

# 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>EXW</b> at 7 Top Street New York USA / Not loaded	<b>1000.00 USD</b>  Get product at our Warehouse. Buyer must Bring the Customs Clearance
As above  <b>Before the Export Terminal</b>	<b>FCA</b> at <b>7 Top Street</b> <b>New York</b> <b>USA / Loaded</b>	<b>2000.00 USD</b>  We give Customs Clearance
Sea Freight 20ft Container  <b>Inside the Export Terminal</b>	<b>FAS / FCA at Container</b> <b>Terminal</b> <b>New York Port</b> <b>Placed in port</b>	<b>3000.00 USD</b>  Take To Terminal
As above  <b>Inside the Export Terminal</b>	<b>FOB / FCA at Container</b> <b>Terminal</b> <b>New York Port</b> <b>Placed on board ship</b>	<b>4000.00 USD</b>  Loaded at the Terminal
As above  <b>Between Terminals</b>	<b>CFR/CPT Container Terminal</b> <b>Durban Port S.A.</b> <b>Not offloaded</b>	<b>5000.00 USD</b>  We pay the freight Buyer's Risks
As above  <b>Between Terminals</b>	<b>CIF/CIP Container Terminal</b> <b>Durban Port S.A.</b> <b>Not offloaded</b>	<b>6000.00 USD</b>  We pay the insurance Buyer's Risk
As above  <b>Inside the Import Terminal</b>	<b>DAP Container Terminal</b> <b>Durban S.A.</b> <b>Not offloaded from ship</b>	<b>7000.00 USD</b>  We take all risks & costs
As above  <b>Inside the Import Terminal</b>	<b>DAT Container Terminal</b> <b>Durban Port S.A.</b> <b>Offloaded from ship</b>	<b>8000.00 USD</b>  We offload at Terminal
As above  <b>Beyond the Import Terminal</b>	<b>DAP Export &amp; Import Treats</b> <b>9 Sweet Road</b> <b>Durban S.A.</b>	<b>9000.00 USD</b>  You bring Customs Clearance papers so we can deliver.
As above  <b>Beyond the Import Terminal</b>	<b>DDP Export &amp; Import Treats</b> <b>9 Sweet Road</b> <b>Durban S.A.</b>	<b>10 000.00 USD</b>  We do the Customs Clearance

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 (sea) shipping. They may scrap these codes in 2020

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

Seller's place of responsibility, B I B I B, Before - In - Between - In - Beyond