

EXPEDITORS AIR CARGO

Air Charter Program



Expeditors' Air Charter program provides customized solutions when commercial airline capacity alone will not adequately service your special requirements. We fully qualify your needs to determine the optimal aircraft size and routing to achieve the lowest possible cost. Deliberate attention to detail is our mantra when arranging charters for our clients. We understand the complexities involved in this type of operation, and you can be assured your charter flight will be handled professionally throughout the process.

PRE-PLANNING OFFERS SAVINGS

The exclusive use of a dedicated aircraft in both directions is referred to as a Pure Charter. Understandably, overall costs are substantially lower when the aircraft's cubic and payload capacity is utilized in both directions. However, customer requirements are typically in one direction, so Expeditors will, whenever possible, source aircraft on a one-way basis or use the fronthaul or backhaul portion of the flight for its own cargo uplift purposes. This dual revenue use of the aircraft, known as a Split Charter, will significantly lower the charter cost. Expeditors also uses Aircraft Diversion to control costs. Although technically not a charter, selected airline partners of Expeditors have the ability to divert cargo aircraft for larger consignments (+10,000 kgs) to an airport they may not be serving on that given day. Finally, if time parameters allow, an alternative to an all air routing is our Sea+Air service, where Expeditors arranges ocean service to a major hub city. Cargo is then transferred to a chartered aircraft and flown to the final destination airport. This service is quite common out of Asia, via Dubai to the European continent. Given proper planning, a diversion or a Sea+Air routing will be more cost effective than Pure and Split charter service options.

WHY USE CHARTERS

Time constraints may dictate using a charter to minimize the impact of potential or actual production line delays, seasonal capacity shortages, oil field shut downs, product roll-outs, or temperature sensitive product releases. When not addressed immediately, handled professionally, or executed accurately, these critical situations could affect overall company profitability.

CARRIER INTEGRITY MAKES A DIFFERENCE

Expeditors has access to the world's scheduled airline cargo capacity, including ad-hoc charters performed by these airlines. Additionally, we have working relationships with dedicated cargo airlines and selected charter brokers who serve the market every day. Chartering is an expensive proposition, thus Expeditors only works with airlines or brokers that have a demonstrated history of performance, reliability, and financial stability. We understand the challenges that can occur for special shipments and that carrier integrity is a key factor to ensure a successful operation.

RESPONSE TIME

Through our commercial carrier network, dedicated charter airlines, charter brokers, and "Charter Quote Estimation Tariff," we are able to respond to your quote request within minutes. When a booking is made, aircraft deployment for operations within a country or between trade zones (e.g., NAFTA, EEC) can be executed within hours. Inter-continental charter operations (e.g., Asia/North America; South America/Europe) normally require a minimum of 48 hours to be arranged.

EXPEDITORS AIR PROGRAM

AIRCRAFT SPECIFICATION - CARGO AIRCRAFT BASICS

(maximum payload, maximum cubic capacity, maximum cargo door sizes)

There are many different types and configurations of cargo aircraft. A list of those most commonly used is provided below. Specifications listed are typical of these aircraft. Exact configurations/specifications may vary by aircraft and/or aircraft operator.

CHARTER BASICS - QUALIFYING YOUR NEEDS

In order to provide the most effective solution to your charter needs, the following information is essential:

- Origin and destination airport cities
- Commodity description
- Estimated ready date or date range of shipment at origin
- Required arrival date at destination
- Total actual weight
- Dimensions and weight of all pieces
- UN numbers for cargo classified as Dangerous Goods

AIRCRAFT TYPE	GEOGRAPHIC RANGE	MASS GROSS PAYLOAD (KGS)	MASS GROSS PAYLOAD (LBS)	TOTAL CUBIC METERS**	TOTAL CUBIC FEET**	MAX. CARGO DOOR DIMS. W X H (CMS)	MAX. CARGO DOOR DIMS. W X H (IN)
A300-600	Inter-Regional	47,000	104,000	426	15,040	358 x 256	141 x 101
A310-300	Inter-Regional	39,000	86,000	279	9,850	358 x 256	141 x 101
A330-200	Inter-Continental	65,000	143,000	475	16,775	358 x 256	141 x 101
AN12***	Inter-Regional & Inter-Continental	18,000	40,000	90	3,180	300 x 250	118 x 98
AN124	Inter-Continental	110,000	243,000	850	30,000	640 x 440	251 x 173
B727-200	Intra-Regional	24,000	53,000	144	5,085	340 x 218	134 x 86
B737-200	Intra-Regional	14,500	32,000	102	3,600	340 x 213	134 x 86
B747-400	Inter-Continental	110,000	242,500	750	26,480	340 x 310	134 x 122
B747-8	Inter-Continental	130,000	286,500	858	30,295	358 x 310	141 x 122
B767-300	Inter-Continental	55,000	121,000	454	16,030	340 x 261	134 x 103
B777	Inter-Continental	103,000	227,000	650	22,950	370 x 305	142 x 120
BAE-146	Intra-Regional	10,000	22,000	85	3,000	330 x 193	130 x 76
FALCON 20	Intra-Regional	2,700	6,000	14	495	188 x 140	71 x 55
Foker 27	Intra-Regional	6,000	13,000	58	2,050	228 x 175	71 x 91
IL76-90	Inter-Continental	50,000	110,000	180	6,350	345 x 340	135 x 134
LEAR 24/25	Intra-Regional	1,200	2,600	5.5	195	91 x 99	36 x 39
MD11	Inter-Continental	80,000	176,500	665	23,500	355 x 259	140 x 102

The above figures are averages. Exact specifications will vary by aircraft and/or aircraft operator.

*Range definitions:

Intra-regional: small aircraft, with ability to fly within geographic regions, e.g. Europe, Middle East, North Asia, South Asia, North America, South America.

Inter-regional: medium size aircraft with ability to fly between geographic regions, e.g. Europe & Middle East; North & South Asia; North America & South America.

Inter-continental: large frame, widebody, aircraft with ability to fly anywhere in the world, e.g. between Asia/ North America; Asia/Europe; Africa/South America

**These are maximum cubic capacities. On average, actual useable cubic capacity is 80-85% of these figures.

***This prop aircraft is able to fly inter-continentially, with multiple stops and crew changes.