

Specification of Competency Standards
for the Logistics Industry
Unit of Competency

Functional Area - Sales, Marketing and Customer Services

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| Title | Handle co-loading market transactions with air freight forwarders |
| Code | LOAFSM402B |
| Range | This unit of competency is applicable to air freight forwarders. Practitioners should be capable to analyse the difference between cargo volume and space booked, and to conduct co-loading market transaction with other air freight forwarders in order to increase the flexibility of freight forwarding agents' service combination and achieve greater profits. |
| Level | 4 |
| Credit | 6 (For Reference Only) |
| Competency | <p>Performance Requirements</p> <p>1. Possess basic knowledge of co-loading market transaction</p> <ul style="list-style-type: none"> • Understand the types and characteristics of air cargo • Understand the process of handling air cargoes • Understand the concepts and operation of co-loading market transaction • Understand the market trend and development to establish effective marketing plan • Understand the legal obligation and compliance of related regulatory requirement of co-loaders. • Understand the business modes of different forwarding agents and responsibilities for business operation • Understand the process to coordinate co-loading market and cargo space • Know about different types of cargo combination in the market <p>2. Handle co-loading market transactions</p> <ul style="list-style-type: none"> • Maintain good relationship with other forwarding agents so as to develop a co-load market network • Collect market information on co-loading market supply/demand for different cargo types or surplus/shortage in co-loading cargo space • Use co-loading market transaction website for co-loading market information exchange, price enquiry and transaction • Process co-loading market transaction documents and handle issues related to transfer of responsibilities • Set up information exchange mechanism • Ensure all the documents are included updated related regulatory requirement and terms to remind the co-loader to comply with • Regular review and notice to co-loaders to ensure their compliance of rules and regulations • Regular review and update from related regulatory departments and association and report to the company |
| Assessment Criteria | <p>This integrated outcome requirements of this unit of competency are:</p> <ul style="list-style-type: none"> • Capable to make effective use the form of co-loading market transaction to increase the profits or reduce the loss of the company; and • Capable to effectively release and collect information on co-loading market transaction. |
| Remark | |