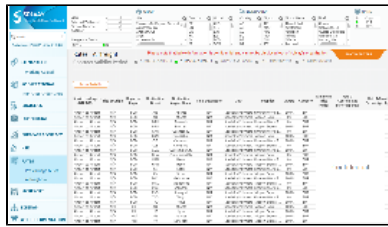


Rates - Airfreight



Process Owner

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Please note that below information is confidential and cannot be disclosed out of Solvay's organization.

General Description

[What you will find in this WIKI page:](#)

1/ Purpose of the Tool

2/ How to search in the data base

3/ How to read the data base results

4/ Airfreight Tender Requirements

5/ Conditions of air freight rates

6/ Spot Information

7/ Historical Data



PSCE Airfreight Team

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1/ Purpose of the Tool - Airfreight

This tool has been created to provide access to

- a rate catalog for airfreight transport and have estimated of costs
- the nominated providers rates and information for specific trade lines, based on GBUs request in Global Airfreight tender

If you cannot find a rate in the tool, please go to "**SPOT**" in Section 6

2/ How to search in the data base?

Select "Airfreight" tab on the rate dashboard

From the filters below, you can search and sort results in the table. By default, goods are considered non-dangerous and currency is EUR.

Origin	Destination	Origin Country	Destination Country	Origin Airport	Destination Airport	Origin Name	Destination Name
Amsterdam	London	NL	GB	AMS	LHR	Amsterdam	London
Amsterdam	Paris	NL	FR	AMS	CDG	Amsterdam	Paris
Amsterdam	Brussels	NL	BE	AMS	BRU	Amsterdam	Brussels
Amsterdam	Frankfurt	NL	DE	AMS	FRA	Amsterdam	Frankfurt
Amsterdam	Munich	NL	DE	AMS	MUC	Amsterdam	Munich
Amsterdam	Barcelona	NL	ES	AMS	BCN	Amsterdam	Barcelona
Amsterdam	Madrid	NL	ES	AMS	MAD	Amsterdam	Madrid
Amsterdam	Seville	NL	ES	AMS	SVN	Amsterdam	Seville
Amsterdam	Valencia	NL	ES	AMS	VLC	Amsterdam	Valencia

If you are looking for a rate indication only, we recommend you to filter first on departure and origin country, then to adjust your search.

Always select a validity period for the rate:

Rates - Airfreight	Contract Validity Period	01/09/18 - 30/11/18	01/09/18 - 31/08/19
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If you are looking for an exact rate and awarded lane, you can start by filtering on your GBU, on the top left corner of the filters.

You can sort the results in the table by clicking on the column name.

If you cannot find a rate in the tool, please go to "**SPOT**" in Section 6.

To start a new research, press "Clear All" button.

Please note that data is refreshed once a day only.

3/ How to read the data base results?

Authorization & Rights

All the accesses must be validated by:

- Understand the exact content of each column

Column Name	Explanation	Available in View
Service package (ATA, DTA, DTD)	Rate is for : Airport to Airport (ATA), Door to Destination Airport (DTA), or Door to Door (DTD)	All
Site of Origin	Location of pick up of the goods (only applicable to DTA and DTD rates) If "N/A" rate is ATA	All
Departure Airport	IATA CODE, usually only for information except for ATA rates	All
Destination Airport	IATA CODE, location of end of transport for DTA and ATA rates For DTD, for indication only	All
Destination Airport Name	Name related to Destination Airport IATA Code	All
Final Destination	Place of delivery in case of DTD rates,	All
GBU	Global Business Unit	All
Supplier	Supplier offering this specific service under those specific conditions	All
Award	Nomination given to the supplier on this specific lane 100% = primary (to be use in priority) 0% = backup (to be use only if primary cannot deliver)	All
Currency	Currency in which rates are display (can be different from currency of negociation or payment) For currency of negociation, refer to "Currencies"	All
Minimum Price (Unit)	Minimum invoiced per shipment on this tradeline, if "price per kg*number of kg" > "Minimum Price", minimum if not applicable	All
Rate C-Consolidated Service (per kg)	Rate per kg (gross weight) for C-Consolidated service (freight forwarder consolidation 96-120 hours airport to airport)	All - NDG
Rate A-Direct Service (per kg)	Rate per kg (gross weight) for A-Direct service (quickest service with direct flights 24 to 48 hours airport to airport)	All - NDG
Rate A-Direct DG Service (per kg)	Rate per kg (gross weight) for A-Direct service for dangerous goods (24 to 48 hours airport to airport)	All- DG
Rate Others Services (per kg)	Rate per kg (gross weight) for services others than C-Consolidated, A-Direct, A-Direct DG	All
Others Service Description	Type of service request by the GBU: VUN, Temperature Controlled, DG Cargo, HOT, ... (All definition are available in requirement documents)	All
Transit Time C-Consolidated Service	Total transit time based on "service package (ATA, DTA, DTD)" for C-Consolidated service	More details - NDG
Transit Time A-Direct Service	Total transit time based on "service package (ATA, DTA, DTD)" for A-Direct Service	All - More Details
Transit Time Others Service	Total transit time based on "service package (ATA, DTA, DTD)" for Others Service	All - More Details
Number of departures per week C-Consolidated Service	Number of departures / available flights per week for C-Consolidated Service	NDG - More Details
Number of departures per week A-Direct Service	Number of departures / available flights per week for A-Direct Service	All - More Details
Number of departures per week Others Service	Number of departures / available flights per week for Others Services	All - More Details
SAP Route Service C-Consolidated	SAP Route created by SBS Data Log (Lisbon team) for Service C-Consolidated	NDG - More Details
SAP Route Service A-Direct	SAP Route created by SBS Data Log (Lisbon team) for Service A-Direct	All - More Details

SAP Route Service C-Consolidated - Shipping Point 2	SAP Route created by SBS Data Log (Lisbon team) for Service C-Consolidated - if Other Departure Shipping Point	NDG - More Details
SAP Route Service A-Direct - Shipping Point 2	SAP Route created by SBS Data Log (Lisbon team) for Service A-Direct - if Other Departure Shipping Point	All - More Details
SAP Route Service A-Direct DG	SAP Route created by SBS Data Log (Lisbon team) for Service A-Direct DG	DG - More Details
SAP Route Others Services	SAP Route created by SBS Data Log (Lisbon team) for Others Services	All - More Details

- **"Classic View" vs "More details"**

The tool is offering two different views. The first one by default is the "classic view", giving a overview of rates for different services and supplier information.

By clicking on "More details", you will access more data on transit time, number of departure per week, as well as SAP route information.

- **Currencies**

The tool can display in 3 currencies, the currency name is always available in "Currency" column of the table. The default currency of the tool is EUR, but the user can choose to use:

- Origin currency = currency of negotiation and contract
- EUR
- USD

- **Dangerous and Non Dangerous goods**

The tool can provide rates for either non-dangerous goods or dangerous goods (if available). The default set up of the tool is NDG (non dangerous goods).

This clicking on DG (Dangerous Goods), rates and information display will be valid for dangerous good transportation (subject to DG class and UN Code being accepted by airline).

- **Inbound vs Outbound**

This information is based on the needs from the GBU expressed in the tender and on the entity paying the freight.

- Inbound : Shipper is the exporting site and freight is paying by origin.
- Outbound: Shipper is the receiving site and freight is payed by destination

- **How to download your results?**

If you are willing to have a copy of your results in a excel format, use right click and select "send to excel". A pop-up window will appear and press on the link. Your results will be then available in your "downloads".

4/ Airfreight Tender Requirements

Access the full tender document package using links and find out all details on:

- **General conditions**
 - contract conditions overview
 - payment terms
 - preliminary information shared with suppliers
- **Technical requirements**
 - rate structure, currency of negotiation and fuel surcharge mechanism
 - level of service description
 - cancelling conditions
 - spot trigger rule
- **Product and Sites Requirements**
 - loading time
 - specific site requirement (based on information received from supply chain)
 - product specification and packaging dimensions

Access to documents: [APAC](#) - [EMEA](#) - [NAM](#)

- **Standard reporting template**

All suppliers should send a monthly activity report, if you interested to receive it, please reach out to your local contact at PSCE.

5/ Conditions of air freight rates

- **Jet Fuel Calculation**, Revision Schedule & Monitoring ([Link](#))
- **Additional charges** ([Link](#))
- **Costs at destination** ([Link](#))

- **Selected suppliers** and contact matrix and supplier codes ([Link](#))
- **Validity**
 - Contract is valid for 3 years from 1st of June 2018 to 31st May 2021
 - Rates are valid for 1 year (2 rates revision during contract period)
 - Fuel can be adjusted every 4 months (refer to technical requirements or Jet Fuel Calculation, Revision Schedule & Monitoring ([Link](#)))

All revisions will be monitored by Global Airfreight buyer and communicated to the Regional/Local buyers, as well as the suppliers. Rates available in the tool reflect prices adjustment.

By default, rates displayed are valid for the current period, if you need to access rates from a different period, please select the period by clicking on the button:

Period	
 01/06/18 - 31/08/18	 01/03/18 -31/05/18

Rates for future period will be available few weeks before implementation.

6/ Spot Rates

Trigger Point for spot is 5 Tons with the exception of:

- *La Rochelle - Special Chem 8 Tons*
- *Specialty Polymers USA 10 Tons (BDP) - 18 Tons (KWE)*
- *Request a rate*

EMEA: [Process - Spot form](#)

NAM: Process TBC

APAC: Process TBC

Contact List Suppliers:

- **Ask for Route creation in SAP**

Using direct link : [Route Creation Request](#)

or

Freshdesk / Submit request / OtC

[blocked URL](#)

- **Supplier Contact Matrix**

7/ Historical data

The tool is giving visibility on the rates for 12 to 16 months. Historical data is stored in **XXX** and can be available on request to **XXX**.

Access to raw data from Qlikview data base ([Link](#)).