

## EXPORT/IMPORT EXAM

### **PART 1 case study**

The firm ALLIAS, based in Dijon, produces and markets sanitary units for bathrooms and kitchens. On March 6<sup>th</sup>, it received an order from a customer named Bamako based in Pointe-Noire, Congo.

**Using the information in the tables below, answer the following questions:**

- a. **Choose the right incoterm, and describe the obligations of the firm ALLIAS.**
- b. **Calculate the CIF value of the order, according the freight-forwarder SLAAM.**
- c. **On arrival of the goods your customer informs you that only 129 wash-basins have been delivered instead of 130. Are you responsible? Say why/ why not.**

#### **Appendix 1**

Details of the order received from Bamako.

Object: 130 white wash-hand basins. Unit  
price: 99 euros Unit gross weight: 22 kg  
Size: 0.78 x 0.64 x 0.33

Shipment to Pointe-Noire harbour within 45 days.  
We accept liability for insurance and transport.

#### **Appendix 2**

SLAAM's quotation.

Cost of haulage Dijon - Marseilles: 350 euros  
Loading charges : 130 euros  
Export customs clearance: 45 euros  
Sea freight charge: 320 USD W/M (weight/Measure)  
BAF: +4.5%  
Insurance: 0.8% of CFR value  
( according to incoterms calculation rule)

Rate of exchange: 1,10 USD= 1 Euro

## **PART 2 - Knowledge**

- a) What incoterms can only be used with sea transport ?
- b) Identify the two main markets as far as sea transport is concerned
- c) Is an irrevocable and confirmed letter of credit a real security ? Answer and argue.