

# *“Trends in woodpulp logistics” by Martin Verbrugge*

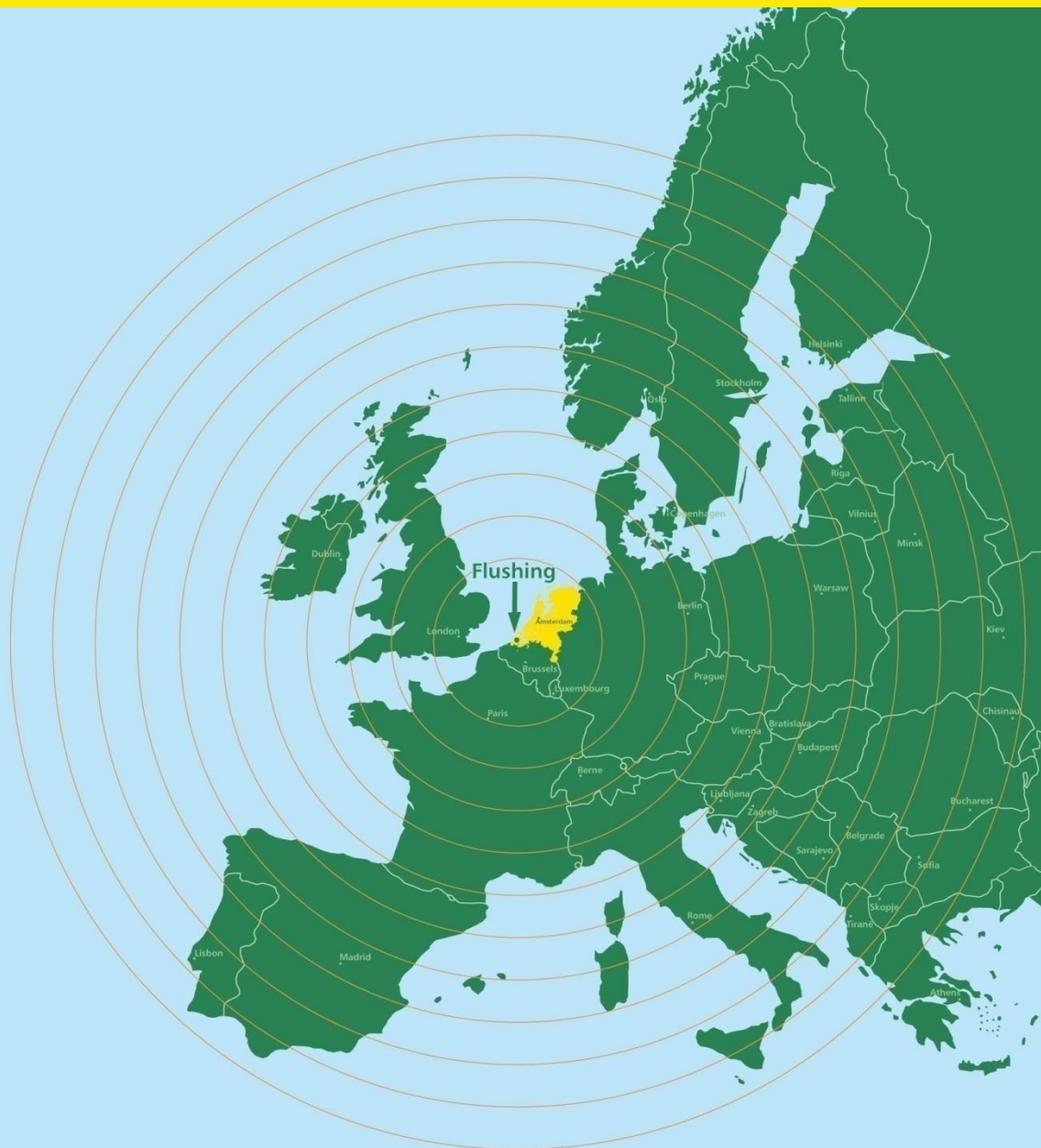
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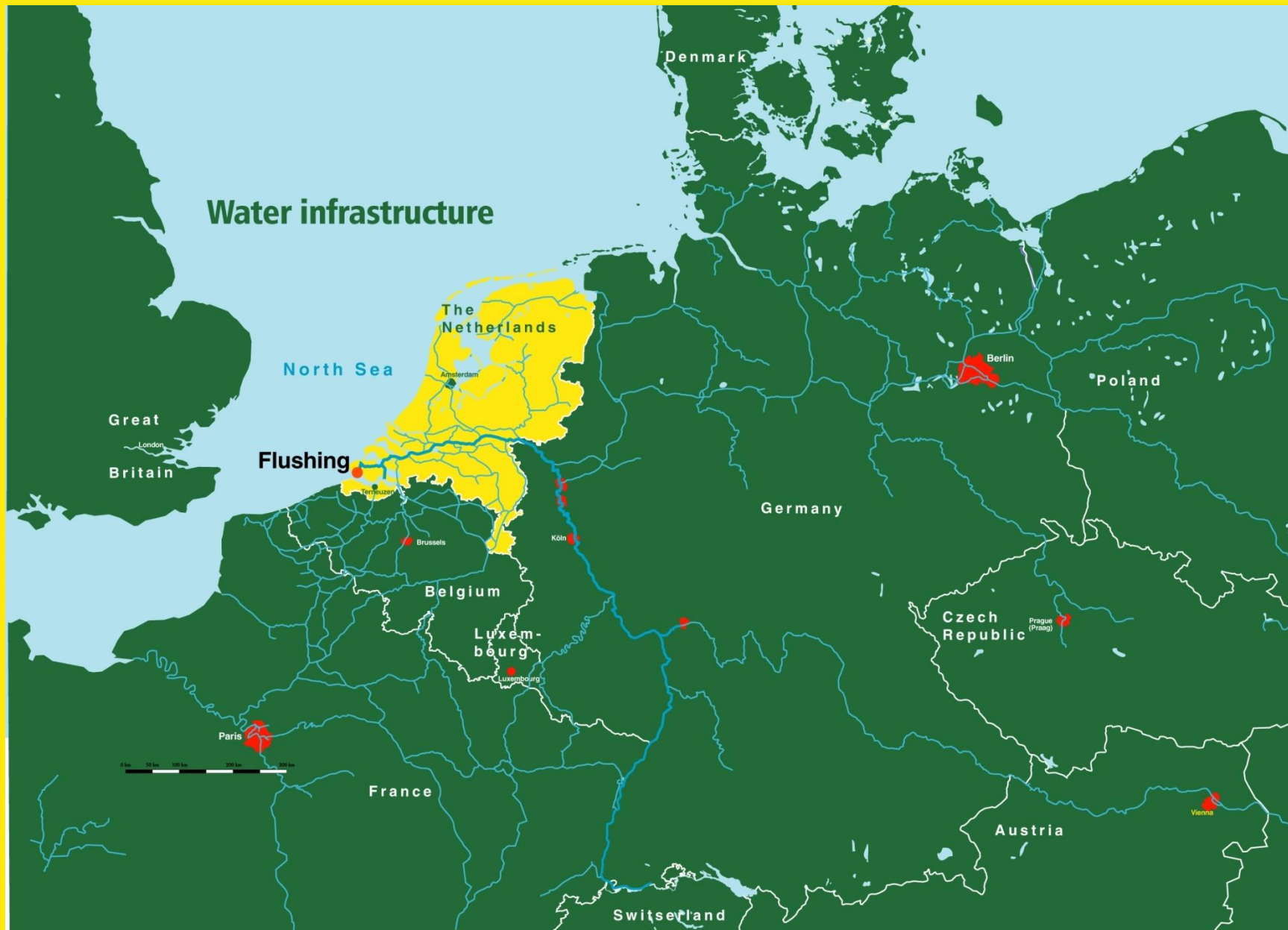


Lisbon, 19th of April 2013



**VERBRUGGE  
TERMINALS B.V.**









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# Verbrugge Scaldia Terminals







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TERMINALS B.V.**

# Verbrugge Scaldia Terminals

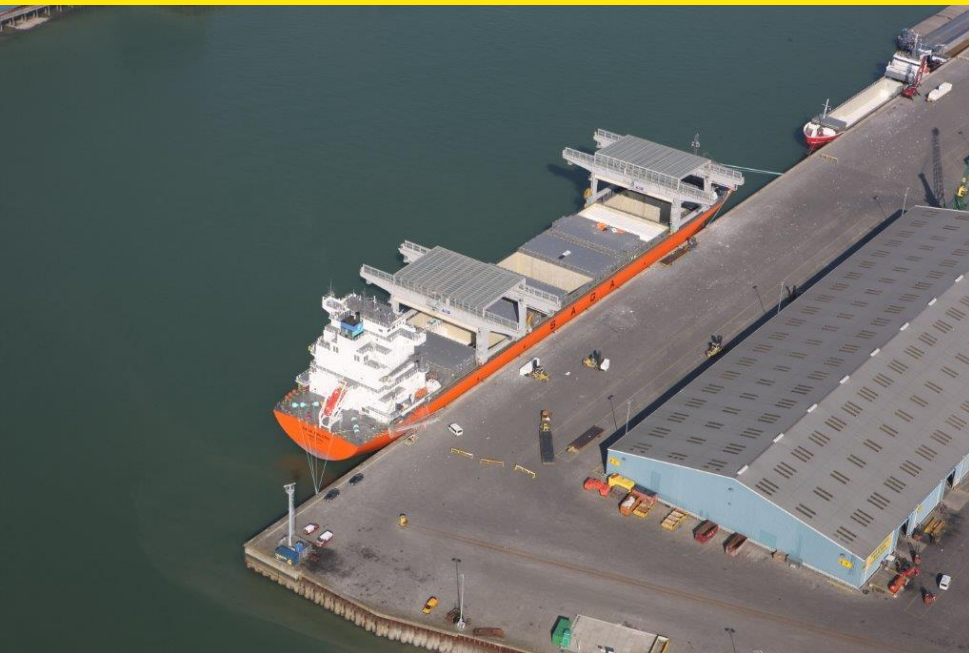






**VERBRUGGE  
TERMINALS B.V.**

# Gantry > Jib cranes



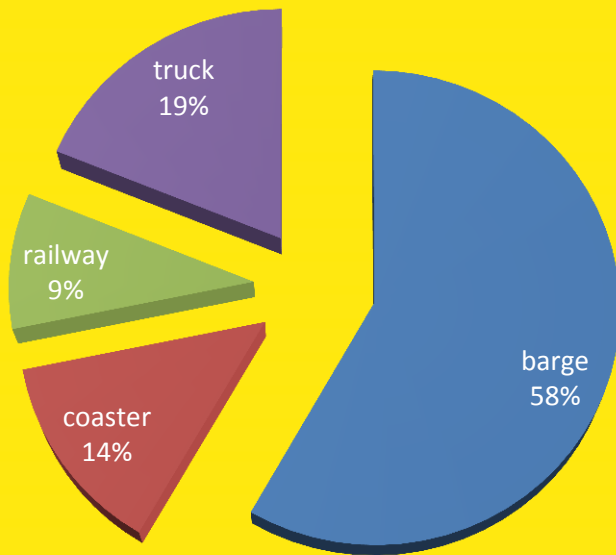


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TERMINALS B.V.**

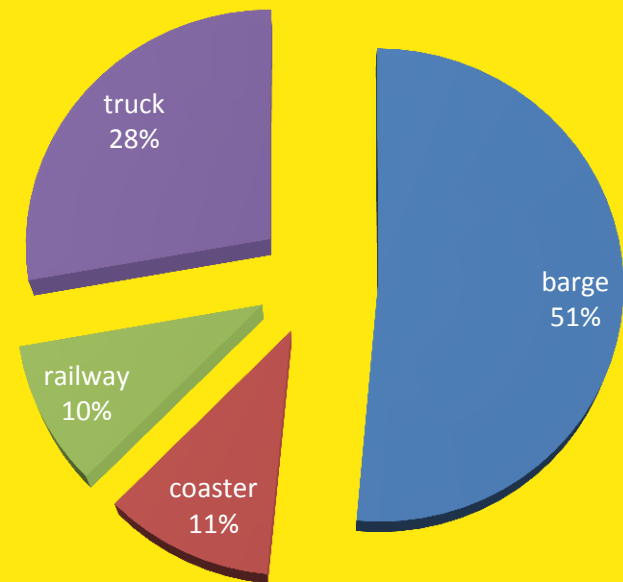




## Modal split 2012

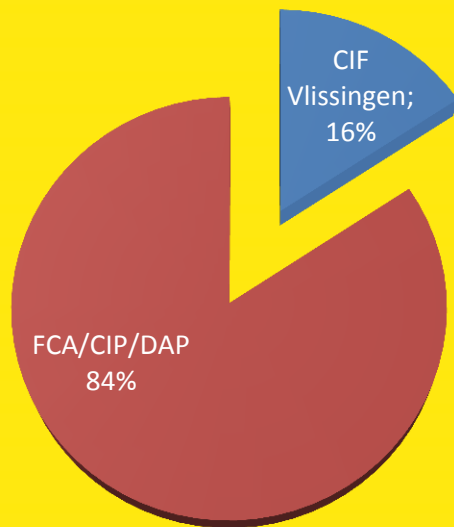


## Modal split 2003

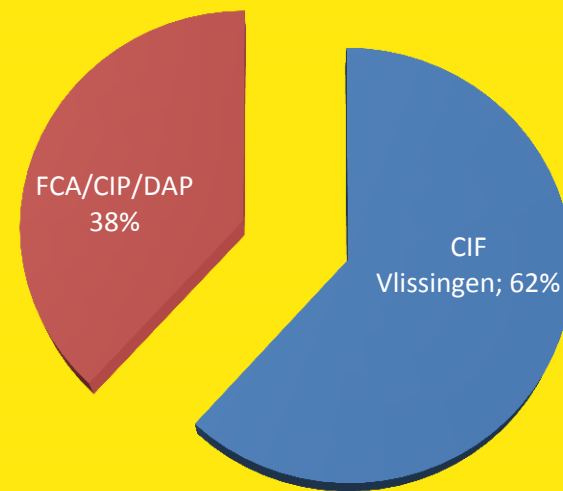




## Terms of delivery 2012

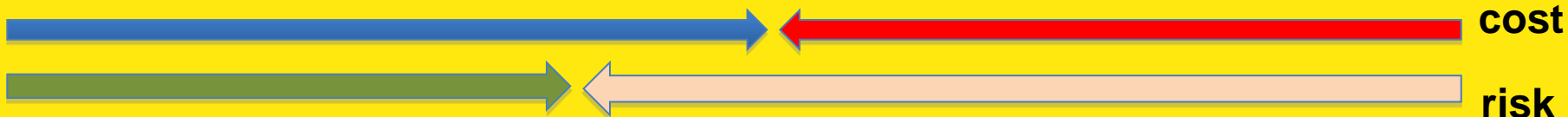


## Terms of delivery 2003



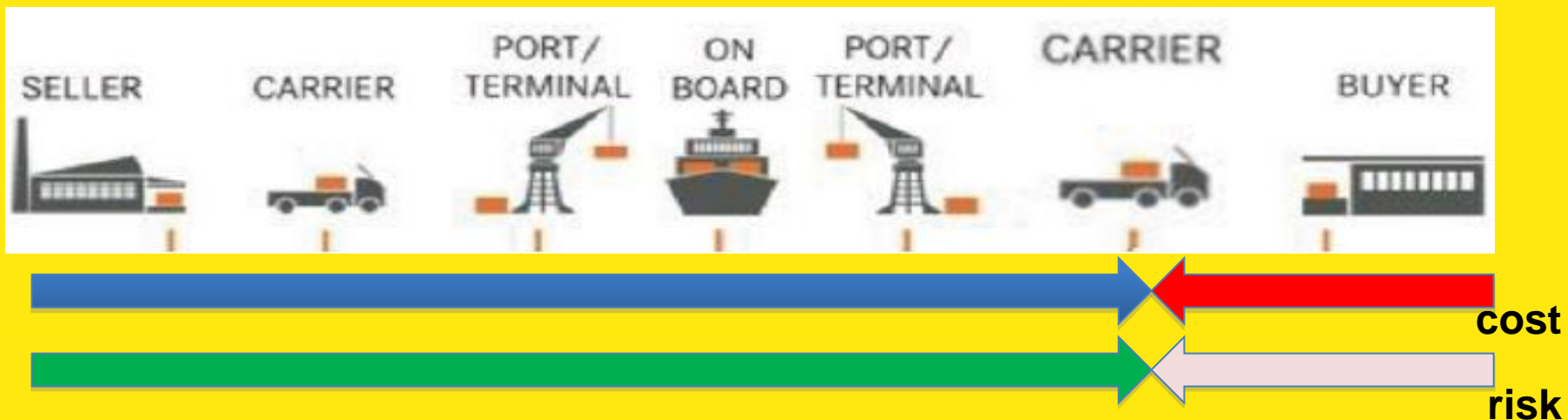
## CIF : Cost, Insurance and Freight (named port of destination)

- 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

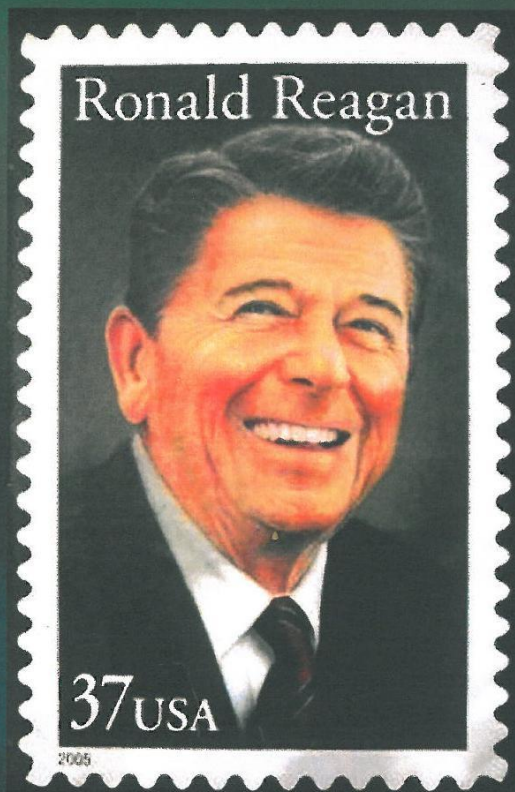




**CIP : carriage and insurance paid to (named place of destination)**

- 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





**RONALD REAGAN,**  
**1911 - 2004**

**THOSE WHO LET IT HAPPEN,**

**THOSE WHO MAKE IT HAPPEN,**

**AND THOSE WHO**  
**WONDER**  
**WHAT HAPPENED?**