

SUDU LOGISTICS

Your business partner with best logistics service -through commitment ,dedication, and accountability



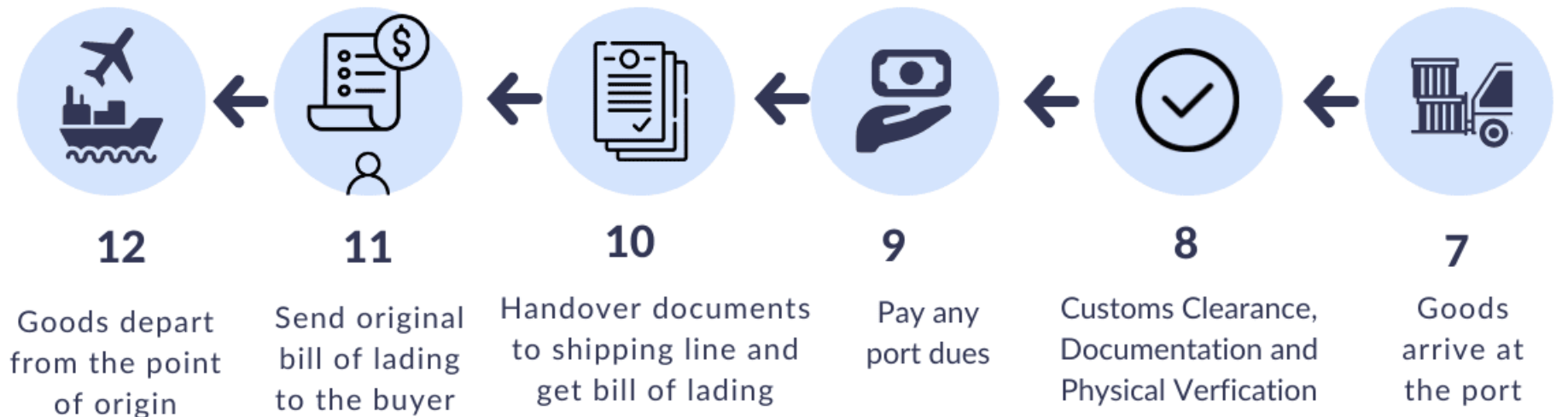
- **POINTS**

- ✓ IMPORT – EXPORT INTRODUCTION
- ✓ INCOTERMS INTRODUCTION
- ✓ TYPES OF INCOTERMS
- ✓ RESPONSIBILITIES OF SELLER & BUYER





EXPORT – IMPORT PROCESS



INCOTERMS TYPES

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graph TD; A[INCOTERMS TYPES] --- B[ ]; B --- C[ ]; C --- D[ ]; C --- E[ ]; C --- F[ ]; C --- G[ ]; C --- H[ ]; C --- I[ ]; C --- J[ ]; C --- K[ ]; C --- L[ ]; C --- M[ ]; D --- N[EXW]; E --- O[FCA]; F --- P[FAS]; G --- Q[FOB]; H --- R[CFR]; I --- S[CIF]; J --- T[CPT]; K --- U[CIP]; L --- V[DAP]; M --- W[DPU]; N --- X[DDP]; N --- Y["(PLACE)"]; O --- Z["(PLACE)"]; P --- AA["(PORT)"]; Q --- AB["(PORT)"]; R --- AC["(PORT)"]; S --- AD["(PORT)"]; T --- AE["(PLACE)"]; U --- AF["(PLACE)"]; V --- AG["(PORT/PLACE)"]; W --- AH["(PLACE)"]; X --- AI["(PLACE)"];
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EXW FCA FAS FOB CFR CIF CPT CIP DAP DPU DDP

(PLACE) (PLACE) (PORT) (PORT) (PORT) (PORT) (PLACE) (PLACE) (PORT/PLACE) (PLACE) (PLACE)

EXW – Ex Works

□ Place of Delivery

EXPORT PACKAGING	LOADING CHARGES	DELIVERY TO PORT/PLAE	EXPORT DUTY TAXES & CUSTOM CLEARANCE	ORIGIN TERMINAL HANDLING CHARGES	LOADING ON CARRAIGE	FREIGHT CHARGES	INSURANCE	DESTINATIN TERMINAL HANDING CHARGES	DELIVERY TO DESTINATIN	UNLOADING AT DESTINATIN	IMPORT DUTY & CUSTOM CLEARANCE
SELLER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER



SELLER



BUYER

This rule places minimum responsibility on the seller, who merely has to make the goods available, suitably packaged, at the specified place, usually the seller's factory or depot.

The buyer is responsible for loading the goods onto a vehicle (even though the seller may be better placed to do this); for all export procedures; for onward transport and for all costs arising after collection of the goods.

FCA – Free Carrier At

☐ Place of Delivery

EXPORT PACKAGING	LOADING CHARGES	DELIVERY TO PORT/PLAE	EXPORT DUTY TAXES & CUSTOM CLEARANCE	ORIGIN TERMINAL HANDLING CHARGES	LOADING ON CARRAIGE	FREIGHT CHARGES	INSURANCE	DESTINATIN TERMINAL HANDING CHARGES	DELIVERY TO DESTINATIN	UNLOADING AT DESTINATIN	IMPORT DUTY & CUSTOM CLEARANCE
SELLER	SELLER	SELLER	SELLER	BUYER	BUYER	BUYER	<i>Negotiable</i>	BUYER	BUYER	BUYER	BUYER



In all cases, the seller is responsible for export clearance; the buyer assumes all risks and costs after the goods have been delivered at the named place.

Seller arranges pre-carriage from seller's depot to the named place, which can be a terminal or transport hub, forwarder's warehouse etc. Delivery and transfer of risk takes place when the truck or other vehicle arrives at this place, ready for unloading – in other words, the carrier is responsible for unloading the goods.

FAS – Free Alongside Ship

□ Port of Loading

EXPORT PACKAGING	LOADING CHARGES	DELIVERY TO PORT/PLAE	EXPORT DUTY TAXES & CUSTOM CLEARANCE	ORIGIN TERMINAL HANDLING CHARGES	LOADING ON CARRAIGE	FREIGHT CHARGES	INSURANCE	DESTINATIN TERMINAL HANDLING CHARGES	DELIVERY TO DESTINATIN	UNLOADING AT DESTINATIN	IMPORT DUTY & CUSTOM CLEARANCE
SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	BUYER	<i>Negotiable</i>	BUYER	BUYER	BUYER	BUYER



In practice it should be used for situations where the seller has direct access to the vessel for loading, e.g. bulk cargos or non-containerised goods.

Seller delivers goods, cleared for export, alongside the vessel at a named port, at which point risk transfers to the buyer. The buyer is responsible for loading the goods and all costs thereafter.

FOB – Free on Board

□ Port of Loading

EXPORT PACKAGING	LOADING CHARGES	DELIVERY TO PORT/PLAE	EXPORT DUTY TAXES & CUSTOM CLEARANCE	ORIGIN TERMINAL HANDLING CHARGES	LOADING ON CARRAIGE	FREIGHT CHARGES	INSURANCE	DESTINATIN TERMINAL HANDING CHARGES	DELIVERY TO DESTINATIN	UNLOADING AT DESTINATIN	IMPORT DUTY & CUSTOM CLEARANCE
SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	<i>Negotiable</i>	BUYER	BUYER	BUYER	BUYER



In practice it should be used for situations where the seller has direct access to the vessel for loading, e.g. bulk cargos or non-containerised goods.

Seller delivers goods, cleared for export, loaded on board the vessel at the named port.

Once the goods have been loaded on board, risk transfers to the buyer, who bears all costs thereafter.

CFR – Cost and Freight

☐ Port of Destination

EXPORT PACKAGING	LOADING CHARGES	DELIVERY TO PORT/PLAE	EXPORT DUTY TAXES & CUSTOM CLEARANCE	ORIGIN TERMINAL HANDLING CHARGES	LOADING ON CARRAIGE	FREIGHT CHARGES	INSURANCE	DESTINATIN TERMINAL HANDING CHARGES	DELIVERY TO DESTINATIN	UNLOADING AT DESTINATIN	IMPORT DUTY & CUSTOM CLEARANCE
SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	Negotiable	BUYER	BUYER	BUYER	BUYER



SELLER



BUYER

In practice it should be used for situations where the seller has direct access to the vessel for loading, e.g. bulk cargos or non-containerised goods.

Seller arranges and pays for transport to named port. Seller delivers goods, cleared for export, loaded on board the vessel. However risk transfers from seller to buyer once the goods have been loaded on board, i.e. before the main carriage takes place.

CIF – Cost Insurance and Freight

□ Port of Destination

EXPORT PACKAGING	LOADING CHARGES	DELIVERY TO PORT/PLAE	EXPORT DUTY TAXES & CUSTOM CLEARANCE	ORIGIN TERMINAL HANDLING CHARGES	LOADING ON CARRAIGE	FREIGHT CHARGES	INSURANCE	DESTINATIN TERMINAL HANDING CHARGES	DELIVERY TO DESTINATIN	UNLOADING AT DESTINATIN	IMPORT DUTY & CUSTOM CLEARANCE
SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	BUYER	BUYER	BUYER



In practice it should be used for situations where the seller has direct access to the vessel for loading, e.g. bulk cargos or non-containerised goods.

Seller arranges and pays for transport to named port. Seller delivers goods, cleared for export, loaded on board the vessel. However risk transfers from seller to buyer once the goods have been loaded on board, i.e. before the main carriage takes place.

Seller also arranges and pays for insurance for the goods for carriage to the named port.

CPT – Carriage Paid To

□ Place of Destination

EXPORT PACKAGING	LOADING CHARGES	DELIVERY TO PORT/PLAE	EXPORT DUTY TAXES & CUSTOM CLEARANCE	ORIGIN TERMINAL HANDLING CHARGES	LOADING ON CARRAIGE	FREIGHT CHARGES	INSURANCE	DESTINATIN TERMINAL HANDING CHARGES	DELIVERY TO DESTINATIN	UNLOADING AT DESTINATIN	IMPORT DUTY & CUSTOM CLEARANCE
SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	<i>Negotiable</i>	SELLER	BUYER	BUYER	BUYER



The seller is responsible for arranging carriage to the named place, but not for insuring the goods to the named place. However delivery of the goods takes place, and risk transfers from seller to buyer, at the point where the goods are taken in charge by a carrier.

CIP – Carriage and Insurance Paid To

□ Place of Destination

EXPORT PACKAGING	LOADING CHARGES	DELIVERY TO PORT/PLAE	EXPORT DUTY TAXES & CUSTOM CLEARANCE	ORIGIN TERMINAL HANDLING CHARGES	LOADING ON CARRAIGE	FREIGHT CHARGES	INSURANCE	DESTINATIN TERMINAL HANDLING CHARGES	DELIVERY TO DESTINATIN	UNLOADING AT DESTINATIN	IMPORT DUTY & CUSTOM CLEARANCE
SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	BUYER	BUYER



SELLER



BUYER

The seller is responsible for arranging carriage to the named place, and also for insuring the goods. As with CPT, delivery of the goods takes place, and risk transfers from seller to buyer, at the point where the goods are taken in charge by a carrier.

DAP – Delivered at Place

□ Place of Destination

EXPORT PACKAGING	LOADING CHARGES	DELIVERY TO PORT/PLAE	EXPORT DUTY TAXES & CUSTOM CLEARANCE	ORIGIN TERMINAL HANDLING CHARGES	LOADING ON CARRAIGE	FREIGHT CHARGES	INSURANCE	DESTINATIN TERMINAL HANDING CHARGES	DELIVERY TO DESTINATIN	UNLOADING AT DESTINATIN	IMPORT DUTY & CUSTOM CLEARANCE
SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	<i>Negotiable</i>	SELLER	SELLER	BUYER	BUYER



The seller is responsible for arranging carriage and for delivering the goods, ready for unloading from the arriving means of transport, at the named place.

Risk transfers from seller to buyer when the goods are available for unloading; so unloading is at the buyer's risk.

The buyer is responsible for import clearance and any applicable local taxes or import duties.

DPU – Delivered at Place Unloaded

☐ Delivered at Place

EXPORT PACKAGING	LOADING CHARGES	DELIVERY TO PORT/PLAE	EXPORT DUTY TAXES & CUSTOM CLEARANCE	ORIGIN TERMINAL HANDLING CHARGES	LOADING ON CARRAIGE	FREIGHT CHARGES	INSURANCE	DESTINATIN TERMINAL HANDING CHARGES	DELIVERY TO DESTINATIN	UNLOADING AT DESTINATIN	IMPORT DUTY & CUSTOM CLEARANCE
SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	<i>Negotiable</i>	SELLER	SELLER	SELLER	BUYER



The seller is responsible for arranging carriage and for delivering the goods, unloaded from the arriving means of transport, at the named place.

Risk transfers from seller to buyer when the goods have been unloaded. This is the only rule that requires the seller to unload the goods in order to complete delivery.

The buyer is responsible for import clearance and any applicable local taxes or import duties.

DDP – Delivered Duty Paid

Place of Destination

EXPORT PACKAGING	LOADING CHARGES	DELIVERY TO PORT/PLAE	EXPORT DUTY TAXES & CUSTOM CLEARANCE	ORIGIN TERMINAL HANDLING CHARGES	LOADING ON CARRAIGE	FREIGHT CHARGES	INSURANCE	DESTINATIN TERMINAL HANDING CHARGES	DELIVERY TO DESTINATIN	UNLOADING AT DESTINATIN	IMPORT DUTY & CUSTOM CLEARANCE
SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	<i>Negotiable</i>	SELLER	SELLER	BUYER	SELLER



The seller is responsible for arranging carriage and delivering the goods at the named place, cleared for import and all applicable taxes and duties paid.
 Risk transfers from seller to buyer when the goods are made available to the buyer, ready for unloading from the arriving means of transport.

