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Welcome to our October edition

In November we say **good bye** to **Natalie Friend** !

Natalie has worked at Precision Forwarding for 4.5 years in Import Operations. Natalie, her husband Nick and three children have made a big decision to move up the coast to be closer to family and to enjoy a more relaxing lifestyle, we wish them the very best of luck and happiness. Natalie's last day will be on Friday November 25.

And, we welcome **Karin Alijagic** to the Precision team!!

Karin will be starting at Precision Forwarding on Monday October 31 and will take over Natalie's role in Import Operations / Customer Service.

Karin has been in the freight industry for over 25 years and brings with her a wealth of experience and knowledge. Below Karin shares a little about herself:-



I am an active person who enjoys spending time with family and friends and Travelling to new places.

Favourite weekend activity

Golf with friends and going to the beach

Favourite place to eat out and why

Darling Harbour, because there is a variety of restaurants and great views

If you have 15min to yourself what do you like to do

Catch up with friends from overseas on Facebook or looking up holiday destinations online

The best place in world you have visited and why

Italy because I love the history, the food, the people and the beautiful scenery

While this month will bring few changes to Precision we continue to strive, as always to provide you with a seamless, consistent and friendly service.

Regards
Julianne

One of the most common questions we get asked is “how to calculate CBM and freight ton”, especially by those clients who get charged per Freight Ton or Revenue Ton on their oceanfreight movements.

Firstly CBM stands for Cubic Meter. This is the most common unit used for the measurement of volumetric cargo.

Metric Tons as you know refers to the weight of cargo
1 Metric Ton = 1000 Kilograms

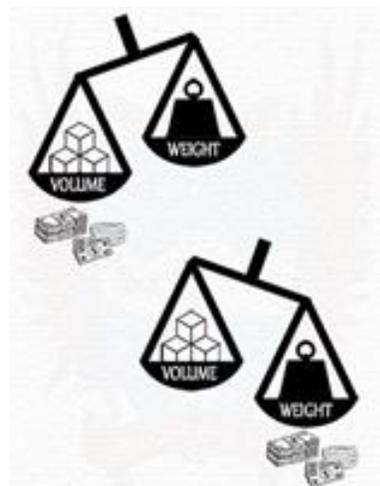
Freight Ton or Revenue Ton is derived by calculating the weight or volume of the cargo and the freight is charged based on whichever is higher.

When you have the dimensions of the package, first of all convert the measurement into meters.

Normally dimensions are in Length x Width x Height.

If for example the dimensions of a cargo crate is 3.2 x 1.2 x 2.2 meters then the CBM is simply
 $3.2 \times 1.2 \times 2.2 = 8.448$ CBM.

For easy conversion of anything to anything you can refer to <http://www.onlineconversion.com>



As mentioned above, if the rate is quoted as for example USD12/per freight ton and the weight of the package is 1200 kgs = 1.2 tons, then the freight rate for this will be

$$8.448 \text{ cbm} \times \text{USD}12 = \text{USD}101.376$$

or

$$1.2 \text{ tons} \times \text{USD}12 = \text{USD}14.4$$

Since the CBM rate is higher, the freight rate of USD.101.376 will apply.

Source: www.shippingandfreightresource.com

Food Glorious Food Easy Halloween Treats



Sneak some fruit into the kid’s treats, just spread caramel sauce on sliced apples, and decorate with mini marshmallows.



Give your punch a helping hand to stay cool and look extra ghoulish with this simple idea, freeze water in a surgical glove.
Be sure to wash it out well first.



Trick or treaters will love these carry bags, simply fill a surgical glove with all your goodies and finish with a ribbon and a spider ring.



A WEEK IN THE LIFE OF CUSTOMS AND BORDER PROTECTION



WE CLEAR:

- + more than 230,000 air passengers arriving in Australia on nearly 1500 flights
- + more than 400 ships arriving in Australian ports from overseas and board approximately 240 of them
- + about 16 overseas small craft arriving at Australian ports
- + approximately 24000 export entries, 180,000 air waybills and 42,000 sea cargo manifest lines for imported cargo

WE DETECT OR SEIZE:

- + numerous prohibited items including weapons, replica firearms, dangerous good, protected wildlife, pornography and breaches of copyright
- + about 120 illicit drug imports entering Australia including performance image enhancing drugs

WE PATROL:

- + nearly three million square nautical miles with air and sea assets to combat maritime people smuggling
- + our coastline and seas with eight 38-metre patrol boats
- + our Southern Oceans and Northern Waters to combat illegal foreign fishing
- + airports, sea ports and small centres using about 64 highly trained detector dogs.

WE COLLECT:

- + approximately \$196 million in revenue from various sources, for Customs and Border Protection and other agencies

WE INSPECT OR EXAMINE:

- + nearly 3,000 sea cargo containers
- + nearly 120,000 air cargo consignments
- + approximately 2.5 million letters and more than 450,000 parcels from overseas.

You may have seen the recent interview on Channel 10's The Project about Rob Watkins and his banana flour, I thought it was a fantastic story about some awesome Australian ingenuity and I wanted to share this inspiring story with those who may not have seen it on TV.

Rob Watkins and his family are among the largest banana growers in Australia, specializing in the Lady Finger variety. In 2009 Rob was awarded the episode winner of ABC's New Inventors and in 2010 he was crowned Young Farmer of the Year both for his ingenuity in designing the Banana Blankey and also in his new field of invention, machinery designed specifically for banana harvesting and maintenance.

In 2006, Cyclone Larry smashed the Queensland coast destroying their crops. Five years later it was the turn of Cyclone Yasi. Fruit prices skyrocketed, but the farmers paid a much higher price. "After two devastating cyclones within such a short amount of time, it became too much for the family." Says Krista Watkins, Rob's wife. "You're left pretty much for 12 months with no income," says Krista Watkins about the impact on her family's banana-growing business.

"We saw Cyclone Larry absolutely devastate our family's business which was predominately bananas at that stage," adds Rob. "So that triggered a few things in my mind, we needed to have a backup plan. And that's easier said than done." Rob's mind turned to the wastage factor. Over 100,000 tonnes of Queensland bananas are thrown away each year because they don't meet retail standards for colour or shape, they were too big, too straight or too bendy for the supermarket giants. Thousands of bananas that he had poured so much energy and resources into growing were being thrown over the back fence every week. "You're seeing all this waste, and you start going: 'hey, what's going on here?'," Rob says. "I started watching the wallabies and the wild pigs grazing on the green bananas other than the ripe bananas, Cattle would break fences to get to the discarded green bananas and I said: 'well, what are they telling us?'"



Late one summer afternoon in 2010 Rob accidentally drove over a hand of lady fingers on the bitumen, what he saw in the rays of the setting sun was like dust, something he later named "diamond dust" due the difficulty in producing this superfood. This drove his inquisitive nature to ask and research could this be a flour?

Rob began producing a small batch of 6kg of banana flour per week sold through his families' Café. The work was arduous as green bananas are extremely hard to peel. The first week it took all week for the gluten free "banana flour" to sell. The next week it was sold out by Wednesday, the following week it was sold out Monday morning and before he knew it people were phoning orders in and already months behind in filling requests!

Finally Rob had found an opportunity in the market and his "backup plan" was set in motion. Six years later, the world's first commercial pharmaceutical-grade banana flour production facility is booming. "It used to take us 18 hours to make a small batch of banana flour, now it goes from banana to flour in 25 minutes. And we have an output of one tonne on a single shift."

The flour, branded Natural Evolution, can be used as a replacement for both sweet and savoury use. It's not just gluten-free, and high in vitamins and minerals, but also the highest source of resistant starch on earth.

And the world is getting the message. By 2020, Japan will be taking 300 tonnes of the flour per year, and talks are underway with other markets including Europe, Canada, South Korea, and Singapore.

“They laughed at me, they said: ‘oh Rob, you’re mad, you’re bananas, you’ve gone bananas.’ But I always believed that if you can’t find an answer to a question, create one.”

You can read more about the health benefits of resistant starch [here](#)

Source: www.naturalevolutionfoods.com.au
www.tenplay.com.au

Industry

Markings on a Container – What Do They Mean ?

All of you have seen the markings on a container, specifically the door. Ever thought what they signify? See the image below to find out. For those of you that might have not seen a container upfront, below is what it looks like.



Source: www.shippingandfreightresource

September 2016 Export Report

Australian Wine Exports have Double-Digit Growth



Australian wine exports' double-digit growth continued in the 12 months to 30 September 2016 according to Wine Australia's Export Report, released today.

From October 2015 to September 2016, the value of exports grew by 10 per cent to a total value of \$2.17 billion, with growth again being primarily driven by bottled exports, particularly at higher price points.

Wine Australia CEO Andreas Clark said, 'The latest figures show that Australian wine exports continue to see strong growth and it's our finest wines that are most in demand. 'More than half of the total value growth in the last 12 months was in wines priced at \$10 or more per litre free-on-board (FOB); value was up 28% to a record \$547 million.'

Growth in the premium price segments added more than \$120 million in value in the 12 months to 30 September 2016.

'Of the 1743 active exporters across the period, 70 per cent contributed to the value growth, an outstanding result. The value of exports grew in 81 of the 122 destinations for Australian wine', Mr Clark continued. 'These encouraging export figures are the result of the hard work put in by the entire sector to defend and grow Australian wine's share in our critical export markets.'

'Wine Australia will continue to support our grape and wine community through our global marketing campaigns and events, research initiatives, market insights and regulatory assistance. These activities all remain guided by our overarching strategic priorities to increase the premium paid for our wines and our global competitiveness.'

Exports priced \$10 and more per litre FOB were up in all top five markets – mainland China by 63 per cent, the United States by 21 per cent, the United Kingdom by 20 per cent, Canada by 9 per cent, and Hong Kong by 7 per cent.

Northeast Asia is now our number one export region, growing by \$177 million (35 per cent) to \$678 million. North America was up by \$21 million (3 per cent) to \$639 million, while Southeast Asia grew by \$15 million (11 per cent) to \$152 million.

China now Australia's most valuable export market.

Exports to mainland China grew by 51 per cent to \$474 million, making it our number one export market by value for the first time. To put this in context, just a decade ago, Australian wine exports to China were valued at \$27 million.

Contributing to the exceptional growth are the trade benefits of the China–Australia Free Trade Agreement and the growing Chinese middle class' increased interest in wine, with average consumption frequency of imported wine and the number of imported wine drinkers both on the rise.

Wine Australia Export report Year ended September 2016



Recently published articles on Australian wine in North America along with research commissioned by Wine Australia reflect that positive sentiment for the category among trade and consumers is still on the rise. To maintain growth in our higher priced wines, the sector must continue its long-term approach and consistent investment to defend and grow our share in the world's biggest wine market.

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