHARGEABLE SEAFREIGHT WEIGHT OR MEASUREMENT

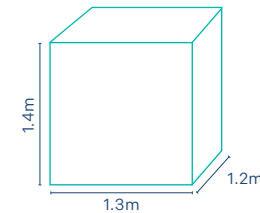
For sea freight shipments that are Less than a Container Load (LCL), cargo is shipped in groupage (Freight All Kinds – FAK) containers. Freight charges are based on a Chargeable Weight or Measure (W/M) unit.

The W/M is determined by comparing:

- Actual Weight of the cargo, and
- Cubic Measurement (CBM) of the cargo

The greater of the two becomes the chargeable unit.

For LCL shipments, the industry conversion is: **1CBM (m³) = 1,000kg**



Step 1 – Calculate CBM (volume):

Length × Width × Height = CBM
1.20m × 1.30m × 1.40m = **2.184m³**

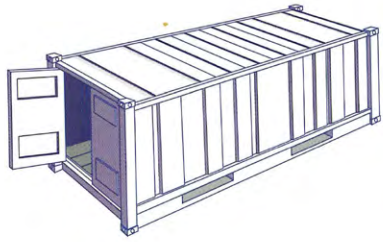
Step 2 – Convert Actual Weight to CBM equivalent:

Actual Weight ÷ 1,000 = W/M in CBM
950 kg ÷ 1,000 = **0.950m³**

Step 3 – Compare and Apply:

CBM = 2.184
Weight equivalent = 0.950

Chargeable W/M = 2.184 (greater value), therefore freight charges will be based on 2.184 CBM.

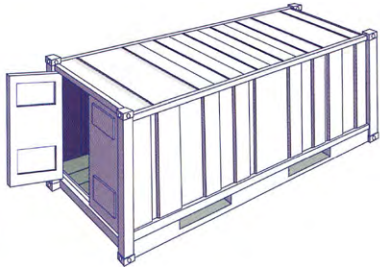


STANDARD 20'

INSIDE LENGTH	INSIDE WIDTH	INSIDE HEIGHT	DOOR WIDTH	DOOR HEIGHT	CAPACITY	TARE WEIGHT	MAX CARGO
19' 4"	7' 8"	7' 10"	7' 8"	7' 6"	1,172 cft	4,916 lb	47,900 lb
5.900 m	2.350 m	2.393 m	2.342 m	2.280 m	33.2 cbm	2,230 kg	21,770 kg

STANDARD 40'

INSIDE LENGTH	INSIDE WIDTH	INSIDE HEIGHT	DOOR WIDTH	DOOR HEIGHT	CAPACITY	TARE WEIGHT	MAX CARGO
39' 5"	7' 8"	7' 10"	7' 8"	7' 6"	2,360 cft	8,160 lb	59,040 lb
12.036 m	2.350 m	2.392 m	2.340 m	2.280 m	66.7 cbm	3,700 kg	26,780 kg

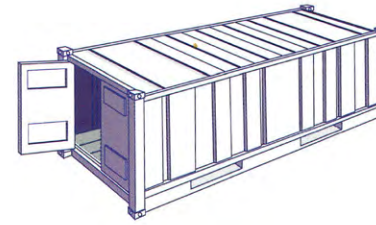


UPGRADED 20'

INSIDE LENGTH	INSIDE WIDTH	INSIDE HEIGHT	DOOR WIDTH	DOOR HEIGHT	CAPACITY	TARE WEIGHT	MAX CARGO
19' 4"	7' 7"	7' 10"	7' 6"	7' 6"	1,152 cft	5,060 lb	61,996 lb
5.900 m	2.311 m	2.390 m	2.286 m	2.280 m	33.63 cbm	2,300 kg	28,180 kg

HIGH CUBE 40'

INSIDE LENGTH	INSIDE WIDTH	INSIDE HEIGHT	DOOR WIDTH	DOOR HEIGHT	CAPACITY	TARE WEIGHT	MAX CARGO
39' 5"	7' 8"	8' 10"	7' 8"	8' 5"	2,694 cft	8,750 lb	58,450 lb
12.036 m	2.350 m	2.697 m	2.338 m	2.585 m	76.3 cbm	3,970 kg	26,510 kg



REEFER 20'

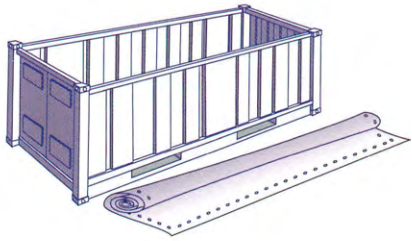
INSIDE LENGTH	INSIDE WIDTH	INSIDE HEIGHT	DOOR WIDTH	DOOR HEIGHT	CAPACITY	TARE WEIGHT	MAX CARGO
17' 8"	7' 5"	7' 5"	7' 5"	7' 3"	1,000 cft	7,040 lb	45,760 lb
5.425 m	2.275 m	2.260 m	2.258 m	2.216 m	28.3 cbm	3,200 kg	20,800 kg

REEFER 40'

INSIDE LENGTH	INSIDE WIDTH	INSIDE HEIGHT	DOOR WIDTH	DOOR HEIGHT	CAPACITY	TARE WEIGHT	MAX CARGO
37' 8"	7' 5"	7' 2"	7' 5"	7' 0"	2,040 cft	10,780 lb	56,276 lb
11.493 m	2.270 m	2.197 m	2.282 m	2.155 m	57.8 cbm	4,900 kg	25,580 kg

REEFER 40' HIGH CUBE

INSIDE LENGTH	INSIDE WIDTH	INSIDE HEIGHT	DOOR WIDTH	DOOR HEIGHT	CAPACITY	TARE WEIGHT	MAX CARGO
37' 11"	7' 6"	8' 2"	7' 6"	8' 0"	2,344 cft	9,900 lb	57,561 lb
11.557 m	2.294 m	2.500 m	2.294 m	2.440 m	66.60 cbm	4,500 kg	25,980 kg

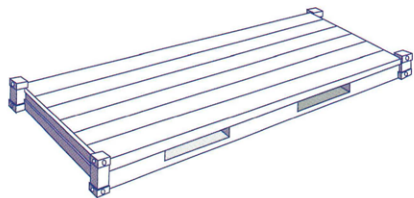


OPEN TOP 20' (UPGRADE ALSO AVAILABLE)

INSIDE LENGTH	INSIDE WIDTH	INSIDE HEIGHT	DOOR WIDTH	DOOR HEIGHT	CAPACITY	TARE WEIGHT	MAX CARGO
19' 4"	7' 7"	7' 8"	7' 6"	7' 2"	1,136 cft	5,280 lb	47,620 lb
5.894 m	2.311 m	2.354 m	2.286 m	2.184 m	32.23 cbm	2,400 kg	21,600 kg

OPEN TOP 40'

INSIDE LENGTH	INSIDE WIDTH	INSIDE HEIGHT	DOOR WIDTH	DOOR HEIGHT	CAPACITY	TARE WEIGHT	MAX CARGO
39' 5"	7' 8"	7' 8"	7' 8"	7' 5"	2,350 cft	8,490 lb	58,710 lb
12.028 m	2.350 m	2.345 m	2.341 m	2.274 m	65.5 cbm	3,850 kg	26,630 kg

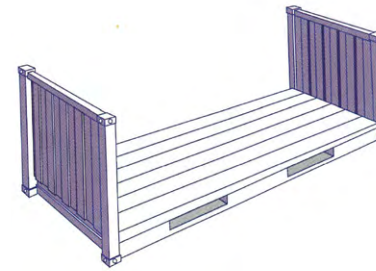


PLATFORM 20'

INSIDE LENGTH	INSIDE WIDTH	INSIDE HEIGHT	DOOR WIDTH	DOOR HEIGHT	CAPACITY	TARE WEIGHT	MAX CARGO
19' 11"	8' 0"	7' 04"	-	-	-	6,061 lb	52,896 lb
6.058 m	2.438 m	2.233 m	-	-	-	2,750 kg	24,000 kg

PLATFORM 40'

INSIDE LENGTH	INSIDE WIDTH	INSIDE HEIGHT	DOOR WIDTH	DOOR HEIGHT	CAPACITY	TARE WEIGHT	MAX CARGO
40' 0"	8' 0"	6' 5"	-	-	-	12,783 lb	86,397 lb
12.180 m	2.400 m	1.950 m	-	-	-	5,800 kg	39,200 kg

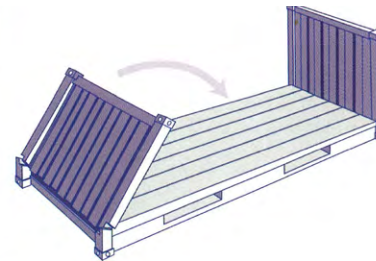


FLAT RACK 20'

INSIDE LENGTH	INSIDE WIDTH	INSIDE HEIGHT	DOOR WIDTH	DOOR HEIGHT	CAPACITY	TARE WEIGHT	MAX CARGO
18' 5"	7' 3"	7' 4"	-	-	-	5,578 lb	47,333 lb
5.620 m	2.200 m	2.233 m	-	-	-	2,350 kg	21,470 kg

FLAT RACK 40'

INSIDE LENGTH	INSIDE WIDTH	INSIDE HEIGHT	DOOR WIDTH	DOOR HEIGHT	CAPACITY	TARE WEIGHT	MAX CARGO
39' 7"	6' 10"	6' 5"	-	-	-	12,081 lb	85,800 lb
12.080 m	2.438 m	2.103 m	-	-	-	5,480 kg	39,000 kg



FLAT RACK COLLAPSIBLE 20'

INSIDE LENGTH	INSIDE WIDTH	INSIDE HEIGHT	DOOR WIDTH	DOOR HEIGHT	CAPACITY	TARE WEIGHT	MAX CARGO
18' 6"	7' 3"	7' 4"	-	-	-	6,061 lb	61,117 lb
5.618 m	2.208 m	2.233 m	-	-	-	2,750 kg	27,730 kg

FLAT RACK COLLAPSIBLE 40' (STAK BED)

INSIDE LENGTH	INSIDE WIDTH	INSIDE HEIGHT	DOOR WIDTH	DOOR HEIGHT	CAPACITY	TARE WEIGHT	MAX CARGO
39' 7"	6' 10"	6' 5"	-	-	-	12,787 lb	85,800 lb
12.080 m	2.126 m	2.604 m	-	-	-	5,800 kg	39,000 kg



→ BE SURE TO CHECK

SEA IMPORT/EXPORT DOCUMENT REQUIREMENTS

- ✓ Commercial Invoice
- ✓ Packing List
- ✓ Packing Declaration
- ✓ Manufacturer Declaration
- ✓ Certificate of Origin (if applicable)
- ✓ Express Master Bill/ AWB/HBL
- ✓ Any additional documents required based on commodity will be requested/provided



Ground Freight

OVERVIEW

TRAILER OPTIONS



Ground Freight

Vision International Logistics delivers dependable ground freight solutions across Australia through trusted carrier partnerships and tailored transport planning. From urgent small consignments to oversized or specialised cargo, our team works closely with you to design the most efficient and cost-effective transport plan – ensuring your goods arrive safely, on time, and within budget.

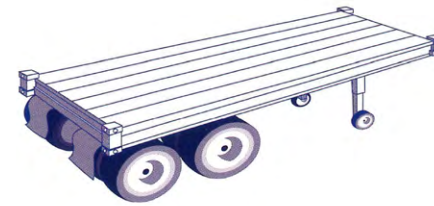
Whether by road or rail, we combine nationwide coverage with in-depth knowledge of interstate regulations and documentation, giving you confidence that every shipment is handled with precision.

Flexible Options: Access an integrated network of quality carriers across road and rail for both Full Container Load (FCL) and Less than Container Load (LCL) consignments.

Priority Services: Fast-track solutions available for time-sensitive deliveries.

Specialised Transport: Tailored handling for oversized, high-value, or unique cargo requirements.

Nationwide Reach: Seamless movement of freight between all major cities and regional locations.

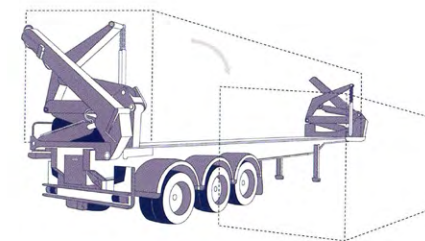


CHASSIS 20' TRAILER

LENGTH	WIDTH	MAX HEIGHT (GROUND UP)	MAX GROSS WEIGHT (INC. CONTAINER)
19' 8"	7' 10"	13' 9"	53,760 lb
6.00 m	2.40 m	4.20 m	24,385 kg

CHASSIS 40' TRAILER

LENGTH	WIDTH	MAX HEIGHT (GROUND UP)	MAX GROSS WEIGHT (INC. CONTAINER)
39' 4"	7' 10"	13' 9"	62,720 lb
12.00 m	2.40 m	4.20 m	28,449 kg



SIDELoader TRAILER 20' OR 40'

LENGTH	WIDTH	MAX HEIGHT (GROUND UP)	MAX GROSS WEIGHT (INC. CONTAINER)
45'	8'	14' 5"	22 tonnes
13.72 m	2.44 m	4.40 m	22 tonnes

How Vision Can Help You

Late deliveries, customs headaches, or oversized shipments slowing you down? **Vision International Logistics** makes your freight problems disappear. No matter the size of your business, we deliver tailored solutions that get your goods to their destination **safely, on time and within budget.**

Tailored Solutions for Your Business

Every business has unique logistics challenges. Whether it's:

- **Peak season volumes causing delays**
- **Coordinating international shipments**
- **Navigating complex compliance and regulations**

...our team works closely with you to design solutions that actually work, not one-size-fits-all fixes.

End-to-End Supply Chain Management

From supplier to customer, we take care of everything:

- **Inventory Management:** Optimising stock levels to meet demand.
- **Warehousing:** Safe, secure and organised storage.
- **Distribution:** Timely and accurate delivery to your customers.
- **Returns Management:** Efficient handling of returns and exchanges.

Real-Time Tracking and Visibility

No more guessing where your shipments are. Our advanced tracking systems give you live updates, letting you manage exceptions and make decisions with confidence.

Proven Expertise You Can Trust

With decades of logistics experience and accreditations like **ISO 9001**, **Australian Trusted Trader** and **HACCP Certification**, Vision International Logistics handles the **complex, specialised and critical shipments** other providers struggle with.





Incoterms[®] 2020

OVERVIEW

BUYERS & SELLERS
OBLIGATIONS

Incoterms[®] 2020

Incoterms[®] 2020 are international rules from the International Chamber of Commerce that define the responsibilities of buyers and sellers in global trade. They act as a common language, ensuring both parties clearly understand their obligations.

Who Do Incoterms[®] 2020 Rules Relate To?

They apply to buyers (importers) and sellers (exporters) in contracts of sale, outlining responsibilities such as transport, insurance and duties.

Why Have Incoterms[®] 2020 Rules?

They reduce risk by standardising trade terms, helping avoid disputes and costly misunderstandings.

How Are Incoterms[®] 2020 Rules Chosen?

The buyer and seller agree on the most suitable rule during contract negotiations.

TRANSPORTATION	ANY MODE OF TRANSPORT		SEA & INLAND WATERWAY TRANSPORT				ANY MODE OF TRANSPORT				
	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DPU	DAP	DDP
INCOTERM:	Ex Works (Place)	Free Carrier (Place)	Free Alongside Ship (Port)	Free On Board (Port)	Cost & Freight (Port)	Cost Insurance & Freight (Port)	Carriage Paid To (Place)	Carriage & Insurance Paid to (Place)	Delivered at Place (Unloaded) (Place)	Delivered at Place (Place)	Delivered Duty Paid (Place)
Export packaging	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Delivery to port/place	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export duty, taxes & customs clearance	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin terminal charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading on carriage	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Carriage charges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Insurance	Negotiable	Negotiable	Negotiable	Negotiable	Negotiable	*Seller	Negotiable	**Seller	Negotiable	Negotiable	Negotiable
Destination terminal charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Delivery to destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller
Unloading at destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer
Import duty, taxes & customs clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller

Incoterms[®] 2020 will not apply unless incorporated into the contract of sale by clearly specifying that the contract is governed by Incoterms[®] 2020. Incoterms[®] are ICC's standard definitions of trade terms and are internationally recognised as indispensable evidence of the Buyer's and Seller's responsibilities for delivery under a sales contract. This is a basic guide, we recommend you refer to the Handbook created by the ICC - International Chamber of Commerce for more detailed information regarding Incoterms[®] 2020. <http://www.iccwbo.org/products-and-services/trade-facilitation/incoterms-2020>

* CIF requires at least an insurance with the minimum cover of the Institute Cargo Clause (C) (Number of listed risks, subject to itemised exclusions).

** CIP now requires at least an insurance with the minimum cover of the Institute Cargo Clause (A) (All risk, subject to itemised exclusions).

ANY MODE TRANSPORT
SEA & INLAND
WATERWAY TRANSPORT



INCOTERMS® 2020	SELLER	FIRST CARRIER	ALONGSIDE SHIP	ONBOARD DEPARTURE	ARRIVAL	ALONGSIDE SHIP	DESTINATION PLACE	OTHER DESTINATION
EXW Ex Works	●	!						
FCA Free Carrier		!						
FAS Free Alongside Ship			!					
FOB Free On Board				!				
CFR Cost and Freight				!				
CIF Carriage, Insurance and Freight				!	Insurance paid by seller			
CPT Carriage Paid To		!						
CIP Carriage and Insurance Paid To		!						
DPU Delivered at Place, Unloaded						!		
DAP Delivered at Place							!	
DDP Delivered Duty Paid								!

● SELLER'S OBLIGATION ● BUYER'S OBLIGATION ! RISK TRANSFER POINTS *

* CIF requires at least an insurance with the minimum cover of the Institute Cargo Clause (C) (Number of listed risks, subject to itemised exclusions)
** CIP now requires at least an insurance with the minimum cover of the Institute Cargo Clause (A) (All risk, subject to itemised exclusions)

AIR FREIGHT

SEA FREIGHT

GROUND FREIGHT

INCOTERMS®

At **Vision International Logistics**, we empower businesses with trusted, end-to-end logistics solutions tailored to meet their evolving needs. We simplify complex national and global trade challenges, ensuring safe, efficient, and on-time delivery of critical cargo across a wide range of industries.

We are committed to excellence, transparency, and innovation, prioritising partnerships built on integrity and productivity, ensuring seamless, reliable logistics that let our clients focus on growth — even in dynamic and challenging times.

We've got you covered.

This guide is here to help you navigate international logistics with confidence. And when questions come up, or when you simply want the reassurance of an expert partner, Vision is ready to step in. Our team is here to simplify the complex, keep your shipments moving, and make sure you feel supported every step of the way.

Need help?
Reach out today,
we're only a call or email away.



Join Us On Our Journey

At Vision International Logistics, we believe in the power of collaboration and innovation. Whether you're a small business or a large enterprise, we are here to help.

CONTACT THE SALES TEAM TODAY



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Acknowledgment of Country

Vision International Logistics is situated in Pinkenba, the Yugurabul traditional Aboriginal country. The Turrbal people are custodians within the Yugurabul traditional country. The name Pinkenba comes from the Turrbal word "binkinba", which means "place of land tortoise". Vision International Logistics acknowledges Traditional Owners of Pinkenba and of Country throughout Australia and recognises the continuing connection to lands, waters and communities. We pay our respect to Aboriginal and Torres Strait Islander cultures; and to Elders past and present.

