

Commercial Air Freight Shipments Guidelines

Introduction

Streamlining Your International Supply Chain

This guide assists B2B exporters, manufacturers, and businesses utilizing commercial air freight services from India for international supply chain management. Following these protocols ensures reliable scheduling, cost optimization, and seamless border compliance.

1. Commercial Shipment Qualification

1.1 Define Your Business Cargo

Commercial shipments involve B2B volumes, regular exports, or production-dependent consignments exceeding 50kg. Typical examples include:

- Manufacturing components for assembly abroad
- Automotive parts for production lines
- Textile exports for retail distribution
- Electronic components for factories
- Machinery spares for international operations

1.2 Volume Classification

Standard Commercial: 50-500kg with flexible scheduling

Volume Commercial: 500kg-2 tonnes with allocated capacity

Charter Commercial: 2+ tonnes or dedicated aircraft requirement



2. Account Setup & Capacity Planning

2.1 Establish B2B Relationship

- Provide business registration, GST, export license documentation
- Designate primary and backup logistics contacts
- Share monthly volume forecasts for capacity planning
- Confirm standard routes and destination ports

2.2 Secure Dedicated Space

- Negotiate guaranteed capacity on preferred trade lanes
- Establish volume discounts based on annual commitments
- Arrange priority loading during peak seasons
- Set up automatic billing and payment terms

3. Documentation for Commercial Exports

3.1 Pre-Shipment Commercial Papers

Commercial Invoice

Multi-copy, signed, matching production

Packing List

Itemized by shipment and carton

Bill of Lading/AWB

Generated upon final booking

Export License

For restricted commodities

Certificates of Origin

Required by destination country

Inspection Reports

Pre-shipment inspection if mandated

3.2 Industry-Specific Requirements

Automotive

Compliance certificates,
material data sheets

Textiles

Quota certificates,
country-of-origin
markings

Electronics

RoHS declarations, voltage
compatibility

Pharma

GMP certificates, country-
specific approvals

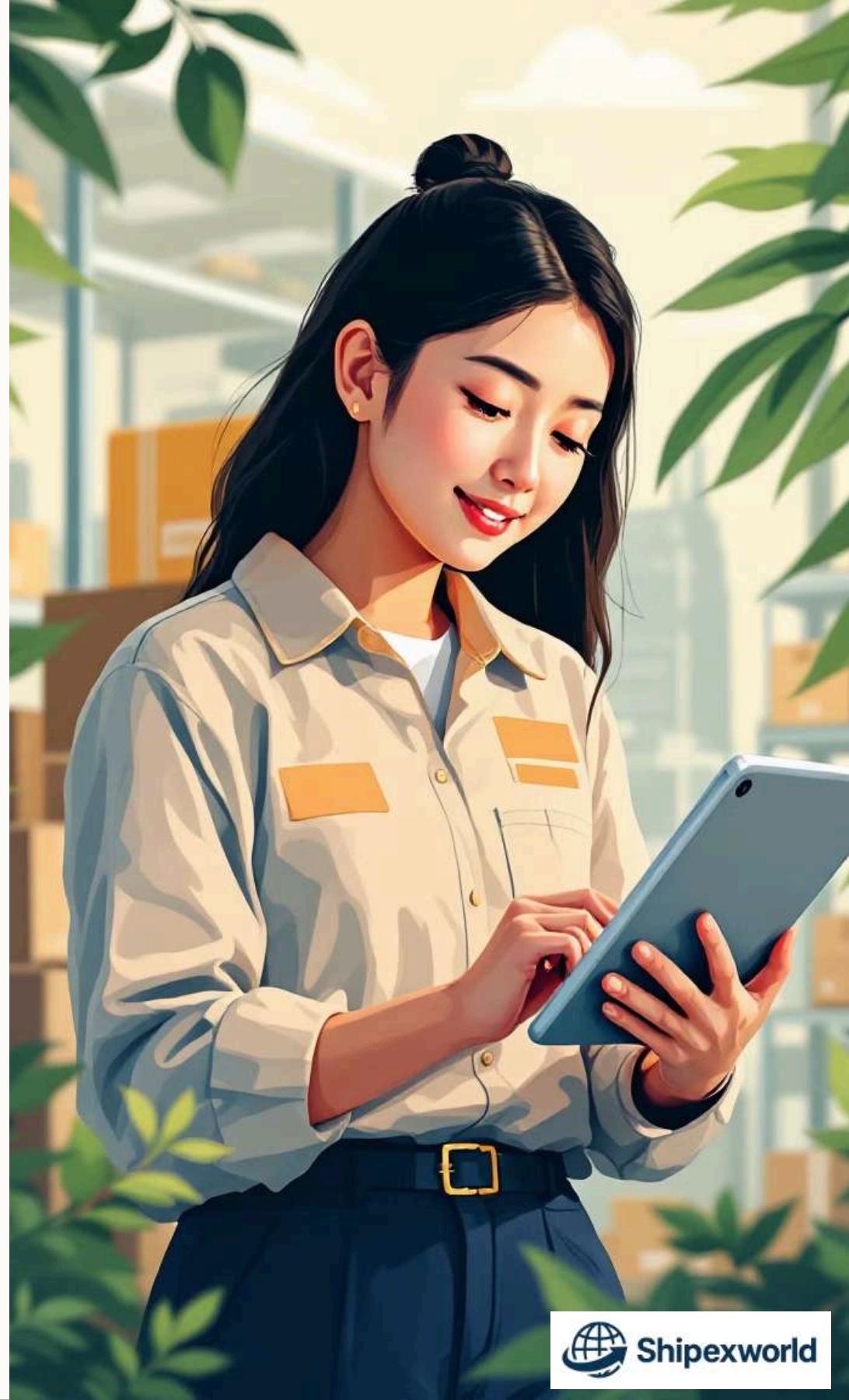
4. Multi-Origin Collection Strategy

4.1 Coordinate Factory Pickups

- Schedule collections 3-5 days before export flight
- Consolidate from multiple manufacturing sites
- Verify quality/quantity at origin before loading
- Prepare pre-packed ULDs for airport delivery

4.2 Warehouse Consolidation

- Aggregate shipments at designated consolidation hub
- Cross-dock into airline pallets for volume economics
- Maintain temperature/security during holding period
- Generate single master AWB for multiple origins



5. Cost Management for Recurring Shipments

5.1 Volume Discount Tiers



500kg-1T

5% discount vs spot rates



1-5T

10% additional discount



5T+

Custom negotiated rates



Annual commitments

20-40% cumulative savings

5.2 Peak vs Off-Peak Scheduling

- **Peak season (Oct-Dec, Jan-Feb):** Standard rates apply
- **Off-peak (Jun-Aug):** Request 5-10% seasonal discounts
- Book 2-3 weeks ahead for locked-in pricing



6. Customs Acceleration for B2B



6.1 AEO Status Advantages

- Fast-track customs clearance (2-4 hours vs 24 hours)
- Reduced documentation requirements
- Pre-arrival processing eligibility
- Lower inspection frequency

6.2 Commercial Invoice Preparation

- Consistent pricing across shipments to same buyer
- Clear product descriptions matching HS codes
- Accurate weight/dimension declarations
- Reference purchase orders when applicable

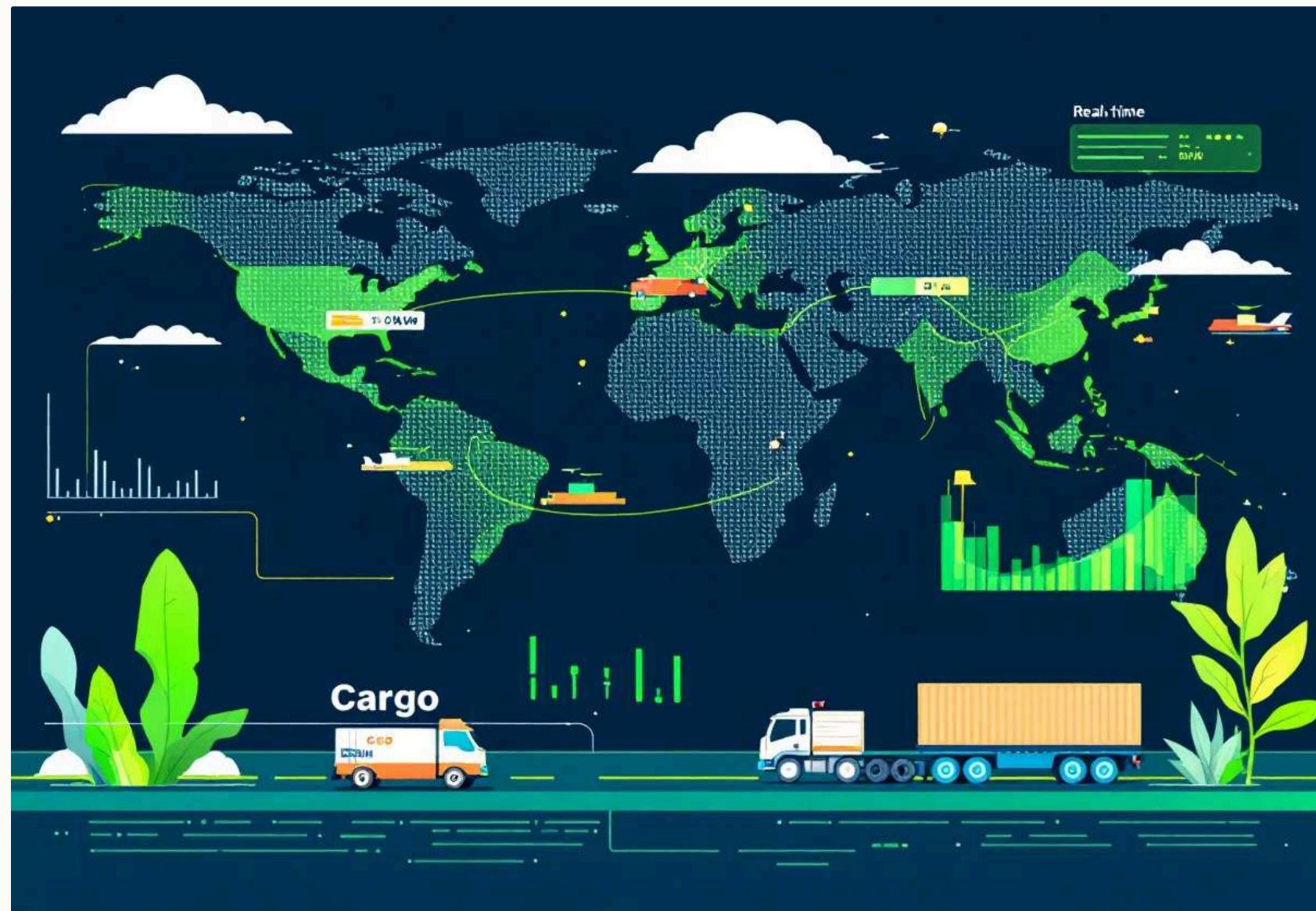
7. Supply Chain Visibility

7.1 Real-Time Portal Access

- Track multiple concurrent shipments
- Receive automated status updates
- Access customs clearance status
- Download delivery proofs within 24 hours

7.2 Forecasting & Reporting

- Monthly capacity utilization reports
- Cost per unit delivered analysis
- On-time delivery performance metrics
- Damage/claim rate tracking



8. Risk Mitigation for Commercial Cargo



8.1 Insurance Optimization

- Annual blanket insurance for recurring shipments
- Claims management assistance
- Pre-delivery inspection protocols
- Documentation backup for disputes



8.2 Quality Assurance

- Pre-shipment inspections at origin
- Packaging standard compliance verification
- Temperature maintenance for sensitive goods
- Photographic evidence of condition