

# Export & Import Training

# EXIT



## Export & Import Trade Invoices Manual

# Cargo Delivery Codes

Cargo Delivery Codes (CDC's) is a good descriptive name for the use of an Incoterm.

How do these codes work in helping us understand an Export Quote and then all the invoices the sellers or buyers gets from their respective agents for the work agents do?

**On the following page is an Export quote.**

How does the price increase from \$11 000 at the factory to \$26 000 at the buyers warehouse?

We covering **one quote, then 42 invoices** for International trade to show you all the activity that could take place between the seller and buyer.

To help you understand this quote, just imagine a pizza place. It has one price for **Eating** at the restaurant (**E** code) and then one price for you coming to **Fetch** it (**F** codes) and one price for you to **Collect** it at a halfway point (**C** codes) and finally one price for them to **Deliver** it to you (**D** codes).

Vaguely, this is what you are going to look at on the next page.

# Seller

# Quote

<b>Supplier</b> Export & Import Trading New York USA	<b>Buyer</b> Export & Import Treats Durban South Africa
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Date 1 January 2011

Product	Place of Add-On Services	Price
1999 cartons Chocolate 21000 kg / 32 cbm Break-bulk on pallets  <b>Before the Export Terminal</b>	<b>1) EXW</b> at 7 Top Street New York USA / Not loaded	<b>11 000.00 USD</b> Get product at our Warehouse. Buyer must Bring the Customs Clearance before we load your truck.
As above  <b>Before the Export Terminal</b>	<b>2) FCA at</b> <b>7 Top Street</b> <b>New York</b> <b>USA / Loaded</b>	<b>12 000.00 USD</b>  We give Customs Clearance
Sea Freight 20ft Container  <b>Inside the Export Terminal</b>	<b>3) FAS / FCA at Container</b> <b>Terminal</b> <b>New York Port</b> <b>Placed in port</b>	<b>13 000.00 USD</b> We Take To Terminal We will pay any Terminal Taxes
As above  <b>Inside the Export Terminal</b>	<b>4) FOB / FCA at Container</b> <b>Terminal</b> <b>New York Port</b> <b>Placed on board ship</b>	<b>14 000.00 USD</b>  We Load at the Terminal
As above  <b>Between Terminals</b>	<b>5) CFR/CPT Container</b> <b>Terminal</b> <b>Durban Port S.A.</b> <b>Not offloaded</b>	<b>15 000.00 USD</b> We pay the freight Buyer's Risks
As above  <b>Between Terminals</b>	<b>6) CIF/CIP Container</b> <b>Terminal</b> <b>Durban Port S.A.</b> <b>Not offloaded</b>	<b>16 000.00 USD</b> We pay the insurance Insurance on Buyer's name
As above  <b>Inside the Import Terminal</b>	<b>7) DAP Container Terminal</b> <b>Durban S.A.</b> <b>Not offloaded from ship</b>	<b>17 000.00 USD</b> We take all risks & costs to the destination port.
As above  <b>Inside the Import Terminal</b>	<b>8) DAT Container Terminal</b> <b>Durban Port S.A.</b> <b>Offloaded from ship</b>	<b>18 000.00 USD</b> We pay to offload at Terminal
As above  <b>Beyond the Import Terminal</b>	<b>9) DAP Export &amp; Import</b> <b>Treats</b> <b>9 Sweet Road Durban S.A.</b>	<b>19 000.00 USD</b> You bring Customs Clearance papers so that we can do the delivery to you.
As above  <b>Beyond the Import Terminal</b>	<b>10) DDP Export &amp; Import</b> <b>Treats</b> <b>9 Sweet Road Durban S.A.</b>	<b>26 000.00 USD</b> We do the import Customs Clearance for you

**Red is the add-on services inside the country of export.**

**Blue is the add-on services between the countries of Export & Import, the sky is blue & sea is blue.**

**Green is the add-on services inside the country of import.**

**The blue Incoterm codes may only be used with water shipping. They may scrap these codes in 2020**

**The black Incoterm codes can be used with Land, Sea & Air**

**Seller's place of handover to buyer, B | B | B - Before - In - Between - In - Beyond**

Depending which code the buyer selects, the seller would make up one of the following **10 invoices** in this manual. These 10 invoice prices would be made up from the price of the product and any ad-on services the seller may need to bring the cargo to the agreed hand-over point (CDC Term or Incoterm).

We will show you the sellers invoice to the buyer and then the invoices the seller would be getting from their service providers. Then we will switch over and show you the invoices the buyer gets from their service providers.

The EXW documents are all the documents the buyer may want for their own requirements and is built into the price of the product, an example would be a Certificate of Origin or a Packing Note. We call these EXW documents because all these documents are generated before the cargo leaves the EXW address, even if the final agreed buying code is FOB.

The seller is going to take out some **cargo journey insurance** from once the product is lifted for loading at the EXW address and cover the risks as it is moved to the final agreed buying code address.

On the first invoice, EXW, there would be no service provider invoices as this is the code in which the seller just makes the product available at the agreed place.

The 9 invoices after EXW (from FCA to DDP), you will see invoices showing you how the seller has made some profit on those services that were contracted out to a shipping type service company. In other words, the seller put a markup on those invoices. This is a normal practice in any type of business.

#### Service provider types. CIF

- A) **C**ustoms Clearance.
- B) **I**nsurance.
- C) **F**orwarding Services.

#### 1) EXW : **B**efore the Export Terminal

On the next page is the Seller's EXW invoice to buyer.

# EXIT : Export & Import Trading

P.O. Box 963 New York 5555

Tel. 082 9266190

Email: sales@exit.com

Web: www.exit.com

## Invoice

DATE	1st January 2011		
INVOICE NUMBER	ZUK		
Company Name	<b>Export &amp; Import Treats</b>		
NAME	Jim Merrington		
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>		
Companies Address	9 Sweet Road Durban South Africa		
Postal Code			
TELEPHONE NO: (office) 555 6969	Fax: 555 6968	Cell 082 555 6969	

<b>Products</b>	<b><u>Rate</u></b>	<b><u>Total Cost</u></b>
1999 cartons M&M Chocolate H.S. No. 180621	\$11000	
EXW 7 Top Street New York USA Incoterms 2010		
Balance outstanding		<b>\$11000</b>

<b>Name Of Account:</b>	<b>Exit</b>
<b>Type of account</b>	<b>Current</b>
<b>Bank:</b>	Bank of America
<b>Branch</b>	New York
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

Everything we do in life has 3 components.

A) **Risks**

B) **Costs**

C) **Tasks**

If you brush your teeth?

**Risk**, you may not open your mouth in time while you are pushing the tooth brush towards your mouth and knock your tooth out.

**Cost**, you need to have some toothpaste, toothbrush and some energy in your arm to do the job.

**Tasks**, you need to know how to do the job of brushing your teeth.

Just give a 2 year old child a toothbrush and a tube of toothpaste (remove the cap), then stand back and enjoy the show.

In EXW, the Buyer's driver (service provider) is first going to sign a receipt produced by the seller for the cargo before the seller loads the cargo at the buyer's risk.

If the buyer's service provider does not want to comply then they can bring their own staff and equipment to load the cargo.

The EXW code is specifically designed to load at buyer's risk.

The buyer needs to do the Export Customs Clearance. The seller must ensure to get this from the buyer's agent and keep that on file for when Customs come to do an audit on the Seller's International Trade license. Customs look at records going back for 2 years.

The reason why the industry invented a Packing Note was to hide the value of the cargo from all the people that will handle the shipment.

As an example, the invoice may say "10 cartons Rolex watches" and the Packing Note will say "10 cartons accessories".

On the next page is a Packing Note.

# EXIT : Export & Import Trading

P.O. Box 963 New York 5555  
Tel. 082 9266190

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Email: sales@exit.com

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Web: www.exit.com

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## Packing Note

DATE	1st January 2011	
Packing Note Number	PAG	
Cargo For Company Name	<b>Export &amp; Import Treats</b>	
Contac Name	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address for Delivery	9 Sweet Road Durban South Africa	
TELEPHONE NO: (office) 555 6969	Fax: 555 6968	Cell 082 555 6969
<b>Products</b> 1999 cartons M&M Chocolate H.S. No. 180621		
Cargo Received at EXW 7 Top Street New York USA Incoterms 2010		
<b>Driver's name</b>	<input type="text"/>	
<b>Date and time</b>	<input type="text"/>	
<b>Driver's Signature</b>	<input type="text"/>	

**It is called a Packing Note not List, a fixed value is called a "note".**

## **2) FCA : Before the Export Terminal**

**The seller's additional responsibilities after EXW.**

**Loading the collecting vehicle.**

**Insurance on loading the vehicle.**

**Doing the export Customs Clearance.**

**The seller is charging an extra \$1000 for this service.**

**This gives a total price of \$12 000.**

**Please note that the increase in prices is no indication of what these services really cost but just an easy number to show the costs.**



# EXIT : Export & Import Trading

P.O. Box 963 New York 5555  
Tel. 082 9266190

Email: sales@exit.com

Web: www.exit.com

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	PAP	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 555 6969	Fax: 555 6968	Cell 082 555 6969

<b>Products</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
1999 cartons M&M Chocolate H.S. No. 180621	\$12000	
FCA 7 Top Street New York USA Incoterms 2010		
Balance outstanding		<b>\$12000</b>

<b>Name Of Account:</b>	<b>Exit</b>
<b>Type of account</b>	<b>Current</b>
<b>Bank:</b>	Bank of America
<b>Branch</b>	New York
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**What does the additional \$1000 cover?**

**\$120 Insurance to load the truck.**

**\$200 Customs Clearance.**

**\$100 Export Loading Services.**

**\$420 Total cost**

**\$580 Profit to seller for moving onto FCA**

# Export & Import Insurance USA

P.O. Box 999 New York 5555  
Tel. 089 9266190

Email: [study@insurance.com](mailto:study@insurance.com)

Web: [www.insurance.com](http://www.insurance.com)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	FAG	
Company Name	<b>Export &amp; Import Trading</b>	
NAME	Joseph Cubby	
E-Mail	<a href="mailto:josephcubby@gmail.com">josephcubby@gmail.com</a>	
Companies Address	7 Top Street New York USA	
Postal Code		
TELEPHONE NO: (office) 444 6672	Fax: 444 6968	Cell 082 9266 190
<b>Trade services</b>		
Insurance for 1999 cartons Chocolate H.S. Code 180621 cost @ 1% of insured value of \$12 000 Loading at 7 Top Street New York	<b><i>Rate</i></b> \$120	<b><i>Total Cost</i></b>
Balance outstanding		<b>\$120</b>
<b>Name Of Account:</b>	<b>EXII USA</b>	
<b>Type of account</b>	<b>Current</b>	
<b>Bank:</b>	Great Western	
<b>Branch</b>	New York	
<b>Branch Number.</b>	130526	
<b>Account Number</b>	1305730720	

# Export & Import Customs Clearing Services USA

P.O. Box 444 New York 5555  
Tel. 083 9266190

Email: [study@customs.com](mailto:study@customs.com)

Web: [www.customs.com](http://www.customs.com)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	DKU	
Company Name	<b>Export &amp; Import Trading</b>	
NAME	Joseph Cubby	
E-Mail	<a href="mailto:josephcubby@gmail.com">josephcubby@gmail.com</a>	
Companies Address	7 Top Street New York USA	
Postal Code		
TELEPHONE NO: (office) 555 6672	Fax: 555 6968	Cell 082 555 6969
<b>Trade services</b>		
For 1999 cartons Chocolate H.S. Code 180621	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
Export Customs Clearance	\$200	
Balance outstanding		<b>\$200</b>
<b>Name Of Account:</b>	<b>Customs Clearance</b>	
<b>Type of account</b>	<b>Current</b>	
<b>Bank:</b>	Fannie Mae	
<b>Branch</b>	New York	
<b>Branch Number.</b>	130526	
<b>Account Number</b>	1305730720	

# Export & Import Forwarding Services USA

P.O. Box 333 New York 5555

Tel. 081 9266190

Email: [study@forwarding.com](mailto:study@forwarding.com)

Web: [www.forwarding.com](http://www.forwarding.com)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	TJM	
Company Name	<b>Export &amp; Import Trading</b>	
NAME	Joseph Cubby	
E-Mail	<a href="mailto:josephcubby@gmail.com">josephcubby@gmail.com</a>	
Companies Address	7 Top Street New York USA	
Postal Code		
TELEPHONE NO: (office)444 6672	Fax: 444 6968	Cell 082 9266190

<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
For 1999 cartons Chocolate H.S. Code 180621 At 7 Top Street		
Export loading service	R          100.00	
Balance outstanding		<b>\$100</b>

<b>Name Of Account:</b>	<b>Forwarding Services</b>
<b>Type of account</b>	<b>Current</b>
<b>Bank:</b>	City Bank
<b>Branch</b>	New York
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

### 3) FAS : Inside the Export Terminal

**FAS is a water only code.** The equivalent for land & air would be FCA, e.g. FCA airport airline counter New York Airport.

The seller's additional responsibilities after FCA.

**Taking the cargo to the terminal.**

**Insurance to the terminal.**

**Paying any terminal taxes.**

The seller is charging an extra \$1000 for this service.

This gives a total price of \$13 000.

**A special note.**

**Insure the value of the empty shipping company container into the insurance policy.**

# EXIT : Export & Import Trading

P.O. Box 963 New York 5555  
Tel. 082 9266190

Email: sales@exit.com

Web: www.exit.com

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	ABC	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 555 6969	Fax: 555 6968	Cell 082 555 6969

<b>Products</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
1999 cartons M&M Chocolate H.S. No. 180621	\$13000	
FAS placed in port of New York USA Incoterms 2010		
Balance outstanding		<b>\$13000</b>

<b>Name Of Account:</b>	<b>Exit</b>
<b>Type of account</b>	<b>Current</b>
<b>Bank:</b>	Bank of America
<b>Branch</b>	New York
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**What does the additional \$1000 cover?**

**\$130 Insurance up to delivered in terminal.**

**\$120 Bring empty container for packing.**

**\$180 Transport to terminal.**

**\$220 Terminal Taxes (Cargo Dues)**

**\$650 Total cost**

**\$350 Profit to seller for moving onto FAS**

**\$580 Profit on previous services**

**\$930 Total profit on services.**

**In reality, the money spent on previous insurance is deducted and makes an extra profit. Keep this point in mind as we move along the prices to places further along the route between the seller and buyer.**

**The same thing happens with the buyer when we start on those invoices, theirs is an extra saving.**

**We are not going to show those extra profits or savings. We want to keep this as a simple lesson to understand invoices, not actual costs.**



# Export & Import Insurance USA

P.O. Box 999 New York 5555

Tel. 089 9266190

Email: [study@insurance.com](mailto:study@insurance.com)

Web: [www.insurance.com](http://www.insurance.com)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	LOP	
Company Name	<b>Export &amp; Import Trading</b>	
NAME	Joseph Cubby	
E-Mail	<a href="mailto:josephcubby@gmail.com">josephcubby@gmail.com</a>	
Companies Address	7 Top Street New York USA	
Postal Code		
TELEPHONE NO: (office) 444 6672	Fax: 4444 6968	Cell 082 9266 190
<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
Insurance for 1999 cartons Chocolate H.S. Code 180621 cost @ 1% of insured value of \$13 000 Loading at 7 Top Street New York up to off-loaded at New York Port	\$130	
Balance outstanding		<b>\$130</b>
<b>Name Of Account:</b>	<b>EXII USA</b>	
<b>Type of account</b>	<b>Current</b>	
<b>Bank:</b>	Great Western	
<b>Branch</b>	New York	
<b>Branch Number.</b>	130526	
<b>Account Number</b>	1305730720	

**On the following page we have Terminal Taxes on the invoice.**

**Do not confuse this with Customs duties or Vat (sales tax).**

**This is the money governments use to build and maintain terminals.**

**The governments have 3 ways to raze this tax.**

**1) Invoice the trader.**

**2) Invoice the Carrier Companies.**

**3) Invoice the Terminal operator who can then recover that from the users of the terminal.**

**In South Africa we only see the sea terminals taxes as they are using method one.**

# Export & Import Forwarding Services USA

P.O. Box 333 New York 5555  
Tel. 081 9266190

Email: [study@forwarding.com](mailto:study@forwarding.com)

Web: [www.forwarding.com](http://www.forwarding.com)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	YAN	
Company Name	<b>Export &amp; Import Trading</b>	
NAME	Joseph Cubby	
E-Mail	<a href="mailto:josephcubby@gmail.com">josephcubby@gmail.com</a>	
Companies Address	7 Top Street New York USA	
Postal Code		
TELEPHONE NO: (office) 444 6672	Fax: 444 6968	Cell 082 9266 190

<b>Trade services</b>	<b><u>Rate</u></b>	<b><u>Total Cost</u></b>
1999 cartons Chocolate H.S. Code 180621		
Terminal Tax (cargo Dues) Warfage	\$220	
Pick up empty container at depot		
Bring empty container for loading	\$120	
Take full container to port	\$180	
Balance outstanding		<b>\$520</b>

<b>Name Of Account:</b>	<b>Forwarding Services</b>
<b>Type of account</b>	<b>Current</b>
<b>Bank:</b>	City Bank
<b>Branch</b>	New York
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

#### 4) FOB : Inside the Export Terminal

**FOB is a water only code.** The equivalent for land & air would be FCA, e.g. FCA on board flight New York Airport.

The seller's additional responsibilities after FAS.

**Loading the ship.**

**Insurance up to loaded on ship.**

The seller is charging an extra \$1000 for this service.  
This gives a total price of \$14 000.

# EXIT : Export & Import Trading

P.O. Box 963 New York 5555  
Tel. 082 9266190

Email: [sales@exit.com](mailto:sales@exit.com)

Web: [www.exit.com](http://www.exit.com)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	KNJ	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 555 6969	Fax: 555 6968	Cell 082 555 6969

<b>Products</b>	<b><u>Rate</u></b>	<b><u>Total Cost</u></b>
1999 cartons M&M Chocolate H.S. No. 180621	\$14000	
FOB placed on board ship in port of New York Incoterms 2010		
Balance outstanding		<b>\$14000</b>

<b>Name Of Account:</b>	<b>Exit</b>
<b>Type of account</b>	<b>Current</b>
<b>Bank:</b>	Bank of America
<b>Branch</b>	New York
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**What does the additional \$1000 cover?**

**\$140 Insurance up to loaded on ship in port.**

**\$660 Load the ship.**

**\$800 Total cost**

**\$ 200 Profit to seller for moving onto FOB**

**\$ 930 Profit on previous services**

**\$1130 Total profit on services.**

# Export & Import Insurance USA

P.O. Box 999 New York 5555

Tel. 089 9266190

Email: [study@insurance.com](mailto:study@insurance.com)

Web: [www.insurance.com](http://www.insurance.com)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	QWE	
Company Name	<b>Export &amp; Import Trading</b>	
NAME	Joseph Cubby	
E-Mail	<a href="mailto:josephcubby@gmail.com">josephcubby@gmail.com</a>	
Companies Address	7 Top Street New York USA	
Postal Code		
TELEPHONE NO: (office) 444 6672	Fax: 444 6968	Cell 082 9266 190
<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
Insurance for 1999 cartons Chocolate H.S. Code 180621		
Cost @ 1% of insured value of \$14 000 Loading at 7 Top Street New York up to loaded on board ship at New York Port	\$140	
Balance outstanding		<b>\$140</b>
<b>Name Of Account:</b>	<b>EXII USA</b>	
<b>Type of account</b>	<b>Current</b>	
<b>Bank:</b>	Great Western	
<b>Branch</b>	New York	
<b>Branch Number.</b>	130526	
<b>Account Number</b>	1305730720	

**Loading of ship charges is often called THC for containerized cargo, which means Terminal Handling Charge.**

**For bulk or break-bulk cargo it is called shipping charges.**

**Bulk cargo is when the ship is the “packet” meaning the ship gives the shape of the cargo, like a tanker ship for liquid or a Bulk Carrier that takes coal.**

**Break-bulk is the 6 B’s, which could be palletized for easier handling.**

**Boxes**

**Bales**

**Bundles**

**Barrels**

**Bags**

**Bare (naked) like a car-carrier truck, no packaging.**



# Export & Import Forwarding Services USA

P.O. Box 333 New York 5555  
Tel. 081 9266190

Email: [study@forwarding.com](mailto:study@forwarding.com)

Web: [www.forwarding.com](http://www.forwarding.com)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	RTY	
Company Name	<b>Export &amp; Import Trading</b>	
NAME	Joseph Cubby	
E-Mail	<a href="mailto:josephcubby@gmail.com">josephcubby@gmail.com</a>	
Companies Address	7 Top Street New York USA	
Postal Code		
TELEPHONE NO: (office) 444 6672	Fax: 444 6968	Cell 082 9266 190

<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
1999 cartons Chocolate H.S. Code 180621		
Loading on board ship Terminal Handling Charge THC	\$660	
Balance outstanding		<b>\$660</b>

<b>Name Of Account:</b>	<b>Forwarding Services</b>
<b>Type of account</b>	<b>Current</b>
<b>Bank:</b>	City Bank
<b>Branch</b>	New York
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

5) CFR : **Between in Export & Import Terminals**

**CFR is a water only code.** The equivalent for land & air would be CPT.

The seller's additional responsibilities after FOB.

**Freight, the cost from terminal of loading to terminal of destination.**

The seller is charging an extra \$1000 for this service.  
This gives a total price of \$15 000.

The reason we say "between Export & Import Terminals" is that the seller must pay the carrier to get the cargo to the destination terminal, but if for some reason the carrier does not arrive at the Import terminal, game over, buyer's bad luck.

# EXIT : Export & Import Trading

P.O. Box 963 New York 5555  
Tel. 082 9266190

Email: sales@exit.com

Web: www.exit.com

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	BGL	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 555 6969	Fax: 555 6968	Cell 082 555 6969

<b>Products</b>	<b><u>Rate</u></b>	<b><u>Total Cost</u></b>
1999 cartons M&M Chocolate H.S. No. 180621	\$15000	
CFR Durban Container Terminal South Africa Incoterms 2010		
<b>Freight paid</b>		
Balance outstanding		<b>\$15000</b>

<b>Name Of Account:</b>	<b>Exit</b>
<b>Type of account</b>	<b>Current</b>
<b>Bank:</b>	Bank of America
<b>Branch</b>	New York
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**What does the additional \$1000 cover?**

**\$150 Insurance up to loaded on board and insurance on the freight.**

**\$700 Freight**

**\$850 Total cost**

**\$ 150 Profit to seller for moving onto CFR**

**\$1130 Profit on previous services**

**\$1280 Total profit on services.**

**The reason for insuring the freight is that often the following clause is found in the T's & C's of the shipping companies.**

**“Freight is deemed fully earned on receipt of the goods by the carrier and shall be paid and non-refundable in any event.”**

**So if something happen to the cargo inside the loading terminal, the terminal is helping the carrier take receipt of the cargo, then the seller has insured the freight which still needs to be paid.**

# Export & Import Insurance USA

P.O. Box 999 New York 5555  
Tel. 082 9266190

Email: [study@insurance.com](mailto:study@insurance.com)

Web: [www.insurance.com](http://www.insurance.com)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	UIO	
Company Name	<b>Export &amp; Import Trading</b>	
NAME	Joseph Cubby	
E-Mail	<a href="mailto:josephcubby@gmail.com">josephcubby@gmail.com</a>	
Companies Address	7 Top Street New York USA	
Postal Code		
TELEPHONE NO: (office) 444 6672	Fax: 444 6968	Cell 082 9266 190
<b>Trade services</b>		
Insurance for 1999 cartons Chocolate H.S. Code 180621 cost @ 1% of insured value of \$15 000 Loading at 7 Top Street New York up to loaded on ship at New York Port Freight paid	<b><i>Rate</i></b> \$150	<b><i>Total Cost</i></b>
Balance outstanding		<b>\$150</b>
<b>Name Of Account:</b>	<b>EXII USA</b>	
<b>Type of account</b>	<b>Current</b>	
<b>Bank:</b>	Great Western	
<b>Branch</b>	New York	
<b>Branch Number.</b>	130526	
<b>Account Number</b>	1305730720	

**The best way to remember the word freight is to think of the word foreign.**

**Transport is from Town to Town (domestic) Transport charges**

**Carrier is from Country to Country (international) Freight charges, the cost between 2 terminals in 2 different countries.**

**When you fly domestically and they say “welcome aboard”, this is technically incorrect as you can only welcome someone aboard if the vessel is going abroad.**

# Export & Import Forwarding Services USA

P.O. Box 333 New York 5555

Tel. 081 9266190

Email: [study@forwarding.com](mailto:study@forwarding.com)

Web: [www.forwarding.com](http://www.forwarding.com)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	PLM	
Company Name	<b>Export &amp; Import Trading</b>	
NAME	Joseph Cubby	
E-Mail	<a href="mailto:josephcubby@gmail.com">josephcubby@gmail.com</a>	
Companies Address	7 Top Street New York USA	
Postal Code		
TELEPHONE NO: (office) 444 6672	Fax: 444 6968	Cell 082 9266 190
<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
1999 cartons Chocolate H.S. Code 180621 Freight New York to Durban Freight	\$700	
Balance outstanding		<b>\$700</b>
<b>Name Of Account:</b>	<b>Forwarding Services</b>	
<b>Type of account</b>	<b>Current</b>	
<b>Bank:</b>	City Bank	
<b>Branch</b>	New York	
<b>Branch Number.</b>	130526	
<b>Account Number</b>	1305730720	

6) CIF : **Between the Export & Import Terminals**

**CIF is a water only code.** The equivalent for land & air would be CIP.

The seller's additional responsibilities after CFR.

**Insurance on buyer's name from port of loading to port of destination.**

The seller is charging an extra \$1000 for this service.

This gives a total price of \$16 000.



# EXIT : Export & Import Trading

P.O. Box 963 New York 5555  
Tel. 082 9266190

Email: sales@exit.com

Web: www.exit.com

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	YKA	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 555 6969	Fax: 555 6968	Cell 082 555 6969

<b>Products</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
1999 cartons M&M Chocolate H.S. No. 180621	\$16000	
CIF Durban Container Terminal South Africa Incoterms 2010 <b>Insurance &amp; Freight paid</b>		
Balance outstanding		<b>\$16000</b>

<b>Name Of Account:</b>	<b>Exit</b>
<b>Type of account</b>	<b>Current</b>
<b>Bank:</b>	Bank of America
<b>Branch</b>	New York
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**What does the additional \$1000 cover?**

**\$140 Insurance up to loaded on board on seller's name.**

**\$160 Insurance from load port to discharge port on buyer's name.**

**\$300 Total cost**

**\$ 700 Profit to seller for moving onto CIF**

**\$1280 Profit on previous services**

**\$1980 Total profit on services.**

# Export & Import Insurance USA

P.O. Box 999 New York 5555

Tel. 089 9266190

Email: [study@insurance.com](mailto:study@insurance.com)

Web: [www.insurance.com](http://www.insurance.com)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	NBV	
Company Name	<b>Export &amp; Import Trading</b>	
NAME	Joseph Cubby	
E-Mail	<a href="mailto:josephcubby@gmail.com">josephcubby@gmail.com</a>	
Companies Address	7 Top Street New York USA	
Postal Code		
TELEPHONE NO: (office) 444 6672	Fax: 444 6968	Cell 082 9266 190

<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
Insurance for 1999 cartons Chocolate H.S. Code 180621 cost @ 1% of insured value of \$16 000 Loaded at Port New York up to ship birthed Durban Port Insurance on Buyer's name	\$160	
Insurance on seller's name for \$14 000 from Seller's place to loaded on board ship	\$140	
Balance outstanding		<b>\$300</b>

<b>Name Of Account:</b>	<b>EXII USA</b>
<b>Type of account</b>	<b>Current</b>
<b>Bank:</b>	Great Western
<b>Branch</b>	New York
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**7) DAP : Inside the Import Terminal (Blue)**

**The seller's additional responsibilities after CIF.**

**Insurance on seller's name up to port of destination.**

**The seller is charging an extra \$1000 for this service.  
This gives a total price of \$17 000.**

# EXIT : Export & Import Trading

P.O. Box 963 New York 5555  
Tel. 082 9266190

Email: sales@exit.com

Web: www.exit.com

## Invoice

DATE	1st January 2011		
INVOICE NUMBER	WQL		
Company Name	<b>Export &amp; Import Treats</b>		
NAME	Jim Merrington		
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>		
Companies Address	9 Sweet Road Durban South Africa		
Postal Code			
TELEPHONE NO: (office) 555 6969	Fax: 555 6968	Cell 082 555 6969	

<b>Products</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
1999 cartons M&M Chocolate H.S. No. 180621	\$17 000	
DAP Durban Container Terminal South Africa Incoterms 2010 <b>Not unloaded from ship</b>		
Balance outstanding		<b>\$17 000</b>

<b>Name Of Account:</b>	<b>Exit</b>
<b>Type of account</b>	<b>Current</b>
<b>Bank:</b>	Bank of America
<b>Branch</b>	New York
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**What does the additional \$1000 cover?**

**\$170 Insurance up to ship birthed at Durban port**

**\$170 Total cost**

**\$ 830 Profit to seller for moving onto DAP (blue)**

**\$1980 Profit on previous services**

**\$2810 Total profit on services.**

# Export & Import Insurance USA

P.O. Box 999 New York 5555

Tel. 089 9266190

Email: [study@exit.com](mailto:study@exit.com)

Web: [www.exit.com](http://www.exit.com)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	LKJ	
Company Name	<b>Export &amp; Import Trading</b>	
NAME	Joseph Cubby	
E-Mail	<a href="mailto:josephcubby@gmail.com">josephcubby@gmail.com</a>	
Companies Address	7 Top Street New York USA	
Postal Code		
TELEPHONE NO: (office) 444 6672	Fax: 444 6968	Cell 082 9266 190
<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
Insurance for 1999 cartons Chocolate H.S. Code 180621 cost @ 1% of insured value of \$17 000 Loading at 7 Top Street New York up to ship birthed at Durban Port	\$170	
Balance outstanding		<b>\$170</b>
<b>Name Of Account:</b>	<b>EXII USA</b>	
<b>Type of account</b>	<b>Current</b>	
<b>Bank:</b>	Great Western	
<b>Branch</b>	New York	
<b>Branch Number.</b>	130526	
<b>Account Number</b>	1305730720	

## **8) DAT : Inside the Import Terminal**

**The seller's additional responsibilities after DAP.**

**Insurance to unloading at port of destination.**

**Cost of offloading ship.**

**Terminal Tax**

**The seller is charging an extra \$1000 for this service.**

**This gives a total price of \$18 000.**



# EXIT : Export & Import Trading

P.O. Box 963 New York 5555  
Tel. 082 9266190

Email: sales@exit.com

Web: www.exit.com

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	SDK	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 555 6969	Fax: 555 6968	Cell 082 555 6969

<b>Products</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
1999 cartons M&M Chocolate H.S. No. 180621	\$18 000	
DAT Durban Container Terminal South Africa Incoterms 2010 <b>Unladed from ship</b>		
Balance outstanding		<b>\$18 000</b>

<b>Name Of Account:</b>	<b>Exit</b>
<b>Type of account</b>	<b>Current</b>
<b>Bank:</b>	Bank Of America
<b>Branch</b>	New York
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**What does the additional \$1000 cover?**

**\$180 Insurance up to cargo offloaded at Durban port**

**\$300 Offload ship THC**

**\$320 Terminal Tax (cargo dues)**

**\$800 Total cost**

**\$ 200 Profit to seller for moving onto DAT**

**\$2810 Profit on previous services**

**\$3010 Total profit on services.**

# Export & Import Insurance USA

P.O. Box 999 New York 5555  
Tel. 089 9266190

Email: [study@insurance.com](mailto:study@insurance.com)

Web: [www.insurance.com](http://www.insurance.com)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	GHJ	
Company Name	<b>Export &amp; Import Trading</b>	
NAME	Joseph Cubby	
E-Mail	<a href="mailto:josephcubby@gmail.com">josephcubby@gmail.com</a>	
Companies Address	7 Top Street New York USA	
Postal Code		
TELEPHONE NO: (office) 444 6672	Fax: 444 6968	Cell 082 9266 190
<b>Trade services</b> Insurance for 1999 cartons Chocolate H.S. Code 180621 cost @ 1% of insured value of \$18 000 Loading at 7 Top Street New York up to ship off-loaded at Durban Port	<b><i>Rate</i></b> \$180	<b><i>Total Cost</i></b>          <b>\$180</b>
Balance outstanding		
<b>Name Of Account:</b> <b>Type of account</b> <b>Bank:</b> <b>Branch</b> <b>Branch Number.</b> <b>Account Number</b>	<b>EXII USA</b> <b>Current</b> Great Western New York 130526 1305730720	

**The reason for paying the Terminal Tax at this point is that the rule on this is “they that touch the terminal pays the tax”**

**On the export side, the driver bringing the cargo into the terminal is the one touching the terminal for the first time.**

**Therefore whoever is paying the trucking company to bring in the container into the terminal is then slapped with the terminal tax.**

**On the import side, the crane driver offloading the ship is getting the container to touch the quayside for the first time.**

**Therefore whoever is paying the offloading company is then slapped with the terminal tax.**

# Export & Import Forwarding Services USA

P.O. Box 333 New York 5555

Tel. 081 9266190

Email: [study@forwarding.com](mailto:study@forwarding.com)

Web: [www.forwarding.com](http://www.forwarding.com)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	NBV	
Company Name	<b>Export &amp; Import Trading</b>	
NAME	Joseph Cubby	
E-Mail	<a href="mailto:josephcubby@gmail.com">josephcubby@gmail.com</a>	
Companies Address	7 Top Street New York USA	
Postal Code		
TELEPHONE NO: (office) 444 6672	Fax: 444 6968	Cell 082 9266 190

<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
1999 cartons Chocolate H.S. Code 180621		
Off Loading ship		
Terminal Handling Charge THC	\$300	
Terminal Tax (cargo dues)	\$320	
Balance outstanding		<b>\$620</b>

<b>Name Of Account:</b>	<b>Forwarding Services</b>
<b>Type of account</b>	<b>Current</b>
<b>Bank:</b>	City Bank
<b>Branch</b>	New York
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**9) DAP : Beyond the Import Terminal (Green)**

**The seller's additional responsibilities after DAT.**

**Insurance to delivery address beyond the terminal.  
Transporting the cargo from the terminal to place of delivery**

**The seller is charging an extra \$1000 for this service.  
This gives a total price of \$19 000.**

# EXIT : Export & Import Trading

P.O. Box 963 New York 5555

Tel. 082 9266190

Email: sales@exit.com

Web: www.exit.com

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	EXF	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 555 6969	Fax: 555 6968	Cell 082 555 6969
<b>Products</b> 1999 cartons M&M Chocolate H.S. No. 180621	<b><i>Rate</i></b> \$19 000	<b><i>Total Cost</i></b>
DAP Sweet Road Durban Incoterms 2010 <b>Not Import Customs Cleared</b>		
Balance outstanding		<b>\$19 000</b>
<b>Name Of Account:</b> <b>Type of account</b> <b>Bank:</b> <b>Branch</b> <b>Branch Number.</b> <b>Account Number</b>	<b>Exit</b> <b>Current</b> Bank of America New York 130526 1305730720	

**What does the additional \$1000 cover?**

**\$190 Insurance up to delivered to address beyond the terminal**

**\$660 Delivery of cargo**

**\$850 Total cost**

**\$ 150 Profit to seller for moving onto DAP (green)**

**\$3010 Profit on previous services**

**\$3160 Total profit on services**



# Export & Import Insurance USA

P.O. Box 999 New York 5555

Tel. 089 9266190

Email: [study@insurance.com](mailto:study@insurance.com)

Web: [www.insurance.com](http://www.insurance.com)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	YHN	
Company Name	<b>Export &amp; Import Trading</b>	
NAME	Joseph Cubby	
E-Mail	<a href="mailto:josephcubby@gmail.com">josephcubby@gmail.com</a>	
Companies Address	7 Top Street New York USA	
Postal Code		
TELEPHONE NO: (office) 444 6672	Fax: 444 6968	Cell 082 9266 190
<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
Insurance for 1999 cartons Chocolate H.S. Code 180621 cost @ 1% of insured value of \$19 000 Loading at 7 Top Street New York up to arrival at 9 Sweet Road Durban	\$190	
Balance outstanding		<b>\$190</b>
<b>Name Of Account:</b>	<b>EXII USA</b>	
<b>Type of account</b>	<b>Current</b>	
<b>Bank:</b>	Great Western	
<b>Branch</b>	New York	
<b>Branch Number.</b>	130526	
<b>Account Number</b>	1305730720	

**It is unfortunate that the 2010 code DAP replaced 2 codes**

**DES not unloaded inside the terminal. (blue)**

**DDU not unloaded beyond the terminal. (green)**

**It would be easier to learn these codes if DAP replaced only one of the code. It makes sense for it to replace DES as that was a **water only** code.**

**It would have been less confusing if they left the code DDU as is, then we would have had DAP inside the Import Terminal and DDU for beyond the Import terminal. The ICC may fix this in 2020 and bring back the code DDU, it makes a lot of sense to do that.**

# Export & Import Forwarding Services USA

P.O. Box 333 New York 5555

Tel. 081 9266190

Email: [study@forwarding.com](mailto:study@forwarding.com)

Web: [www.forwarding.com](http://www.forwarding.com)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	WDC	
Company Name	<b>Export &amp; Import Trading</b>	
NAME	Joseph Cubby	
E-Mail	<a href="mailto:josephcubby@gmail.com">josephcubby@gmail.com</a>	
Companies Address	7 Top Street New York USA	
Postal Code		
TELEPHONE NO: (office) 444 6672	Fax: 444 6968	Cell 082 9266 190
<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
1999 cartons Chocolate H.S. Code 180621		
Transport from Durban port to 9 Sweet Road Durban	\$500	
Empty container returned to depot	\$160	
Balance outstanding		<b>\$660</b>
<b>Name Of Account:</b>	<b>Forwarding Services</b>	
<b>Type of account</b>	<b>Current</b>	
<b>Bank:</b>	City Bank	
<b>Branch</b>	New York	
<b>Branch Number.</b>	130526	
<b>Account Number</b>	1305730720	

**10) DDP : Beyond the Import Terminal**

**The seller's additional responsibilities after DAP.**

**Customs Clearance.**

**The seller is charging an extra \$7000 for this service.  
This gives a total price of \$26 000.**

# EXIT : Export & Import Trading

P.O. Box 963 New York 5555  
Tel. 082 9266190

Email: sales@exit.com

Web: www.exit.com

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	CUT	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 555 6969	Fax: 555 6968	Cell 082 555 6969

<b>Products</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
1999 cartons M&M Chocolate H.S. No. 180621	\$26 000	
DDP 9 Sweet Road Durban South Africa Incoterms 2010 <b>Import Customs Cleared</b>		
Balance outstanding		<b>\$26 000</b>

<b>Name Of Account:</b>	<b>Exit</b>
<b>Type of account</b>	<b>Current</b>
<b>Bank:</b>	Bank of America
<b>Branch</b>	New York
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**What does the additional \$7000 cover?**

**\$6160 Customs Clearance**

**\$6160 Total cost**

**\$ 840 Profit to seller for moving onto DDP**

**\$3160 Profit on previous services**

**\$4000 Total profit on services.**

# Export & Import Customs Clearing services USA

P.O. Box 444 New York 5555  
Tel. 083 9266190

Email: [study@customs.com](mailto:study@customs.com)

Web: [www.customs.com](http://www.customs.com)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	GAP	
Company Name	<b>Export &amp; Import Trading</b>	
NAME	Joseph Cubby	
E-Mail	<a href="mailto:josephcubby@gmail.com">josephcubby@gmail.com</a>	
Companies Address	7 Top Street New York USA	
Postal Code		
TELEPHONE NO: (office) 444 6672	Fax: 444 6968	Cell 082 9266 190

	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
<b>Trade services</b>		
For 1999 cartons		
Chocolate H.S. Code 180621		
Import Customs Clearance	\$812	
Fob value for import duty \$14 000		
20% import duties	\$2 800	
14% Vat on 10% upliftment	\$2 548	
Balance outstanding		<b>\$6 160</b>

<b>Name Of Account:</b>	<b>Customs Clearance</b>
<b>Type of account</b>	<b>Current</b>
<b>Bank:</b>	Fannie Mae
<b>Branch</b>	New York
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

# Buyer

Now we are going to look at this from the buyer's side.

We are going to start with the buyer buying DDP and moving up step by step up to EXW on the quote.

We are not going to show you the invoices from seller to buyer (we have covered that) but only the service provider's invoices to the buyer.

Just for this exercise, we are going to make the service provider's invoices to the buyer a little more expensive than what the seller paid for the same service, but that it worked out cheaper because the buyer is getting those services at cost (no mark-ups).

With the DDP code, the seller's risk ends and the buyer's risk starts when the truck stops at the address next to the DDP code.

10) DDP : **Beyond the Import Terminal** : \$26 000

The Buyer's additional responsibilities after DDP.

**Insurance for offloading and placing cargo into storage.**

The buyer is paying an extra \$260 for this cargo journey insurance. This gives a total price of \$26 260.

To cover the buyer's risk, the buyer takes out insurance for the risk of unloading the seller's (service provider's) truck & place into storage.



# Export & Import Insurance South Africa

P.O. Box 888 Durban 4000  
Tel. 088 9266190

Email: [study@insurance.co.za](mailto:study@insurance.co.za)

[www.insurance.co.za](http://www.insurance.co.za)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	FFD	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 031 555 6672	Fax: 031 555 6968	Cell 082 555 6969

<b>Trade services</b>	<b><u>Rate</u></b>	<b><u>Total Cost</u></b>
Insurance 1999 cartons Chocolate H.S. Code 180621 cost @ 1% of insured value of \$26 000		
Off-load truck at 9 Sweet Road and place into storage	\$260	
Balance outstanding		<b>\$260</b>

<b>Name Of Account:</b>	<b>EXISA</b>
<b>Type of account</b>	Current
<b>Bank:</b>	First National Bank
<b>Branch</b>	Durban
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

9) DAP : **Beyond the Import Terminal : \$19 000 (Green)**

The seller was charging \$7000 for the below service after DAP.

### **Customs Clearance**

The Buyer's additional responsibilities after DAP.

\$6200 Customs Clearance

\$6200 Total cost

**\$ 800 Saving to buyer for moving onto DAP**

A point to understand is that either the seller or buyer needs to pay for the 9 service steps shown on the quote. The code selected will determine who pays what.

When looking at the quote, the seller will pay for everything from top down to the code selected. The buyer would pay for everything below the code selected.

As we work our way up on the quote from DDP to EXW, we will just show the immediate costs connected to that code, but you need to add them all up as we go along.

# Export & Import Customs Clearance S. A.

P.O. Box 222 Durban 4000  
Tel. 084 9266190

Email: [study@customsclearing.co.za](mailto:study@customsclearing.co.za)

Web: [www.customsclearing.co.za](http://www.customsclearing.co.za)

## Invoice

DATE	1st January 2011		
INVOICE NUMBER	YHH		
Company Name	<b>Export &amp; Import Treats</b>		
NAME	Jim Merrington		
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>		
Companies Address	9 Sweet Road Durban South Africa		
Postal Code			
TELEPHONE NO: (office) 031 555 6672	Fax: 031 555 6968	Cell 082 555 6969	

<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
Import Customs clearance for 1999 cartons Chocolate H.S. Code 180621	\$852	
FOB value for import duty \$14 000		
20% import duties	\$2 800	
14% VAT on 10% FOB upliftment	\$2548	
Balance outstanding		<b>\$6200</b>

<b>Name Of Account:</b>	<b>EXICC</b>
<b>Type of account</b>	Current
<b>Bank:</b>	<b>Standard Bank</b>
<b>Branch</b>	Durban
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**8) DAT : Inside the Import Terminal : \$18 000**

**The seller was charging \$1000 for the below service after DAT.**

**Insurance to buyer's place.**

**Transport to buyer's place.**

**The Buyer's additional responsibilities after DAT.**

**\$263 Insurance from landed Durban port to offload at Buyer's address**

**\$680 Delivery of cargo**

**\$943 Total cost**

**\$ 57 Saving to buyer for moving onto DAT**

**\$800 Saving from previous code**

**\$857 Total saving**

# Export & Import Insurance South Africa

P.O. Box 888 Durban 4000  
Tel. 088 9266190

Email: [study@insurance.co.za](mailto:study@insurance.co.za)

[www.insurance.co.za](http://www.insurance.co.za)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	FFD	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 031 555 6672	Fax: 031 555 6968	Cell 082 555 6969

<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
Insurance 1999 cartons Chocolate H.S. Code 180621 cost @ 1% of insured value of \$26 260		
From cargo placed in Durban port To Off-load truck at 9 Sweet Road	\$263	
Balance outstanding		<b>\$263</b>

<b>Name Of Account:</b>	<b>EXISA</b>
<b>Type of account</b>	Current
<b>Bank:</b>	First National Bank
<b>Branch</b>	Durban
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**Ensure that the container is returned to the container depot within the time period allowed or you may land up paying demurrage.**

**Special note.**

**Sometimes the transport company gets a fine for an overweight load.**

**If you have given them the correct weight, then the transport company must select a trailer with sufficient axels to handle that weight.**

**Should the transport company not have the correct trailer available, they may take a chance with a trainer that has less axels but then may be caught out. The fine then is for the cost of the transport company.**

# Export & Import Forwarding South Africa

P.O. Box 777 Durban 4000  
Tel. 087 9266190

Email: [study@forwarding.co.za](mailto:study@forwarding.co.za)

Web: [www.forwarding.co.za](http://www.forwarding.co.za)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	QQA	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 031 555 6672	Fax: 031 555 6968	Cell 082 555 6969

<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
For 1999 cartons Chocolate H.S. Code 180621		
Pick up full container from Durban port	\$510	
Deliver to 9 Sweet Road	\$170	
Take empty container to Container Depot		
Balance outstanding		<b>\$680</b>

<b>Name Of Account:</b>	<b>EXIF</b>
<b>Type of account</b>	Current
<b>Bank:</b>	<b>ABSA</b>
<b>Branch</b>	Durban
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**7) DAP : Inside the Import Terminal : \$17 000 (Blue)**

**The seller was charging \$1000 for the below service after DAP.**

**Insurance to offloading. .**  
**Cost of offloading ship.**  
**Terminal Tax**

**The buyer's additional responsibilities after DAP.**

**\$263 Insurance from birthed Durban to offload at Buyer's address**

**\$310 Offload ship THC**

**\$330 Terminal Tax (cargo dues)**

**\$903 Total cost**

**\$ 97 Saving to buyer for moving onto DAP**

**\$857 Saving from previous codes**

**\$954 Total saving**



# Export & Import Insurance South Africa

P.O. Box 888 Durban 4000  
Tel. 088 9266190

Email: [study@insurance.co.za](mailto:study@insurance.co.za)

[www.insurance.co.za](http://www.insurance.co.za)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	FFD	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 031 555 6672	Fax: 031 555 6968	Cell 082 555 6969

<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
Insurance 1999 cartons Chocolate H.S. Code 180621 cost @ 1% of insured value of \$26 260		
From ship birthed in Durban port To Off-load truck at 9 Sweet Road	\$263	
Balance outstanding		<b>\$263</b>

<b>Name Of Account:</b>	<b>EXISA</b>
<b>Type of account</b>	Current
<b>Bank:</b>	First National Bank
<b>Branch</b>	Durban
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**This code in airfreight is when the flight lands at the destination airport.**

**As long as the carrier can prove that cargo was on board by a local tally report as off-loaded, the risk then is off for the seller and on for the buyer.**

# Export & Import Forwarding South Africa

P.O. Box 777 Durban 4000  
Tel. 087 9266190

Email: [study@forwarding.co.za](mailto:study@forwarding.co.za)

Web: [www.forwarding.co.za](http://www.forwarding.co.za)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	KKU	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 031 555 6672	Fax: 031 555 6968	Cell 082 555 6969

<b>Trade services</b>	<b><u>Rate</u></b>	<b><u>Total Cost</u></b>
For 1999 cartons Chocolate H.S. Code 180621		
Off-load ship (THC)	\$310	
Terminal Tax (cargo Dues)	\$330	
Balance outstanding		<b>\$640</b>

<b>Name Of Account:</b>	<b>EXIF</b>
<b>Type of account</b>	Current
<b>Bank:</b>	<b>ABSA</b>
<b>Branch</b>	Durban
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**6) CIF/CIP : Between the Export & Import Terminals : \$16 000**

**The seller was charging \$1000 for the below service after CIF/CIP.**

**Insurance on Sellers's name up to port of destination.**

**The buyer's additional responsibilities after CIF/CIP.**

**Buyer would be dealing with a foreign insurance company if something went wrong.**

**\$ 0 Total cost if nothing goes wrong.**

**\$1000 Saving to buyer for moving onto CIF/CIP**

**\$ 954 Saving from previous codes**

**\$1954 Total saving**

**On the following page is the insurance certificate that the seller paid for but had the certificate made out on the Buyer's name.**

**The reason for this is that if something goes wrong, then the buyer pays the insurance excess and makes the claim against the insurance company.**

**In the C codes, the risk belongs to the buyer, although the seller pays for freight and/or insurance.**

**It is difficult to deal with an insurance company that is not based in your own country. We would discourage any buyer from using the codes CIF or CIP.**

**The reason the seller uses these codes is to satisfy a Letter of Credit requirements. The cargo needs to be insured and the seller then hands into the bank the certificate and some other documents to enable the payment for the cargo to the seller.**

# Export & Import Insurance USA

P.O. Box 999 New York 5555  
Tel. 089 9266190

Email: [study@insurance.com](mailto:study@insurance.com)

Web: [www.insurance.com](http://www.insurance.com)

## Certificate

DATE	1st January 2011		
Certificate NUMBER	CBA		
Company Name	<b>Export &amp; Import Treats</b>		
NAME	Jim Merrington		
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>		
Companies Address	9 Sweet Road Durban South Africa		
Postal Code			
TELEPHONE NO: (office) 031 555 6672	Fax: 031 6968 6968	Cell 082 555 6969	

<b>Trade services</b>	<b><u>Cargo Clause</u></b>	<b><u>Insured Value</u></b>
Insurance for 1999 cartons Chocolate H.S. Code 180621  Loaded at Port New York up to ship birthed Durban Port Insurance on Buyer's name  Terms & Conditions Apply	A	\$16 000      Available on Request

**5) CFR/CPT : Between in Export & Import Terminals : \$15 000**

**The seller was charging \$1000 for the below service after CFR/CPT.**

**Insurance on buyer's name from port of load to port of destination.**

**The buyer's additional responsibilities after CFR/CPT**

**\$263 Insurance from port of loading to Buyer's address**

**\$263 Total cost**

**\$ 737 Saving to buyer for moving onto CFR/CPT**

**\$1954 Saving from previous codes**

**\$2691 Total saving**

# Export & Import Insurance South Africa

P.O. Box 888 Durban 4000  
Tel. 088 9266190

Email: [study@insurance.co.za](mailto:study@insurance.co.za)

[www.insurance.co.za](http://www.insurance.co.za)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	FFD	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 031 555 6672	Fax: 031 555 6968	Cell 082 555 6969

	<u>Rate</u>	<u>Total Cost</u>
<b>Trade services</b> Insurance 1999 cartons Chocolate H.S. Code 180621 cost @ 1% of insured value of \$26 260		
From cargo loaded New York port To Off-load truck at 9 Sweet Road	\$263	
Balance outstanding		<b>\$263</b>

<b>Name Of Account:</b>	<b>EXISA</b>
<b>Type of account</b>	Current
<b>Bank:</b>	First National Bank
<b>Branch</b>	Durban
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**4) FOB/FCA : Inside the Export Terminal : \$14 000**

**The seller was charging \$1000 for the below service after FOB.**

**Freight, the cost from port of loading to port of destination.**

**The buyer's additional responsibilities after FOB.**

**\$263 Insurance from loaded New York port to offload Buyer's address**

**\$720 Freight**

**\$983 Total cost**

**\$ 17 Saving to buyer for moving onto FOB**

**\$2691 Saving from previous codes**

**\$2708 Total saving**



# Export & Import Insurance South Africa

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Tel. 088 9266190

Email: [study@insurance.co.za](mailto:study@insurance.co.za)

[www.insurance.co.za](http://www.insurance.co.za)

## Invoice

DATE	1st January 2011		
INVOICE NUMBER	FFD		
Company Name	<b>Export &amp; Import Treats</b>		
NAME	Jim Merrington		
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>		
Companies Address	9 Sweet Road Durban South Africa		
Postal Code			
TELEPHONE NO: (office)	031 555 6672	Fax: 031 555 6968	Cell 082 555 6969

<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
Insurance 1999 cartons Chocolate H.S. Code 180621 cost @ 1% of insured value of \$26 260		
From Loaded at New York port To Off-load truck at 9 Sweet Road	\$263	
Balance outstanding		<b>\$263</b>

<b>Name Of Account:</b>	<b>EXISA</b>
<b>Type of account</b>	Current
<b>Bank:</b>	First National Bank
<b>Branch</b>	Durban
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**The shipping companies set their own exchange rate against the local currency of the import country.**

**Sometimes it may be cheaper to pay them in USD as you as a buyer may be getting a better exchange rate from your own bank.**

# Export & Import Forwarding South Africa

P.O. Box 777 Durban 4000  
Tel. 087 9266190

Email: [study@forwarding.co.za](mailto:study@forwarding.co.za)

Web: [www.forwarding.co.za](http://www.forwarding.co.za)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	PPL	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 031 555 6672	Fax: 031 555 6968	Cell 082 555 6969

<b>Trade services</b>	<b><u>Rate</u></b>	<b><u>Total Cost</u></b>
For 1999 cartons Chocolate H.S. Code 180621		
Freight from New York to Durban	\$720	
Balance outstanding		<b>\$720</b>

<b>Name Of Account:</b>	<b>EXIF</b>
<b>Type of account</b>	Current
<b>Bank:</b>	<b>ABSA</b>
<b>Branch</b>	Durban
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**3) FAS/FCA : Inside the Export Terminal : \$13 000**

**The seller was charging \$1000 for the below service after FAS.**

**Loading the ship.**

**The buyer's additional responsibilities after FAS**

**\$263 Insurance from placed New York terminal to Buyer's address**

**\$670 Load the ship.**

**\$933 Total cost**

**\$ 67 Saving to buyer for moving onto FAS**

**\$2708 Saving on previous services**

**\$2775 Total saving on services.**

# Export & Import Insurance South Africa

P.O. Box 888 Durban 4000  
Tel. 088 9266190

Email: [study@insurance.co.za](mailto:study@insurance.co.za)

[www.insurance.co.za](http://www.insurance.co.za)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	FFD	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 031 555 6672	Fax: 031 555 6968	Cell 082 555 6969

<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
Insurance 1999 cartons Chocolate H.S. Code 180621 cost @ 1% of insured value of \$26 260		
From cargo placed in New York port To Off-load truck at 9 Sweet Road	\$263	
Balance outstanding		<b>\$263</b>

<b>Name Of Account:</b>	<b>EXISA</b>
<b>Type of account</b>	Current
<b>Bank:</b>	First National Bank
<b>Branch</b>	Durban
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**Loading containers is called THC**

**Loading Bulk or Break-bulk is called shipping charges.**

**Sometimes the shipping company does build this into their freight charges, so you need to be careful that you are not invoiced twice for the same service.**

# Export & Import Forwarding South Africa

P.O. Box 777 Durban 4000  
Tel. 087 9266190

Email: [study@forwarding.co.za](mailto:study@forwarding.co.za)

Web: [www.forwarding.co.za](http://www.forwarding.co.za)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	GGO	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 031 555 6672	Fax: 031 555 6968	Cell 082 555 6969

<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
For 1999 cartons Chocolate H.S. Code 180621		
Load ship New York	\$670	
Balance outstanding		<b>\$670</b>

<b>Name Of Account:</b>	<b>EXIF</b>
<b>Type of account</b>	Current
<b>Bank:</b>	<b>ABSA</b>
<b>Branch</b>	Durban
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**2) FCA : Before the Export Terminal : \$12 000**

**The seller was charging \$1000 for the below service after FCA.**

**Taking the cargo to the port  
Insurance to port.  
Paying any terminal taxes.**

**The buyer's additional responsibilities after FCA**

**\$263 Insurance from loaded buyer's place to offloaded seller's place.**

**\$130 Bring empty container for packing**

**\$190 Transport to terminal Services.**

**\$230 Terminal Taxes (Cargo Dues)**

**\$813 Total cost**

**\$ 187 Saving to buyer for moving onto FCA**

**\$2775 Saving on previous services**

**\$2962 Total saving on services.**



# Export & Import Insurance South Africa

P.O. Box 888 Durban 4000  
Tel. 088 9266190

Email: [study@insurance.co.za](mailto:study@insurance.co.za)

[www.insurance.co.za](http://www.insurance.co.za)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	FFD	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 031 555 6672	Fax: 031 555 6968	Cell 082 555 6969

<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
Insurance 1999 cartons Chocolate H.S. Code 180621 cost @ 1% of insured value of \$26 260		
From cargo loaded at 7 Top Street New York To Off-load truck at 9 Sweet Road	\$263	
Balance outstanding		<b>\$263</b>

<b>Name Of Account:</b>	<b>EXISA</b>
<b>Type of account</b>	Current
<b>Bank:</b>	First National Bank
<b>Branch</b>	Durban
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**Most often the terminal will only give you a limited time to bring in all your containers for one shipment.**

**If that is the case and you have a big volume of containers to load, then arranged for as many containers to be loaded as possible before the window period is opened for your containers to be received into the terminal.**

# Export & Import Forwarding South Africa

P.O. Box 777 Durban 4000  
Tel. 087 9266190

Email: [study@forwarding.co.za](mailto:study@forwarding.co.za)

Web: [www.forwarding.co.za](http://www.forwarding.co.za)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	VVI	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 031 555 6672	Fax: 031 555 6968	Cell 082 555 6969
<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
For 1999 cartons		
Chocolate H.S. Code 180621		
Pick up empty container and take to 7 Top street New York for loading	\$130	
Deliver container to New York Port	\$190	
Terminal Tax (cargo dues)	\$230	
Balance outstanding		<b>\$550</b>
<b>Name Of Account:</b>	<b>EXIF</b>	
<b>Type of account</b>	Current	
<b>Bank:</b>	<b>ABSA</b>	
<b>Branch</b>	Durban	
<b>Branch Number.</b>	130526	
<b>Account Number</b>	1305730720	

**1) EXW : Before the Export Terminal : \$11 000**

**The seller was charging \$1000 for the below service after EXW.**

**Loading the collecting vehicle.**

**Insurance for loading.**

**Doing the export Customs Clearance.**

**The buyer's additional responsibilities after EXW**

**\$263 Insurance from Seller's address to Buyer's address**

**\$299 Customs Clearance.**

**\$200 Export Loading Services.**

**\$962 Total cost**

**\$ 238 Saving to buyer for moving onto EXW.**

**\$2962 Saving on previous services.**

**\$3200 Total savings on services.**

# Export & Import Insurance South Africa

P.O. Box 888 Durban 4000  
Tel. 088 9266190

Email: [study@insurance.co.za](mailto:study@insurance.co.za)

[www.insurance.co.za](http://www.insurance.co.za)

## Invoice

DATE	1st January 2011		
INVOICE NUMBER	FFD		
Company Name	<b>Export &amp; Import Treats</b>		
NAME	Jim Merrington		
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>		
Companies Address	9 Sweet Road Durban South Africa		
Postal Code			
TELEPHONE NO: (office) 031 555 6672	Fax: 031 555 6968	Cell 082 555 6969	

<b>Trade services</b>	<b><u>Rate</u></b>	<b><u>Total Cost</u></b>
Insurance 1999 cartons Chocolate H.S. Code 180621 cost @ 1% of insured value of \$26 260		
From ready for export at 7 Top Street New York To Off-load truck at 9 Sweet Road	\$263	
Balance outstanding		<b>\$263</b>

<b>Name Of Account:</b>	<b>EXISA</b>
<b>Type of account</b>	Current
<b>Bank:</b>	First National Bank
<b>Branch</b>	Durban
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**Make sure that the export Customs clearance is done before the cargo moves into the terminal.**

**Should customs want to check on this shipment before they give permission for the cargo to move and your cargo is already in the terminal, you are going to have a lot of trouble on your hands.**

**Only some people learn in a classroom & most learn in a courtroom.**

# Export & Import Customs Clearance S.A.

P.O. Box 222 Durban 4000  
Tel. 084 9266190

Email: [study@customsclearing.co.za](mailto:study@customsclearing.co.za)

Web: [www.customsclearing.co.za](http://www.customsclearing.co.za)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	ZZA	
Company Name	Export & Import Treats	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 031 555 6672	Fax: 031 555 6968	Cell 082 555 6969

<b>Trade services</b>	<b><i>Rate</i></b>	<b><i>Total Cost</i></b>
Export Customs clearance for 1999 cartons Chocolate H.S. Code 180621	\$299	
Balance outstanding		<b>\$299</b>

<b>Name Of Account:</b>	<b>EXICC</b>
<b>Type of account</b>	Current
<b>Bank:</b>	<b>Standard Bank</b>
<b>Branch</b>	Durban
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**There are only 2 things that an insurance company will not pay out for.**

- 1) Bad packing for the journey.**
- 2) Inherent Vice.**

**Bad packing starts out when a “light test” is not done. This is when we place a person inside the container before we start loading, close the doors.**

**If light can get into the container, then water can get into the container and cause water damage. When there is a claim for water damage, the insurance will do a “light test” once the container is unloaded, and if it can be proved that it was an old hole in the container, then the insurance company will reject the claim.**

**Inherent vice starts out when water that is in the damp pallets or the floorboards of the container, evaporate under hot conditions and then when it gets cold, cause condensation and the water rests onto its new location the “cargo” causing mold. The insurance company would reject that claim.**



# Export & Import Forwarding South Africa

P.O. Box 777 Durban 4000  
Tel. 087 9266190

Email: [study@forwarding.co.za](mailto:study@forwarding.co.za)

Web: [www.forwarding.co.za](http://www.forwarding.co.za)

## Invoice

DATE	1st January 2011	
INVOICE NUMBER	AAB	
Company Name	<b>Export &amp; Import Treats</b>	
NAME	Jim Merrington	
E-Mail	<a href="mailto:jimmerrington@gmail.com">jimmerrington@gmail.com</a>	
Companies Address	9 Sweet Road Durban South Africa	
Postal Code		
TELEPHONE NO: (office) 031 555 6672	Fax: 031 555 6968	Cell 082 555 6969

	<u><i>Rate</i></u>	<u><i>Total Cost</i></u>
<b>Trade services</b> For 1999 cartons Chocolate H.S. Code 180621 Loading truck at 7 Top Street New York	\$200	
Balance outstanding		<b>\$200</b>

<b>Name Of Account:</b>	<b>EXIF</b>
<b>Type of account</b>	Current
<b>Bank:</b>	<b>ABSA</b>
<b>Branch</b>	Durban
<b>Branch Number.</b>	130526
<b>Account Number</b>	1305730720

**By now you should have a good understanding on the invoices with international trade.**

**Just keep in mind that when you as a buyer are dealing with a big international supply company that is getting a good price on services due to the volumes they send out all over the world, that you're local agent may not be able to match those prices in the seller's country.**

**However your agent can still give you a very good service on keeping track of your shipments from the production point even if you have bought on a CFR/CPT codes.**

*Author : Joseph Cubby*

**The right to use this material is reserved.**

**EXIT – Export & Import Training**

**P.O. Box 863 Isando 1600**

**South Africa**

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**[www.exit.bz](http://www.exit.bz)**