

国际贸易实务(双语版)

Chapter 7

Packing and Marking of Commodity



Section One The Function of Packing

Teaching Plan 1

Teaching Contents

1. Section One The Functions of Packing
2. Section Two Kinds of Packing

Teaching time: Two-class hour (90 minutes)

Learning Objectives

1. Understand the problems in transport
2. Master the purpose of packing and practical suggestions for packing methods
3. Understand the concepts of packed cargo, cargo in Bulk and nude cargoes
4. Master the meaning and types of transport packing

Important Points:

1. The purpose of packing and practical suggestions for packing methods
2. The meaning and types of transport packing

Difficult Points:

Types of transport packing

Teaching Methodology:

Questions and Answers; Presentation; Group discussion; Case analysis

Teaching Aids:

PPT, blackboard, multimedia classroom

Section One The Function of Packing

Introduction

Packing can be extremely important in international trade, depending on the type and nature of products and their destination. Packing clause is one of the main conditions in sales contract.

United Nations Convention on Contracts for the International Sale of Goods Article 35, Item 1 prescribes that “The seller must deliver goods which are of the quantity, quality and description required by the contract and which are contained or packaged in the manner required by the contract.” Packing clause is thus also indispensable.

Section One The Function of Packing

1. Problems in Transport

For example: long distance transportation, rough handling, packages are broken, goods are stolen, the stevedores may be illiterate, and unable to read cautionary signs “This Side Up”, etc.

2. Purpose of Packing

1) To protect the products

To achieve this goal, the following points concerning the package should be considered: materials and design; intensity; compression resistance; corrosion prevention; weather adaptability; lightproof; waterproof etc.

Section One The Function of Packing

2. Purpose of Packing

2) To make the products appealing to the buyer

3) To provide information about the products inside, make it easy to carry the products, and provide convenience in using the products

4) Reasonable packing can lessen shipping space and save freight. Good packing can insure the lowest insurance premium.

Section One The Function of Packing

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Section One The Function of Packing

3. Practical Suggestions for Packing Methods

There are three steps in export packing. The first step is to determine the hazards involved in shipping the goods to the foreign destination. The second step is to choose the type of packages which is most suitable for the goods. Whenever possible, the package should be kept as small and light as you can make it be. The third step is to ensure that certain guidelines are observed when the goods are actually packed.

- 1) Protection from corrosion.
- 2) Protection from damage.
- 3) Cartons should not be overfilled.

Section One The Function of Packing

3. Practical Suggestions for Packing Methods

4) Sharp edges on packages should be avoided.

5) Measures of security against hazards, pilferage, fire, corrosion, etc. Should be attended to.

6) Goods like tea must be carefully packed especially to prevent it from absorbing odors and smells from the surrounding cargo.

7) Food articles have to be packed very carefully and in sanitary cans.

8) Cargoes shipped in bulk require little or no packing.

9) As to highly dangerous materials, the shipping companies do lay down specification for packages.

10) As for the goods packed by cases, it is better to line with waterproof or cloth inside the cases.

Section Two Kinds of Packing

I. Packed Cargo, Cargo in Bulk/Bulk Cargo, Nude Cargoes or Naked Cargoes

The kinds of cargoes are various in international trade, from the view point of whether they need packing, they fall into three kinds:

1) **Packed cargo** refers to those which need transport packing, sales packing or both. Most of commodities in international trade need certain degree of packing during the shipping, storing and sales process.

2) **Cargo in bulk/bulk cargo** refers to goods which are shipped or even sold without packages on the conveyance in bulk.

3) **Nude cargoes or naked cargoes** refer to those kinds the qualities of which are more stable and to be shipped without any packages or in simple bundles.

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Section Two Kinds of Packing

II. Transport/Shipping Packing and Sales/Marketing Packing

Many different types of packing are adopted in international trade. According to the role packing plays in the circulation of commodities, packing is usually divided into two broad types, which are “transport packing” and “sales packing”

1. Transport packing (also called shipping packing, big packing, giant packing, outer packing or outside packing)

Transport packing mainly refers to the protective functions of packing, which is to protect commodities not to be influenced or damaged.

Section Two Kinds of Packing

1. Transport packing

On the basis of packing materials and packing methods, transport packing includes: bag, sack, carton, case, box, crate, drum, bale, can/tin, carboy, bundle, pallet, container

The methods of transport packing usually falls into two kinds: single piece packing and collective packing.

1) Types of transport packing

(1) Single piece packing

The cargoes are packed as a single unit, i.e. a measurement unit, in the transport process, such as bags, sacks, cartons, case, box, crate, drum, bale, bundle, etc..

Section Two Kinds of Packing

(2) Collective packing

Collective packing is also called group transport packing by which a certain number single pieces are grouped together to form a big packing or are packed in a big container:

① Pallet(托盘)

The pallet is a kind of single-layer flat carrier which is made according to a certain specification. Certain quantities of single pieces are packed collectively on the flat carrier and tied up in the light of the requirements to form a shipping unit, which makes it convenient to load, unload, lift or pile the goods using machinery in the shipping process.



Section Two Kinds of Packing

① Pallet(托盘)

The pallet is usually made of wood, but it may also be made of plastic, or metal.

A typical size is

1000 × 1200 mm², has a capacity of 2 tons

Other sizes:

800 × 1000 mm²,

800 × 1200 mm²,

1200 × 1600 mm²,

1200 × 1800 mm².

Section Two Kinds of Packing

② Container

The container is a kind of tool used for transportation which can be thought as a particular transport packing of the cargo, usually provided by the shipping company to go around.

The most widely used one is twenty-foot container. We often take a 20-foot container as a measuring unit, i.e., TEU (Twenty-foot Equivalent Unit) to indicate it, it means “being equal to a 20-foot unit”(20 英尺相当单位)



Section Two Kinds of Packing

- **20' container, 20'GP:**

20 feet general purpose (dry freight container)

External dimension: 20F X 8F X 8.6F

Internal dimension: 5.69M X 2.13M X 2.18M

Gross weight: 18 tons, Volume: 24-26m³

- **40' container: 40'GP:**

40 feet general purpose (dry freight container)

External dimension: 40F X 8F X 8.6F

Internal dimension: 11.8M x 2.13M x 2.18M

Gross weight: 22 tons, Volume: 54m³

- **40'HC:40 feet high cube container**

External dimension: 40F X 8F X 9.6F

Internal dimension: 11.8Mx2.13Mx2.72M

Gross weight: 22 tons, Volume: 68m³



Thank You !