

“Trends in woodpulp logistics” by Martin Verbrugge

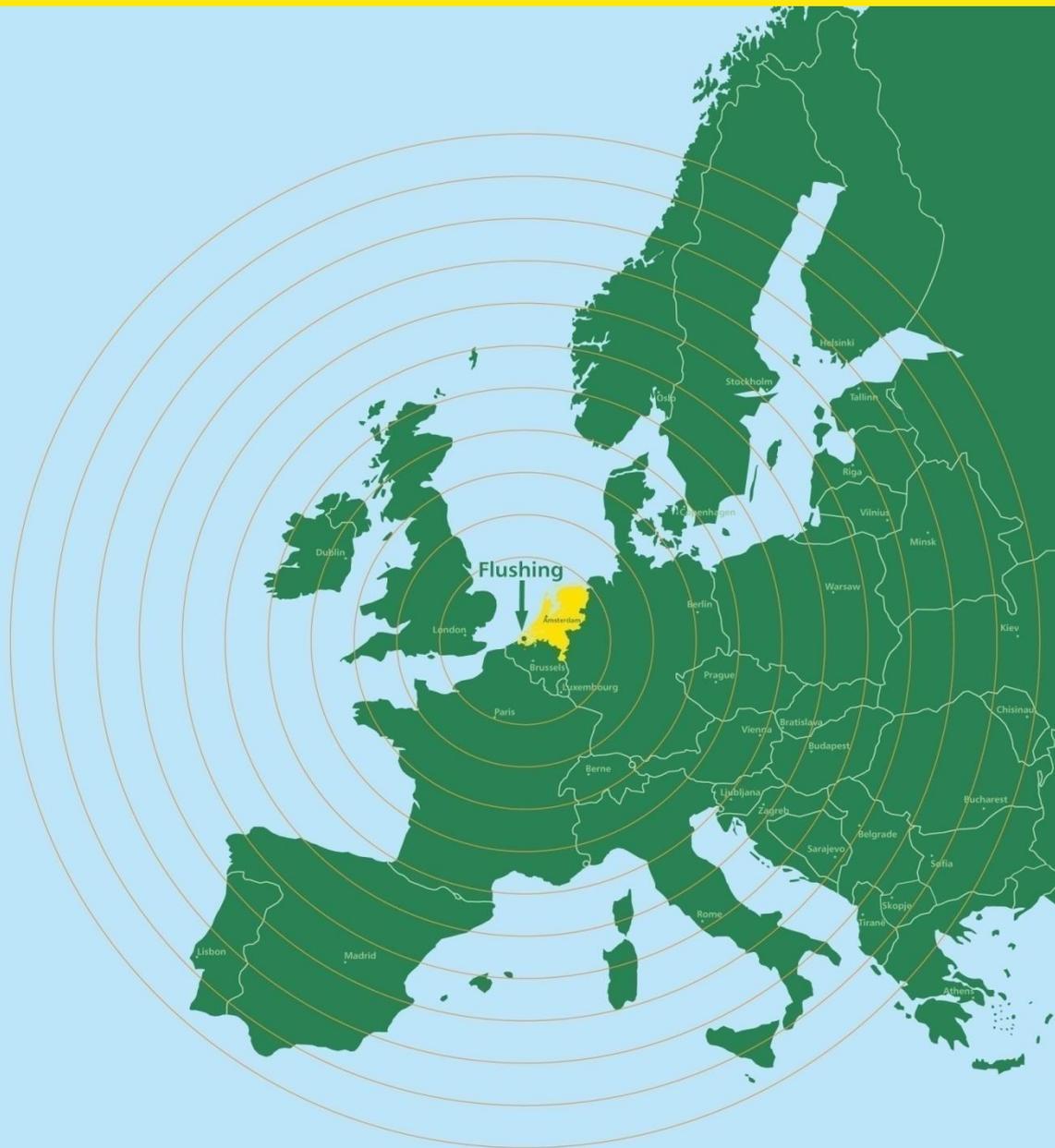


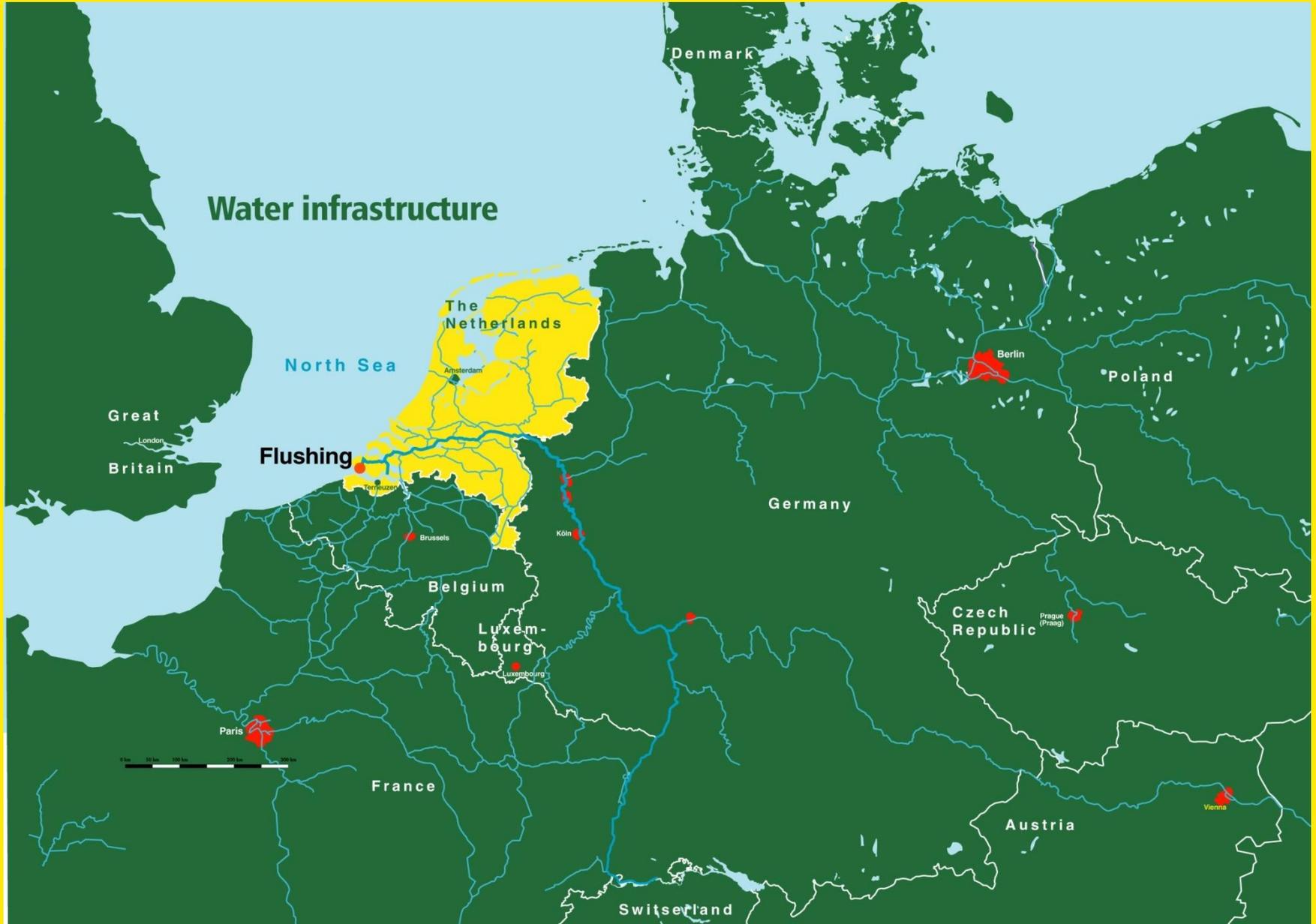
**VERBRUGGE
TERMINALS B.V.**

Lisbon, 19th of April 2013



**VERBRUGGE
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Verbrugge Scaldia Terminals





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Gantry > Jib cranes



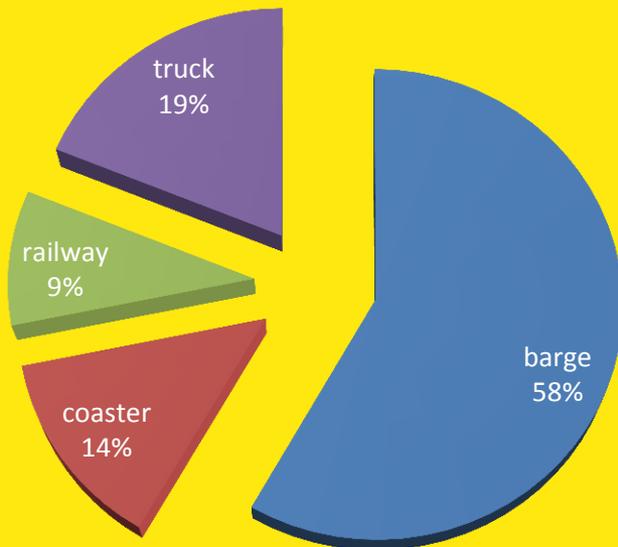


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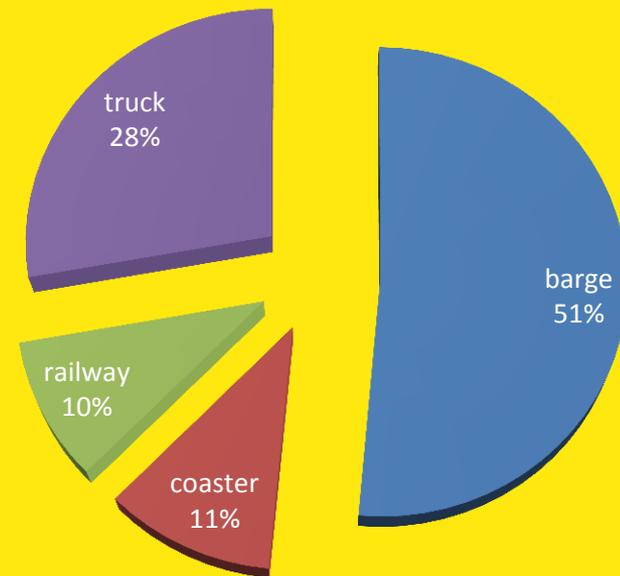




Modal split 2012

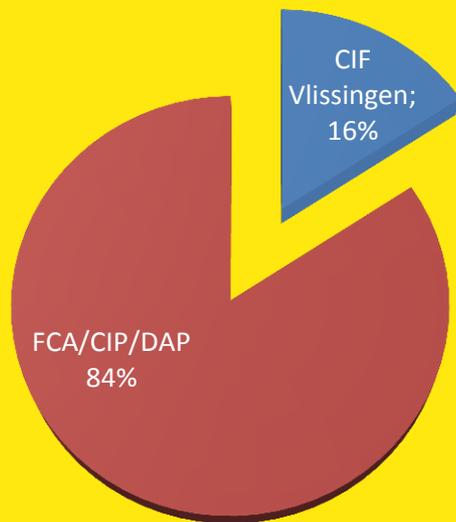


Modal split 2003

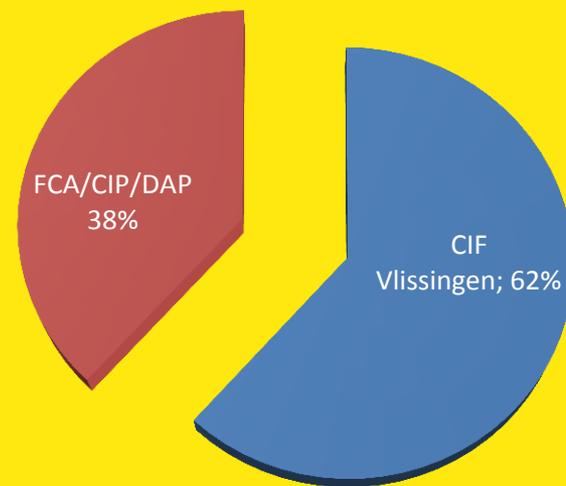




Terms of delivery 2012

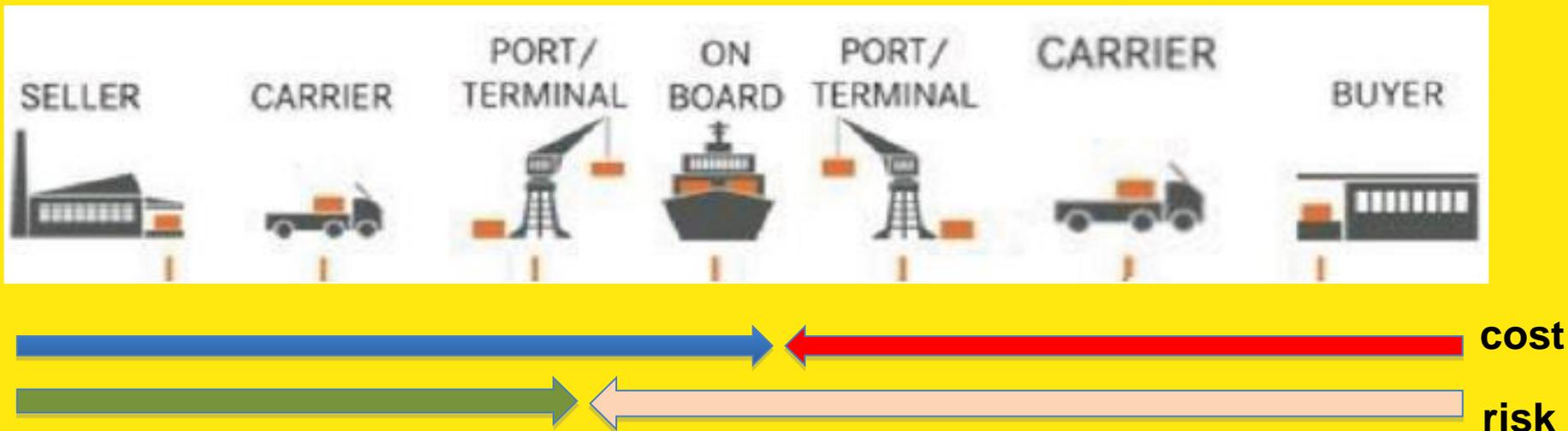


Terms of delivery 2003



CIF : Cost, Insurance and Freight (named port of destination)

- Seller must pay the costs and freight to bring the woodpulp to the named port of destination;
- Risk transferred to the buyer once woodpulp is loaded on the vessel;
- Seller must procure and pay for the insurance;
- Buyer agree with the port/terminal the costs to withdraw the woodpulp in accordance to the shipping terms agreed between the carrier and the seller, in accordance to the customs of the trade;



FCA : Free CArrier (carrier/buyer)

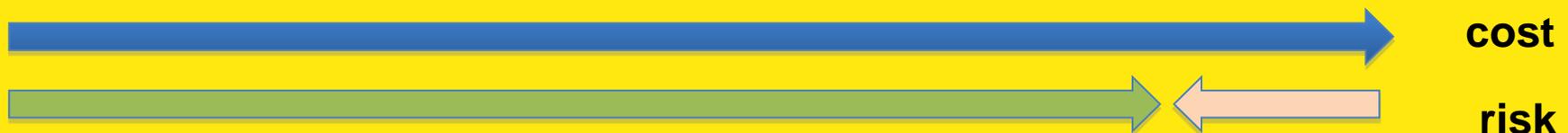
- Seller must pay the costs and freight to bring the woodpulp to the buyer's carrier ;
- Risk transferred to the buyer once woodpulp is loaded onto the means of transport provided by the buyer and against the receipt issued by the carrier to the seller;
- Insurance;
- Seller agree with the port/terminal the costs to load the woodpulp onto the mean of transport provided by the buyer ;
- Buyer pays the costs related to customs clearance, import duties and taxes

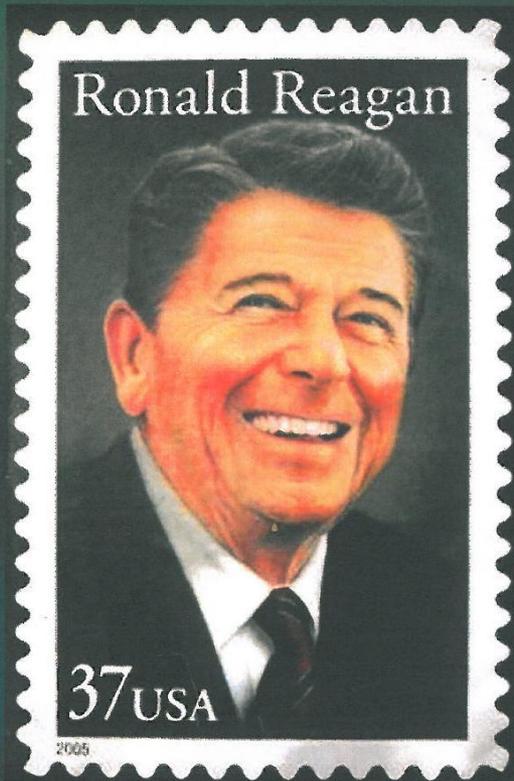




CIP : carriage and insurance paid to (named place of destination)

- Seller must pay the costs and freight to bring the woodpulp to the named destination point ;
- Risk transferred to the buyer once woodpulp is handed over to the first carrier at the named port/terminal of destination
- Seller must procure and pay for the insurance to the named destination point;
- Buyer pays the costs related to customs clearance, import duties and taxes





THOSE WHO LET IT HAPPEN,

THOSE WHO MAKE IT HAPPEN,

**AND THOSE WHO
WONDER
WHAT HAPPENED?**

**RONALD REAGAN,
1911 - 2004**