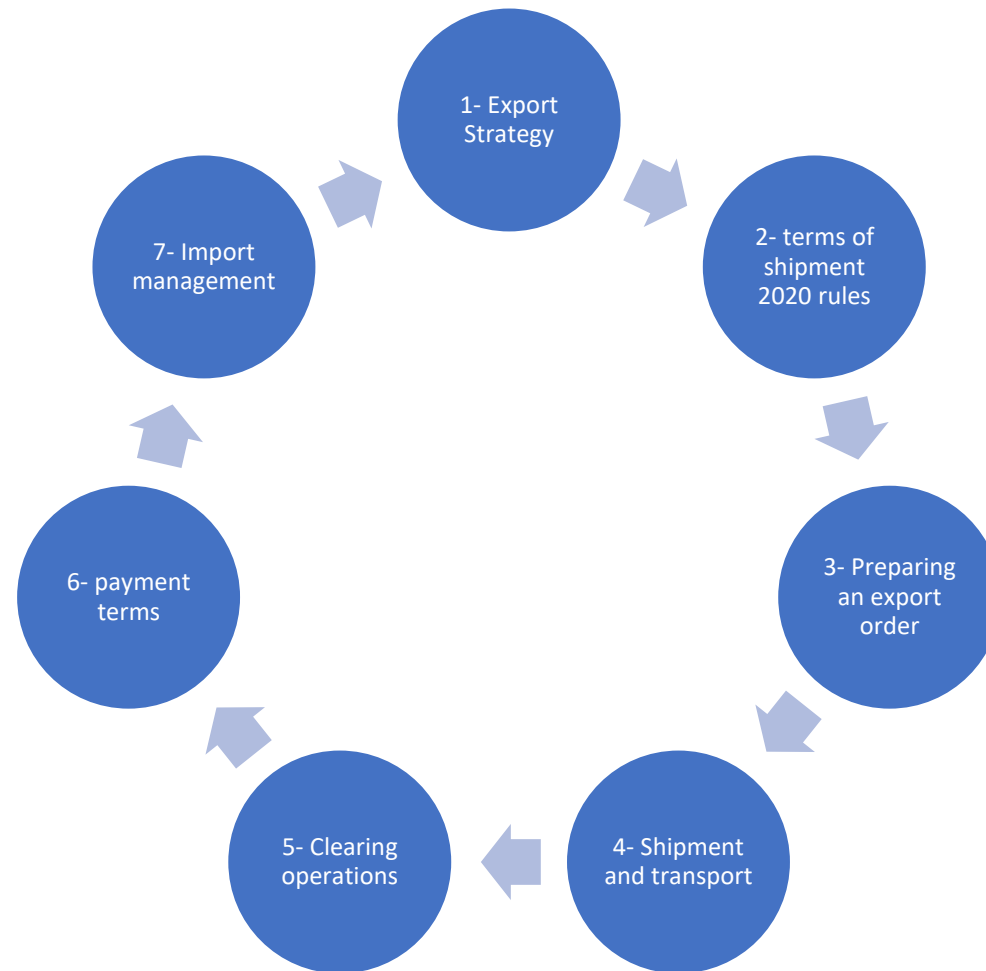




EXPORT IMPORT MANAGEMENT

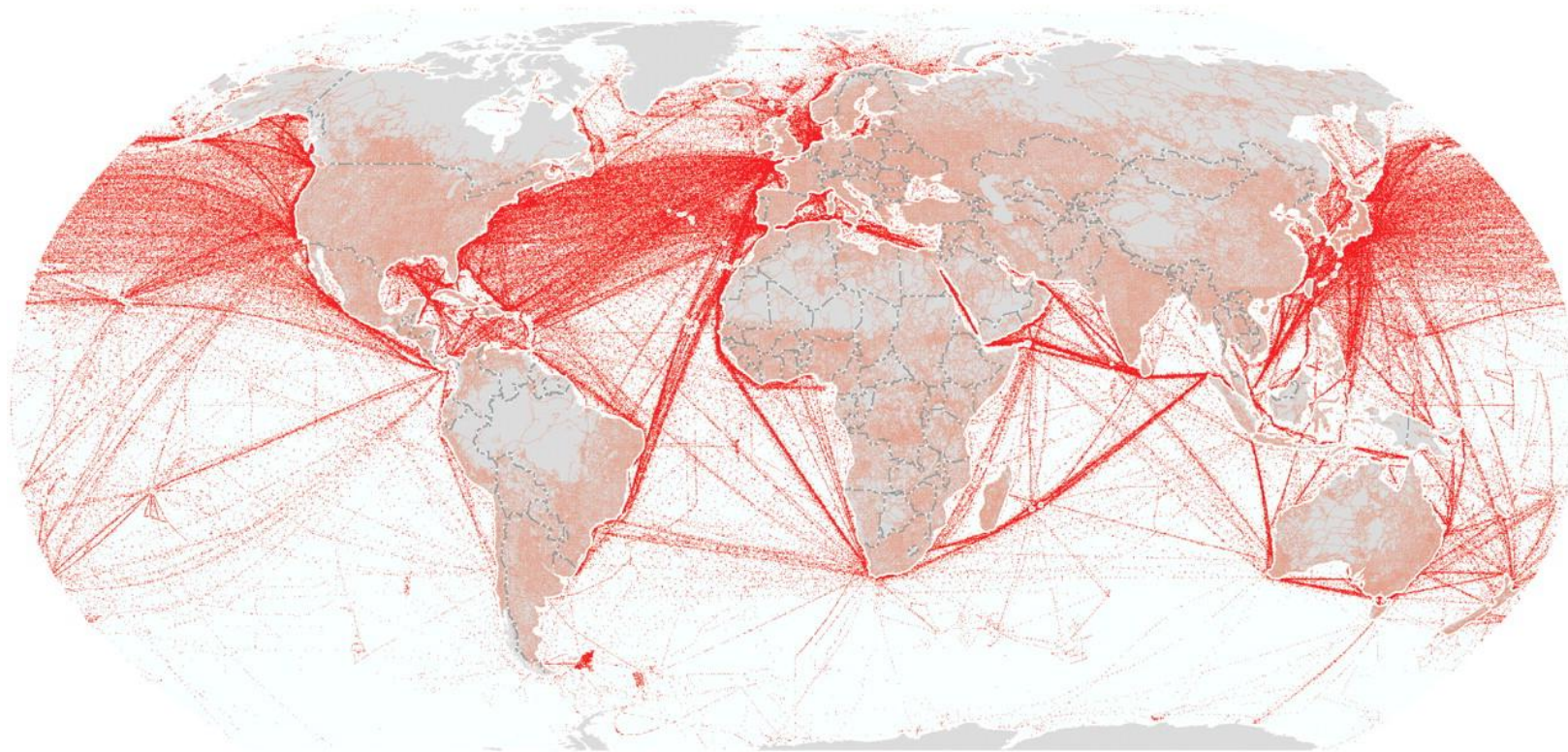
PROGRAMME





1 –Export Import Strategy

Three driving poles to global and sustainable ...



Shipping Lanes

Road Networks

Concentration – 3 poles worldwide ...

Market priorities are depending on

*Spreading over cost, benchmark position,
focusing on dedicated markets*

Controlling your distribution

- Depending on market figures to select directness level
- Agent or subsidiary

Or not ...

- Importer or distributor

And more ...

Price policy and credibility

Hidden costs due to access

Basic steps

- A long term partnership usually
- Banking information
- Markets priority
- Price policy

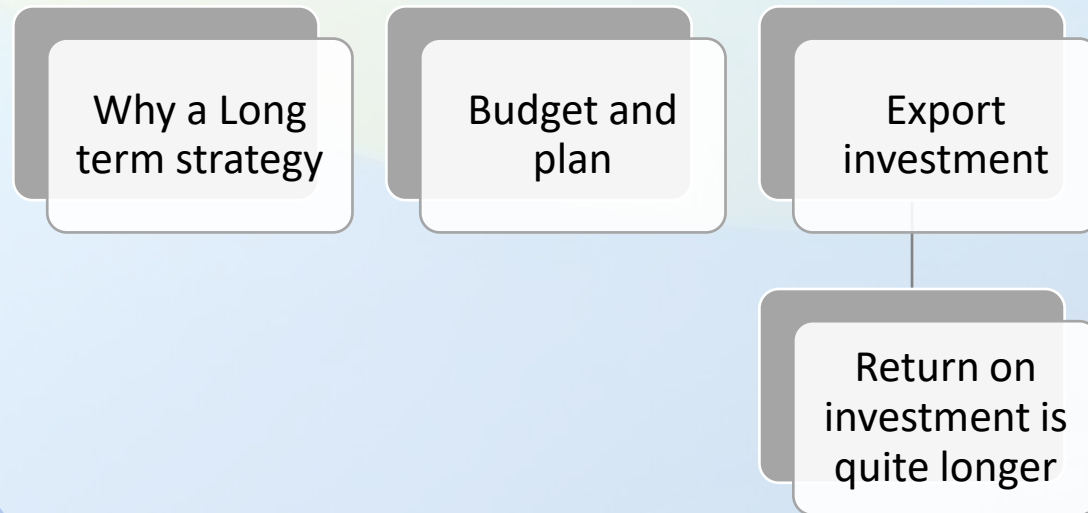
1-



Distribution

- **Subsidiary**
 - Advantage : control of distribution + profit
 - Disadvantage : Risky and long term investment
- **Agent**
 - Control of distribution – commission so not costly
 - Financially risky
- **Importer**
 - Culture and close to the market – financially sound
 - Interface between you and the market

1- export is long term investment



Priority = Volume x Unit margin

Export evaluation

Strategy analysis

Why global development ?

Risk weighing

Opportunities

Specialization

Functional analysis

- Production
- Finance
 - Investment
 - Longer credit terms
- Skills
- Marketing and logistics capacities

Experience

- Existing one
- International customer service
- Competitive analysis : **benchmarking**
 - Strength
 - weakness

The product

Positioning

- Matching with the market

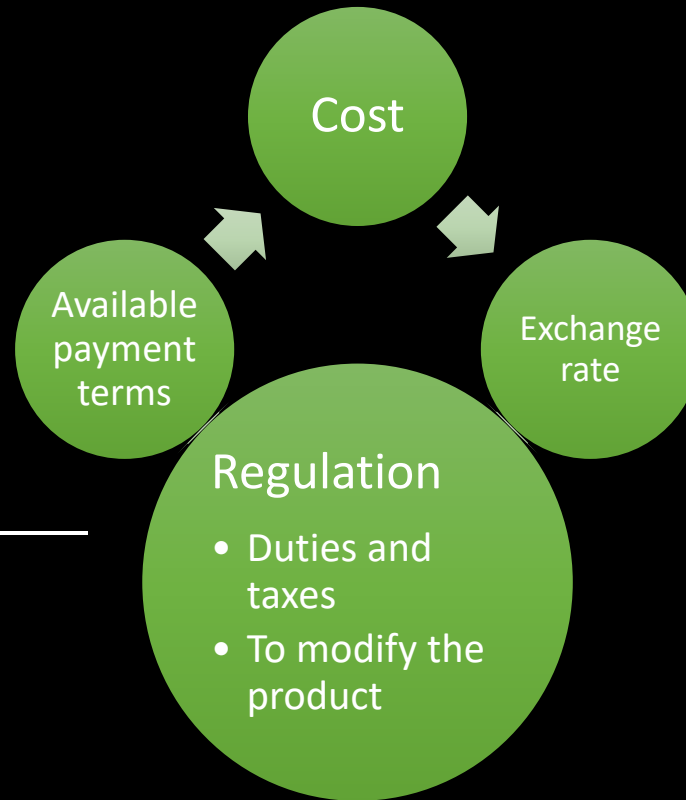
Assets

- New
- Quality
- Price
- Service
- Range extension

Packing and packaging

- Norms
- Matching with the market

The price



- Market information

Public or private

- Consulting

COFACE example

- Fairs & exhibitions
- Prospection
- Insurance credit
- Currency coverage

Customs

- Information
- advice

To identify
your possible
partner

Solvability

Portfolio

Reputation

Business France

Carrier

Banker

Other suppliers

For help

Financial support

Connecting people

Foreign trade minister

- Embassies

Industry and trade chambers

- In the vicinity
- Information

Consulting companies

Bank network ...

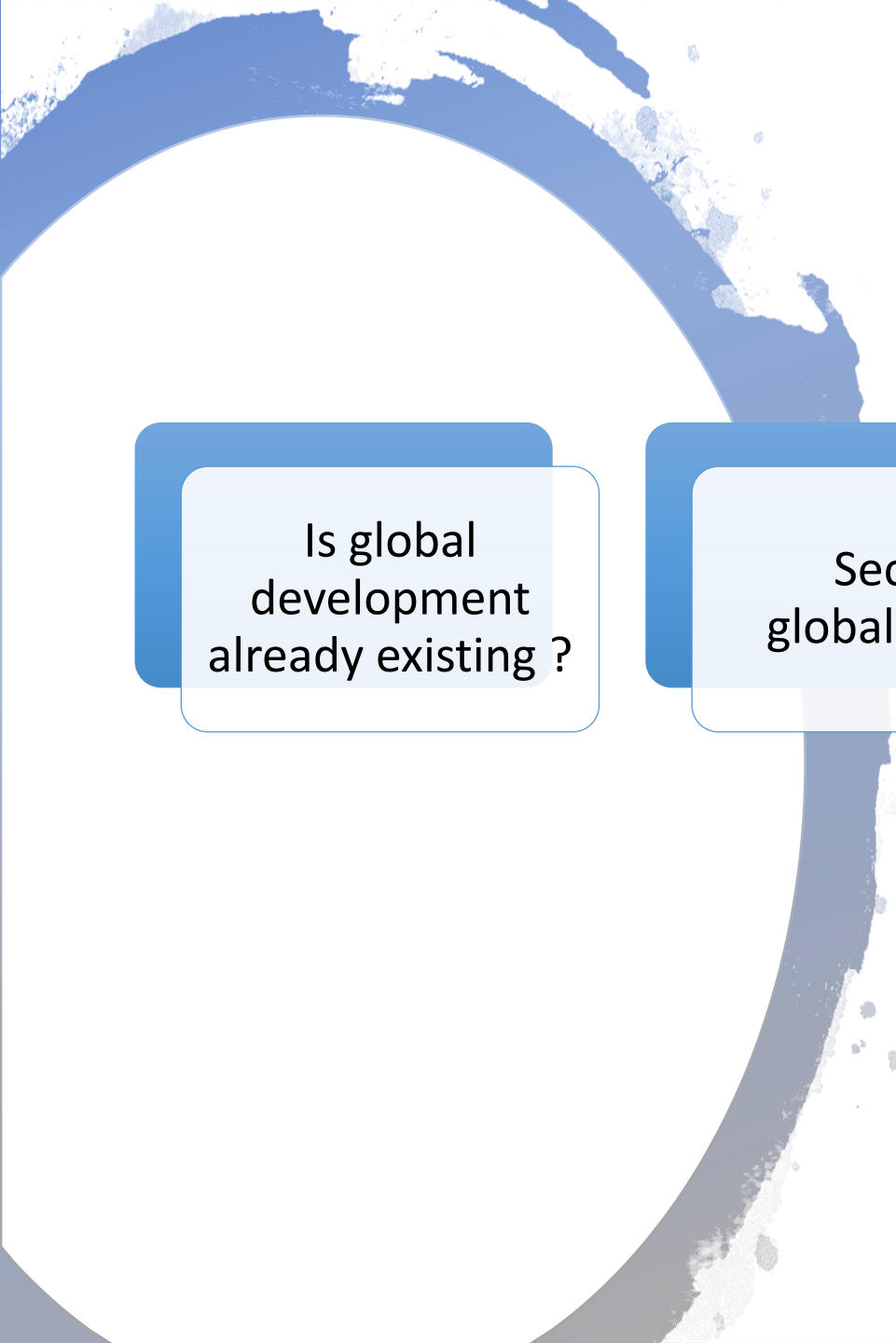
Export maturity

- Which market ?
 - EU or elsewhere
- **Market diversity**
- Ressources to be allocated
- **Which strategy**
 - Geocentric
 - Multi poles
 - spreading





Global company



Is global
development
already existing ?

Sector
globalization

Competition
level

Numerous
patterns



Numerous patterns

- Activity
 - **Capital** level industry vs **servicing** company
 - **High volume** needed to match with investment level
 - Chemy, ciment, car industry ...
 - **Research** and development investment
 - Medecine, electronic equipment
 - **High volume** need to consuming products with marketing investment
 - **Tailor made** industry : specialities (French cheese as well as lawyers) ... culture oriented
 - **Culture** bound or.. Not :
 - champagne example : *yes*
 - Or *not* : raw materials, commodities, steel, orange juice, or culture free : utilities
- **Company size**
 - Ressources
 - Opportunity and threat in introducing a new area
 - Positive impact to assess : visibility

Numerous patterns

- Management system
 - Depends on **top management**
 - what are the economic goals
 - capacity to adapt to market evolution
 - Profit goal
 - What support from **financial partners...**
 - Obstacles considering company identity in the targeted country
 - Mittal reactivity
 - To be accepted on the market
- Development in ...
 - **Close countries** target including culture
 - **Continental** development
 - Specialized distribution
 - Banking networks...
 - **Multi continental or global**
 - McDonald, Zara ...



According to
industries

- Global industries
 - **Customers internationalisation**
 - Business to Business
 - Computers
 - Publicity
 - Financial services
 - Car industry
 - **Demand location** is changing in B2C
 - Supermarkets chains and B2B infrastructures projects
 - **Technological transfers**
 - **Suppliers closer** in the supply chain
 - with key customers as
Transport cost issue

According to industries

Internal reasons

- Volume leverage
- Same way as for research and development
 - medicine example
- To **reduce labor cost** but ...
 - Threat to come to workers in the country of origin
 - Social keeping and necessity for productivity
- The **most capitalistic industry** are the most global
 - But SME born global
- In between : the Glolocal
 - Mittal...

External reasons

- Possible resistance is ..
 - Politics and regulation
 - strategic
 - monopolies...
 - Culture however decreasing
 - Bottom of the pyramid (purchasing level)
 - non sufficient infrastructures



First landing

When the supplier stops
supplier to source
Exceeding production
Opportunity
International fairs



Benchmark is needed



The management willingness

The « global deregulation »
Decreasing cost required by customers
Increasing visibility

Moving to sustainable development



Go native

Connection with existing product image and name
Greenfield (*own development*) or **brownfield** (*to acquire*) including sole venture or joint-venture

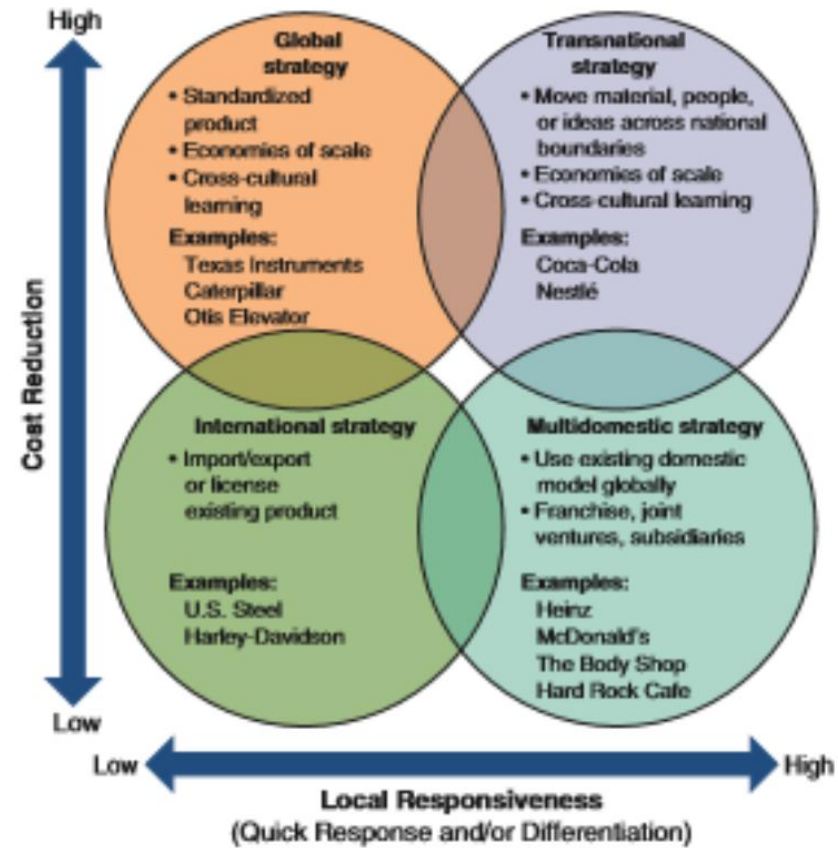
Development steps

Development steps

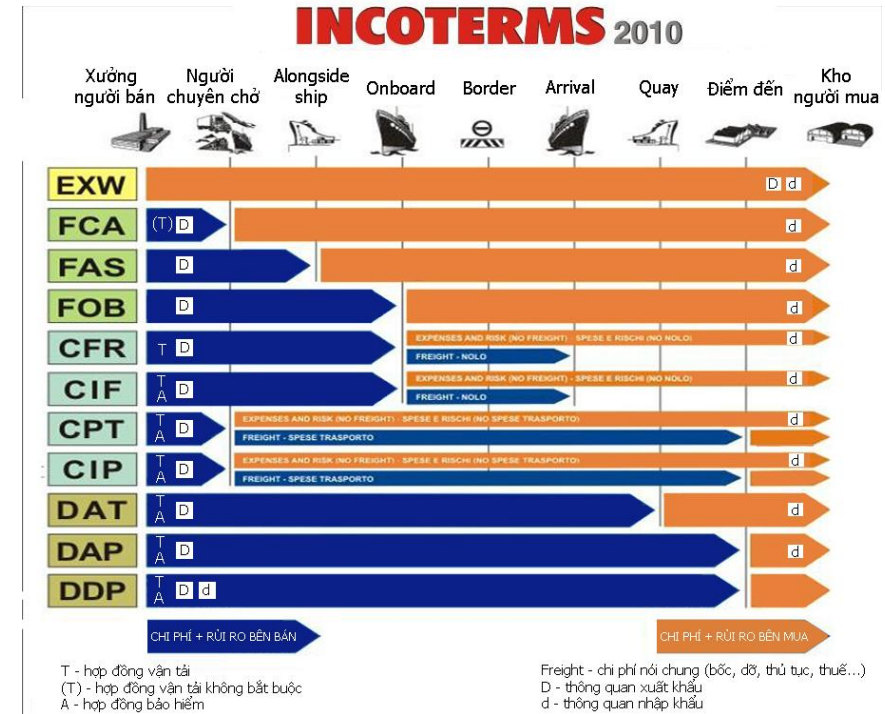
- **Multinational development**
 - Need for control
 - To maintain quality and standard level, car industry suppliers
 - To follow customers development (partnership) information service suppliers example
- **Local choice** to reduce cost And / Or .. Increasing quality
- **To diversify global risk** in
 - Sourcing or selling (raw materials)
 - To limit financial cost and tax level ...
- **Other examples**
 - Pharmaceutical industry and finding research resources worldwide
 - Financial services « optimization »: Luxembourg example



Four global strategies



2- Terms of shipment 2020 rules



Our goals

Understand
incoterms approach
& Using them in the
proper way

Optimizing sales
and purchases

Avoiding disputes

To update your own
incoterms version

Introduction to incoterms

DDP - Delivered Duty Paid (at the named place)



	Seller/ Exporter named place.	Export documents, formalities, and fees.	Pre-Carriage to named place. Air, rail, road, or multimodal.	Loaded on board, named place/port.	Transport by air, rail, road, or multimodal.	Discharging at named place, port of destination.	On-carriage to named place. Air, rail, road, or multimodal.	Import documents, formalities, and duties.	Buyer/Importer named place, ready for unloading.
CARRIAGE	→								
*RISK	→								
COST	→								

- Is to identify the geographical point when obligations of the seller are fulfilled
- And by the way start to be the matter of the buyer
- **To 2020 version : stronger meaning then ever**

More precisely

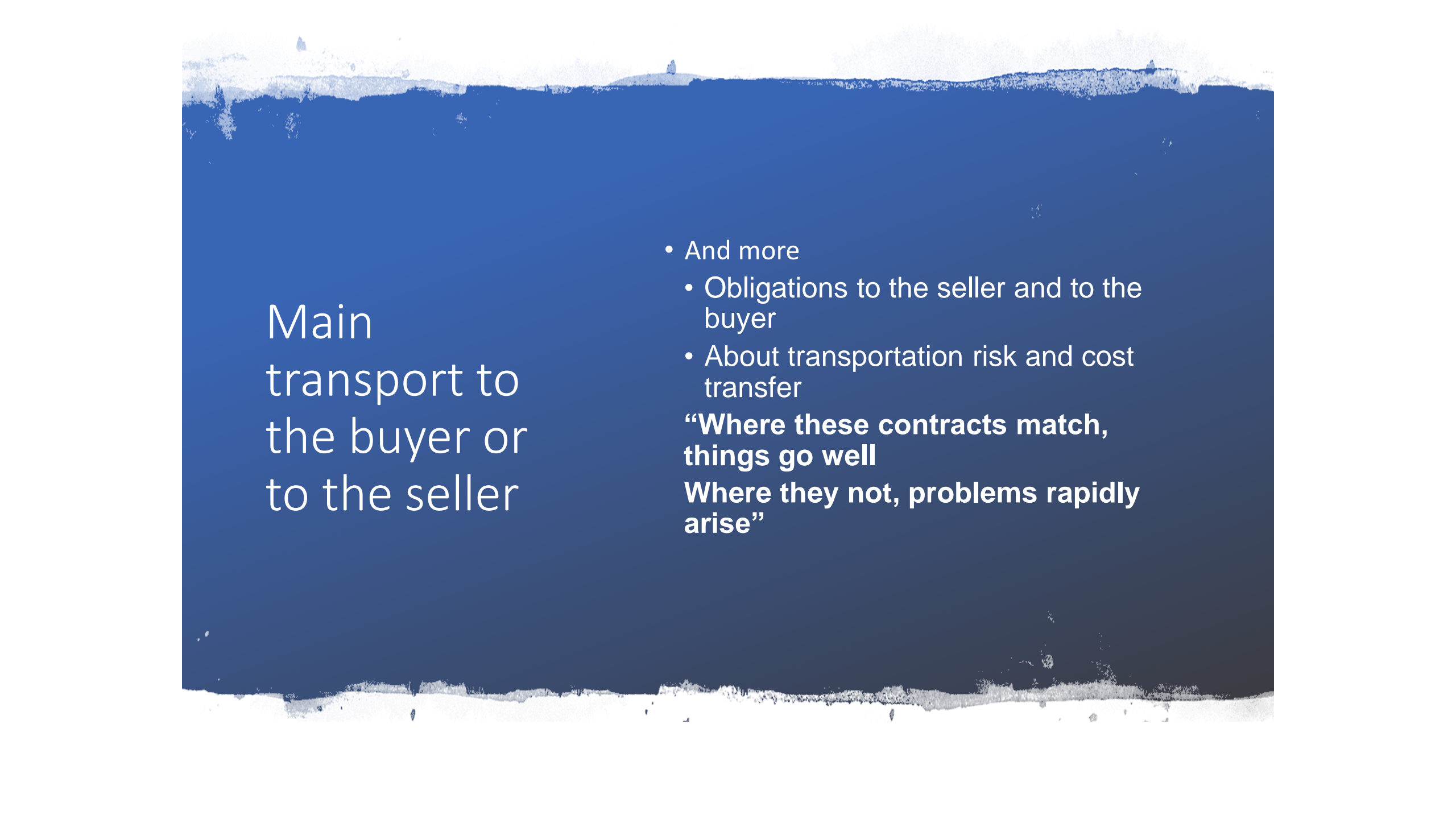
“the chosen
incoterm” + named
port, place or point
incoterms 2020

The most accurate
one

With incoterm
starting with C
(place of shipment
has to be included)

Answering transport disputes

- **Better connections** to other international rules
 - Transportation
 - Insurance
 - ICC letter of credit rules
 - Customs regulation
- ... Sales contract



Main
transport to
the buyer or
to the seller

- And more
 - Obligations to the seller and to the buyer
 - About transportation risk and cost transfer

**“Where these contracts match,
things go well**

**Where they not, problems rapidly
arise”**

Incoterms families

- **Starting with E and F**
 - Closest to the seller
- **Starting with C**
 - Main leg to the seller
 - Main risk to the buyer
- **Starting with D**
 - Closest to the buyer

Water location or multimodal ones



4 ONES ARE DEDICATED
TO SEAWAY AND
INLAND WATERWAY



OTHER INCOTERMS ARE
MULTIMODAL ONES



MISUSING AN INCOTERM IS
A POSSIBLE UNSOLVED
DISPUTE WITH THE
CUSTOMER OR SOLVED
WITH EXTRA COST AS A
CONSEQUENCE

Incoterms and company strategy

- 60% of disputes arise from transportation
- Damage, delay in delivery ...
- Without the proper incoterm solution might not exist or might be costly
- **To comply with what is really done**

About profit



Seller

Controlling transport makes possible to
make profit on the whole value
Product and transportation as well



Buyer

Controlling transportation might be the
best way to save money

About service



**Controlling transport make possible
to secure time of delivery**



Risk transfer

*Ultimate risk is to the buyer as is non
delivery*

Which company seller or supplier is the best able to control cost and risk of transportation

Let's play
strategy ...

- Champagne company selling to China
- Handing tools company selling to Saudi Arabia
- Decathlon importing from China
- Nestle Europe buying coffee from Brasil
- War plane sold from France to India
- Fresh flowers from Ecuador to The Netherlands

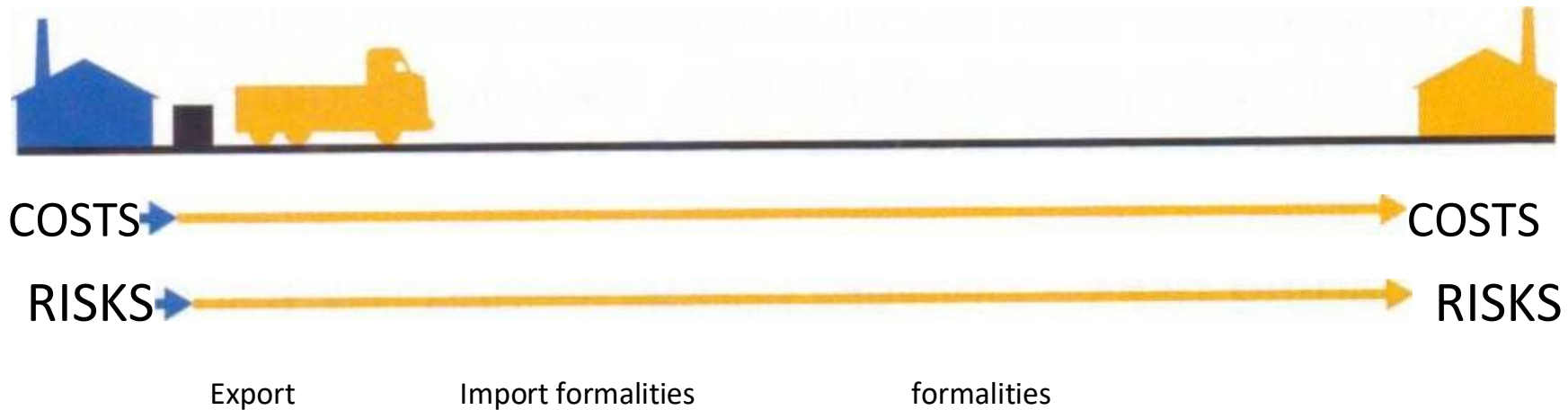




Available incoterms according to advantage
and inconvenience using them

EXW Ex-Works (insert name place)

EXW (insert named place of delivery) Incoterms 2020



EXW Ex-Works (insert name place)

The goods are at the disposal of the buyer at the factory or warehouse

No need to load, and no need to clear the goods

No export clearance to be organized by the seller but by the foreign buyer

More suitable for domestic trades

This may cause problems for the seller and the buyer respectively with loading and export clearance

FCA Free Carrier (named place)



FCA Free Carrier (named place)



**The seller premises
or another point
(unloaded)**



**Including export
clearance to the
seller**



**Ocean bill of lading
with an on board
notation in FCA
sales is possible if
the parties have so
agreed in the
contract**

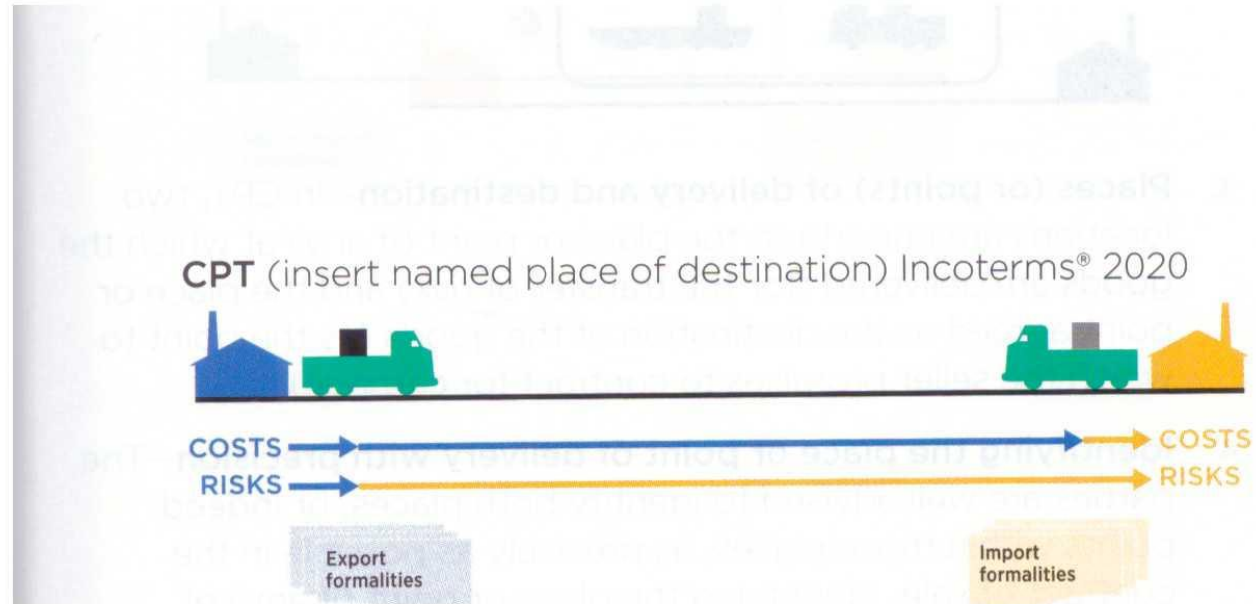


What's for ?

Main control for the
buyer

Container

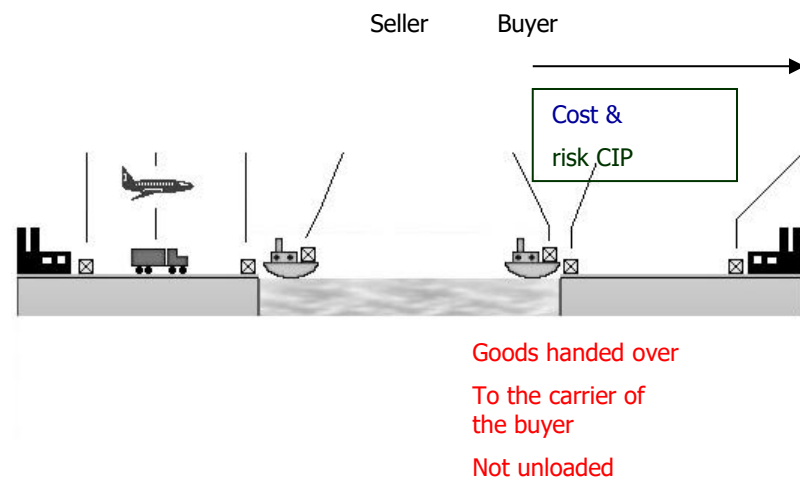
CPT Carriage Paid To (name place of destination)



CPT Carriage Paid To (name place of destination)

- Main transport contracted by the seller
- The risk transfer to the buyer happens when the goods are handing over to the carrier
- To identify place of delivery to the first carrier and destination point managed by the seller
- Unloading have to be agreed if needed
- **What's for ?**
 - We take care of transport
 - Our customer takes care of risk

- CIP Carriage Insurance Paid To
 - Landing or multimodal point
 - Institute clause A insurance
 - Two critical locations
 - place of shipment
 - Of destination



CIP Carriage and Insurance Paid To (name place of destination)



The seller must contract the insurance, not applicable to countries requiring local purchase of insurance



Institute Cargo clause A
Including particular average



Both places have to be identified as well



Unloading have to be agreed if needed

- DAP Delivered at Place Destination
 - Whatever the mean of transport
 - Unloading to the buyer

Cost and Risk

Delivery at destination not unloaded



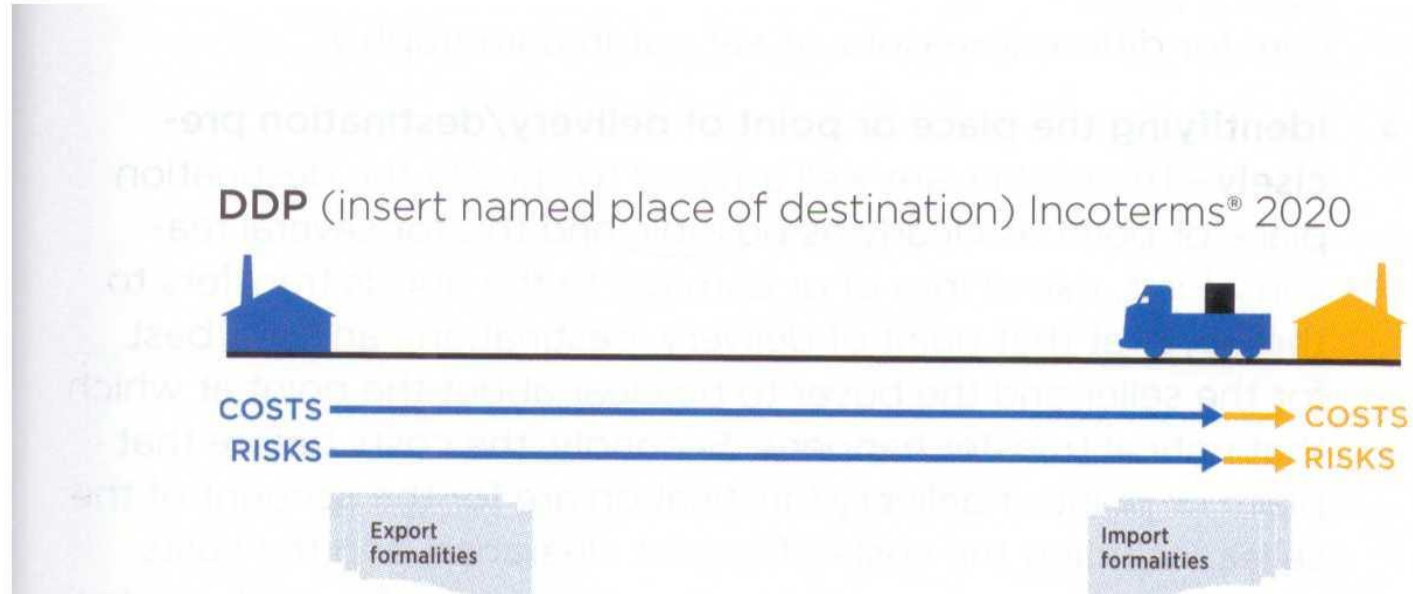
DAP Delivered at Place (named place of destination)

- When the goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading
- To the point of destination
- **What's for ?**
 - Non risky country
 - Avoiding customs at destination

DPU Delivered at Place Unloaded (named place of destination)

- The only incoterm to require from the seller the unloading at destination
 - But not import clearance

DDP Delivered Duty Paid (named place of destination)



DDP Delivered Duty Paid (named place of destination)

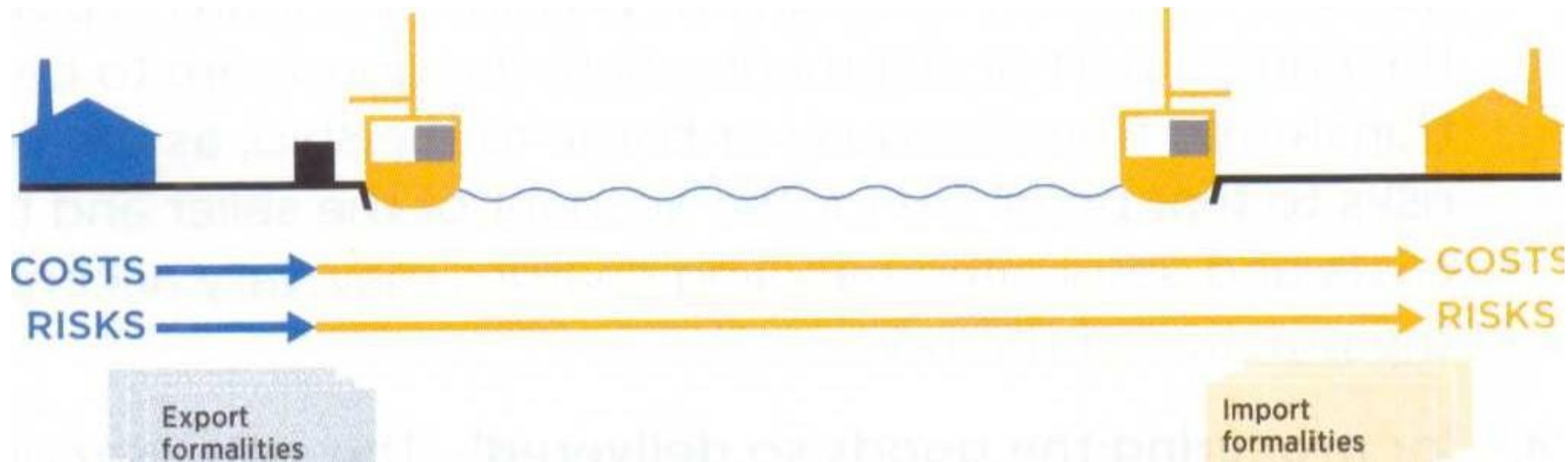
- Cleared for import
 - ready for unloading
- Caution to the sellers : when the company is not existing in the country of destination
- Especially when an import license has to be obtained, this is a choice to avoid
- The seller owes some obligations to the buyer which can only be performed within the buyer's country
- **What's for ?**
 - Does a subsidiary exists at destination ?

Sea and inland waterway

- FAS
- FOB
- CFR
- CIF

FAS Free Alongside Ship (named port of shipment)

FAS (insert named port of shipment) Incoterms@ 2020

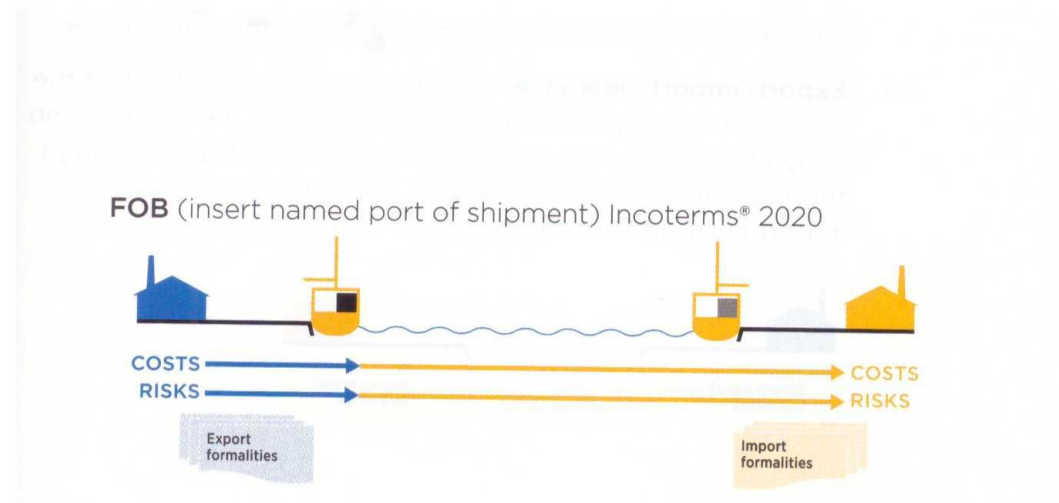


FAS Free Alongside Ship (named port of shipment)

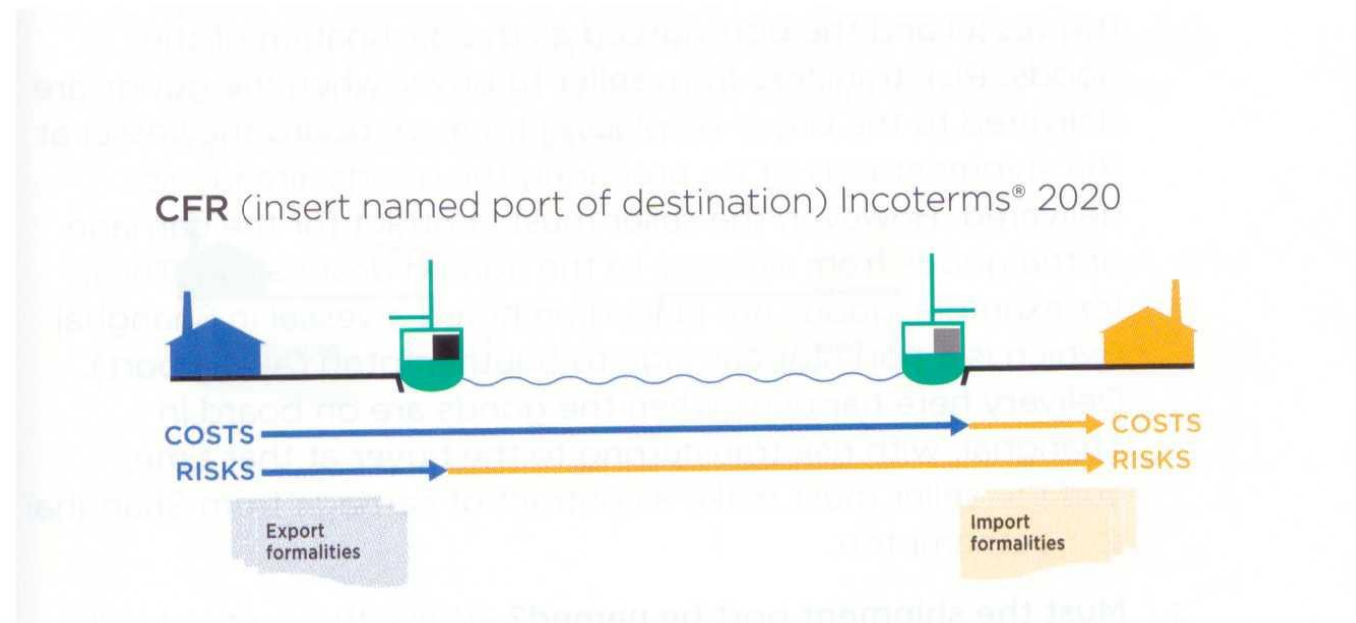
- When the goods are placed alongside the ship, the quay, the barge
- Nominated by the buyer
- Handling charges might vary according to the practice of the port
- **What's for ?**
 - Bulk

**FOB Free on Board
(named port of
shipment)**

- On board the vessel
nominated by the buyer
- Risk splitting
- **What's for**
 - Bulk preferably
 - The oldest incoterm ...



CFR Cost and Freight (named port of destination)

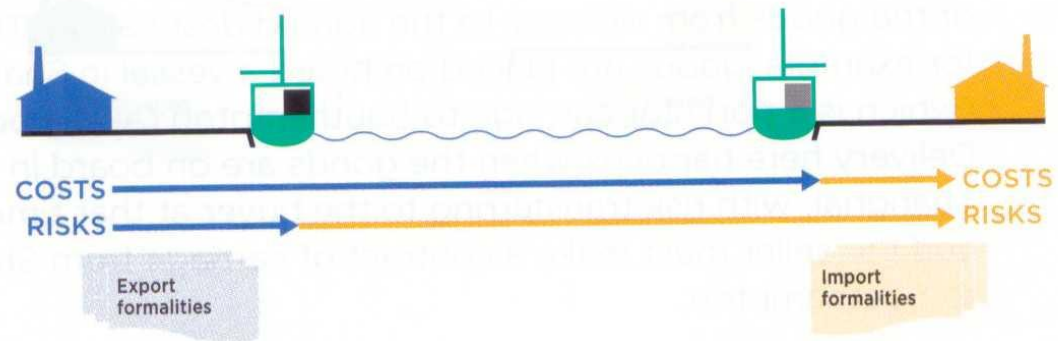


CFR Cost and Freight (named port of destination)

- Risk is transferred when goods are on board the ship
- To pay transport cost
 - To pay it cheaper ?
- Two ports are important : port of departure and port of destination

CIF Cost Insurance and Freight (named port of destination)

CFR (insert named port of destination) Incoterms® 2020



CIF Cost Insurance and Freight (named port of destination)

- Difference with CFR is in risk
- The seller is required to obtain limited insurance cover complying with Institute Cargo clauses C
- Or higher level (A) to be agreed
- Unloaded or not
- **What's for**
 - Bulk
 - However really used with general cargo
 - Able to buy cheaper transport than your customer

Main changes

- **In names**
- DAT is deleted
- Creating a new incoterm, DPU
- **The way to use them**
- EXW and DDP officially not recommended to international sales

Main impacts of incoterm choice

	INCOTERMS® 2020 RULES CHART OF RESPONSIBILITIES AND TRANSFER OF RISK										
	Any Transit Mode		Sea/Inland Waterway Transport				Any Transport Mode				
	EXW	FCA	FAS	FOB	CFR	CFI	CPT	CP	DAP	DDU	DDP
	Ex Works	Free Carrier	Free Alongside Ship	Free On Board	Cost & Freight	Cost Insurance & Freight	Carriage Paid To	Carriage Insurance Paid To	Delivered at Place	Delivered at Place Unloaded	Delivered Duty Paid
Transfer of Risk	At Buyer's Disposal	On Buyer's Transport	Alongside Ship	On Board Vessel	On Board Vessel	On Board Vessel	At Carrier	At Carrier	At Named Place	At Named Place Unloaded	At Named Place
Charges/Fees											
Packaging	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Delivery to Port/ Place	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Duty, Taxes & Security Clearance	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading on Carriage	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Carriage Charges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Insurance						Seller		Seller			
Destination Terminal Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Import Duty, Taxes & Security Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller



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 The chart is designed to provide a basic level of understanding of the Incoterms. All other rules published by the International Chamber of Commerce (ICC). For more detailed information, visit the ICC website.

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 INCOTERMS, TRADEMARKS, SERVICE MARKS AND REGISTERED TRADEMARKS OF THE INTERNATIONAL CHAMBER OF COMMERCE (ICC).
 TRADEMARK OF THE INTERNATIONAL CHAMBER OF COMMERCE.

All of them

- EXW
- FCA
- FAS
- FOB
- CFR
- CIF
- CPT
- CIP
- DAP
- DPU
- DDP



Transport according to mode

- **FCA ...**
- If agreed the seller must contract for carriage on usual terms at the buyer's risk and cost

- **CPT CIP DAP DPU DDP**
- To procure the contract for the carriage, **if delivery placed is not precisely named**, it will be the seller choice

- To comply with transport security rules

Transport according to mode



FAS FOB



The seller has to supply the buyer at the buyer's expenses, **any transport related to security requirements up to delivery**



If agreed the seller must contract for carriage on the usual terms at the buyer's risk and cost

LET'S PLAY TO INCOTERMS

which one

You import products from Brasil by sea ship. You intend to take in charge logistics process from aircraft landing in Roissy

You export to Agadir (Morocco). Your customer does not intend to take in charge anything before its own premises.

You import machine tools from Korea. You intend to take in charge the goods discharged at Marseille. The seller takes in charge the insurance.

Incoterms 2



Cofralu company has shipped 5 machines. One machine is stolen in Russia. Cofralu claims for payment to be made by his customer, what incoterm can solve the dispute ?



Virtool company is a medium company with 70% of his turn over for export and is leader for handling tool sector in Europe. For an ex works sale a claim appears : people at Virtool is instructed not to load the truck waiting for loading 300 cases of handling tools. The driver is unable to load. Why do they refuse, what is possible solution ?

Incoterms

You import products packed in a container from Korea. You don't ask for insurance cost included in the purchasing price, what's incoterm ?

You import goods DAP Strasbourg coming from Reykjavik. Who will take in charge customs formalities in France?

You import iron roofs from South Africa. You ask your supplier to deliver goods cleared on board in Capetown.

Transport according to mode

- **CFR CIF**
- The seller must contract or procure a contract for the carriage of the goods **at the agreed point of delivery** or if agreed at any point of the port
- To know who is **owner of handling** means at the port of discharge is a criterion to choose the incoterm
- **Unloading expenses** at the agreed port of discharge might be at the charge of the seller when **previously agreed**
- Also applicable to **CPT / CIP**

Insurance coverage B3 Buyer

- **EXW**
- The buyer bears all risk of loss or of damage to the goods from the time they have been delivered
- **If the buyer fails to give notice**, then the buyer bears risk of loss or damage B10

Insurance coverage B3 Buyer

**FCA CPT CIP DAP
DPU DDP**

**If the buyer fails to
nominate a carrier or
another person or to
give notice**

or the carrier or
person nominated by
the buyer fails to take
the goods in charge

Insurance coverage B3 Buyer

- **FAS FOB CFR CIF**
- The buyer bears all risks of loss or damage to the goods
- The buyer **fails to give notice** in accordance with B10 or the vessel nominated by the buyer fails to arrive on time, fails to take the goods or closes for cargo earlier than the time notified in accordance with B10

A 5 the seller insurance



FCA CPT



No obligation but information to provide



CIP



The seller must obtain, as its own cost, cargo insurance complying with the cover provided by clauses A of the Institute Cargo Clauses as appropriate to the means of transport used.



Any additional cover is at the buyer's cost, such as complying with the Institute War Clauses and or Institute Strike clauses



The insurance shall cover, at a minimum, the price provided in the contract + 10% and shall be in the currency of the contract



The seller must provide the buyer with the insurance policy or certificate or any other evidence of insurance cover

A5 Insurance the seller

- **DAP DDP**
- The seller has no obligation to the buyer
- **FAS CFR**
- No obligation but information to the buyer
- **CIF**
- Unless otherwise stated with the cover provided by clauses C
- The insurance shall cover 100% of the contract value and shall be in the currency of the contract

Container shipment by sea / waterway

- Shipment key locations
 - Loading plant / warehouse place
 - Container terminal of the carrier at the port of departure
 - At the quay side of the port of departure
 - Carrier container terminal at the port of discharge
 - Place of delivery

Container shipment by sea / waterway



USEFUL BORDER CY / CY
(CONTAINER YARD)



PORT TERMINAL FCA AND
FOB



CFR AND CIF AT THE PORT
OF DISCHARGE AS AN
ANSWER

Customs regulation



Security controls increase due to world customs and transport and security regulations



Obligations are regarded as including seller and buyer, responsibility and assistance

Import Control System example



Creating an obligation or an assistance process according to the incoterm

A 7 Seller and clearance

- **EXW**
- The seller must assist the buyer at the buyer's risk and cost to obtain information related to export/transit/import clearance
 - Export/transit/import licence
 - Security clearance for export/transit/import
 - Pre-shipment inspection
 - Any other official authorisation
- **FCA CPT CIP DAP DPU FAS FOB CFR CIF**
- The seller must carry out and pay for all export clearance formalities:
- Export licence, till any other official authorisation

B 7 Buyer

- **EXW**
 - The buyer will pay and fulfil export formalities
- **FCA CPT CIP DAP DPU FAS FOB CFR CIF**
 - Assistance with export clearance
 - The buyer must carry out and pay for all formalities required by any country of transit and the country of import
- **DDP**
 - The buyer must assist the seller, at the seller request, risk and cost in obtaining any document and information required by the countries of export/transit/import

Case studies to review possible choice

Goods are packed

Packing

Shipment and export formalities

Pre carriage (sea / air / consolidation by road)

Terminal of departure / loading

Main transport

Minimum insurance, extra coverage

Port charges at destination, unloading

Post carriage

Clearance formalities, duties, taxes

Reviewing possible choices

AS A CONSEQUENCE

PAYMENT AND INCOTERMS WHEN CONNECTION EXISTS WITH TRANSPORT

COMPARING SUPPLIERS

COMPARING DISTRIBUTORS

ASSESSING DUTIES AND TAXES

TO SELECT YOUR OWN INCOTERMS

Incoterms 2020 code 3 letters + place name	Packing	Loading	Export clearance	Pre carriage	Cost to logistic platform/ port charges /from departure	Loading on main transport	Main leg	Unloading of main transport	Logisitic platform cost/ port of arrival	Post-carriage	Insurance	Import clearance duties and taxes
Land place (multimodal transport, airway, road and highway, railway)												
EXW	Seller	Buyer, support	Buyer, support	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FCA	Seller	Seller	Seller	Seller/ Buyer	Seller/ Buyer	Acheteur/ BL on board possible	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CPT	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller/ Buyer	Seller/ Buyer	Buyer	Buyer	Buyer
CIP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller/ Buyer	Seller/ Buyer	Buyer	Seller ICC A or C	Buyer
DAP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer
DPU	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	seller including unloading	Seller	Buyer
DDP	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Lieu Maritime et fluvial												
FAS	Seller	Seller	Seller	Seller	Yes alongside the ship	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FOB	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CFR	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller/ Buyer	Buyer	Buyer	Buyer	Buyer
CIF	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller/Buyer	Buyer	Buyer	Seller ICC C or A	Buyer

Small case

You are manager in a famous French brand for children garments.

Your products are sold worldwide.

The company policy is to sell FCA warehouse however your Indian distributor is asking for a DAP Delhi.

What are consequences to consider about this change ?

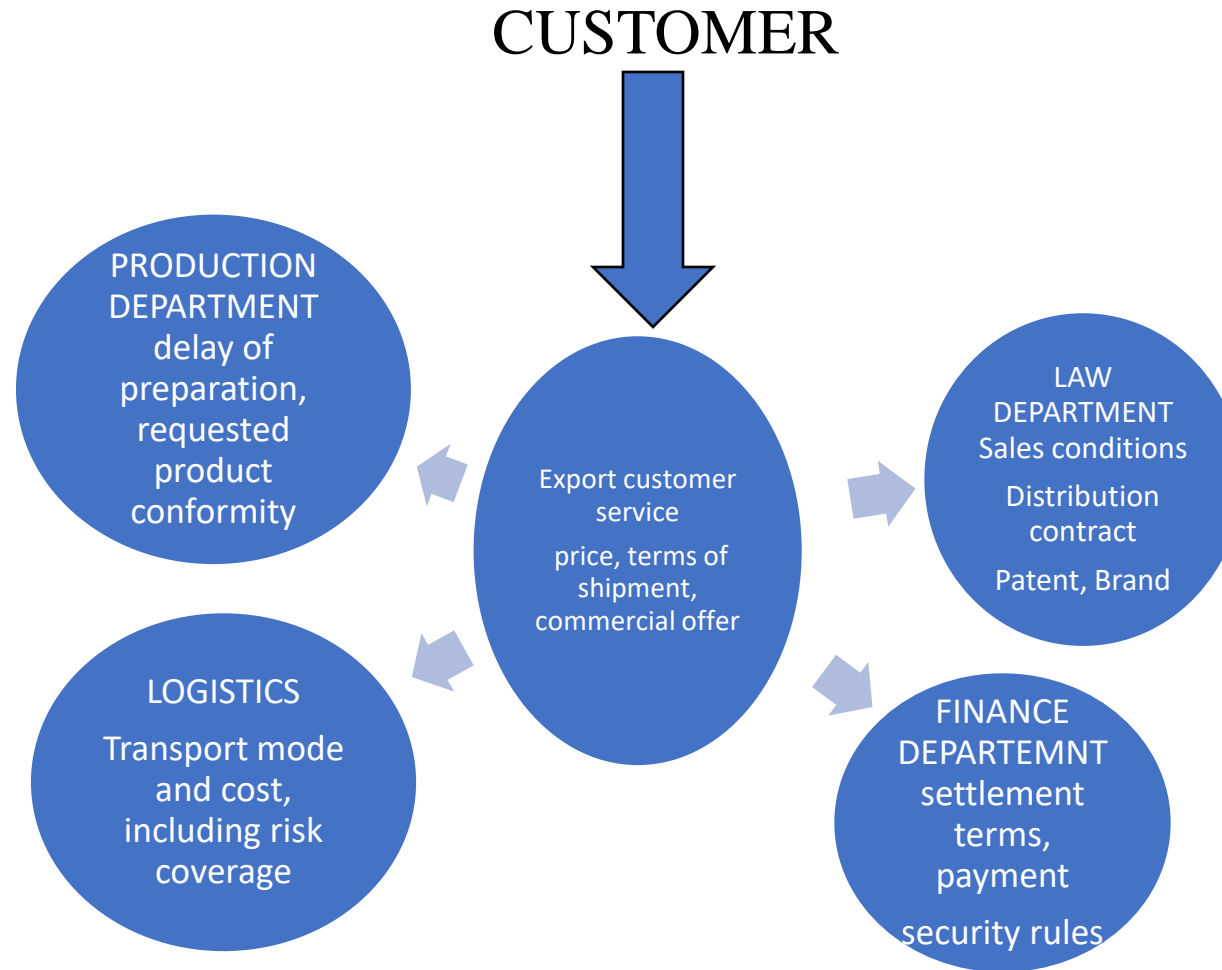
What are for and cons ?

Incoterm decision

- [..\..\..\cas\INCOTERMSfrgb\Quiz2.pdf](#)
- [..\..\..\cas\INCOTERMSfrgb\Quiz3.pdf](#)

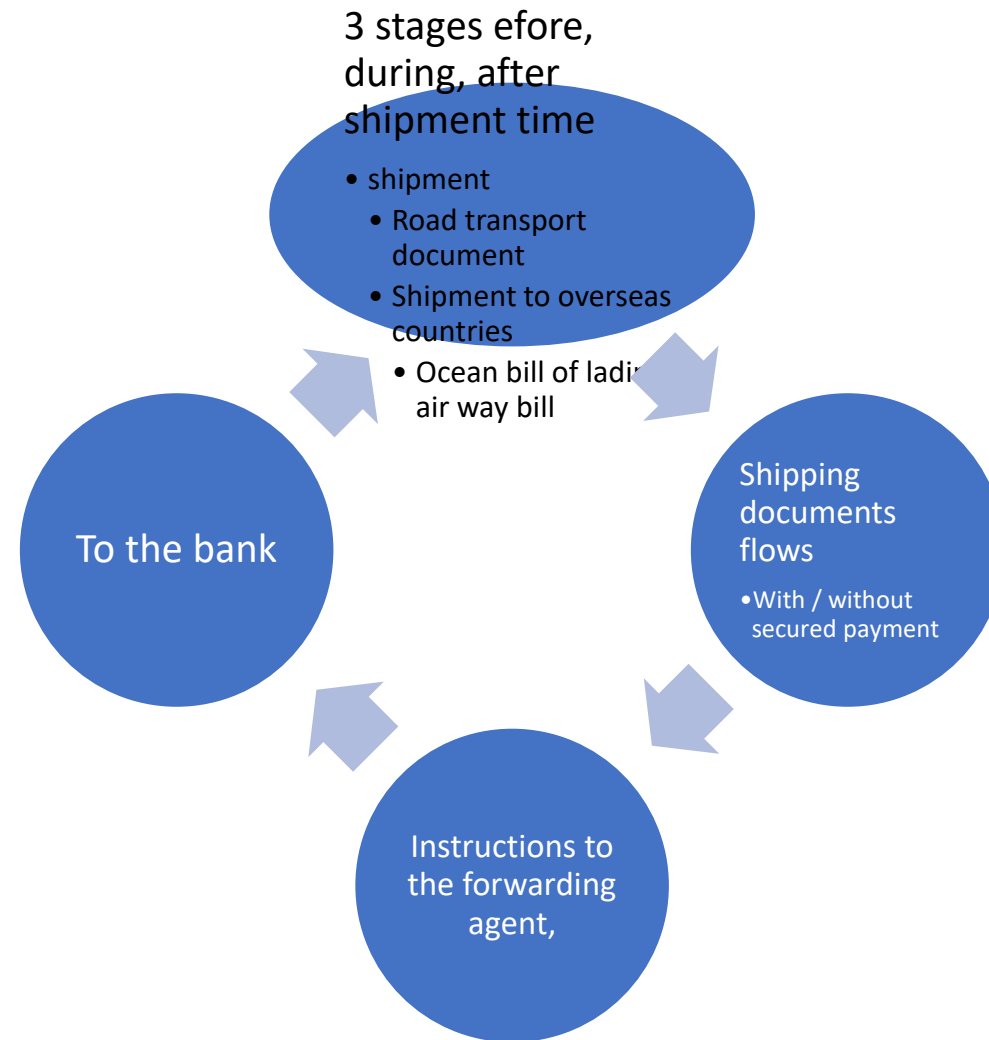
To each incoterm let us know which point is related to the incoterm Fill the table to know price to charge

3- Preparing an export order

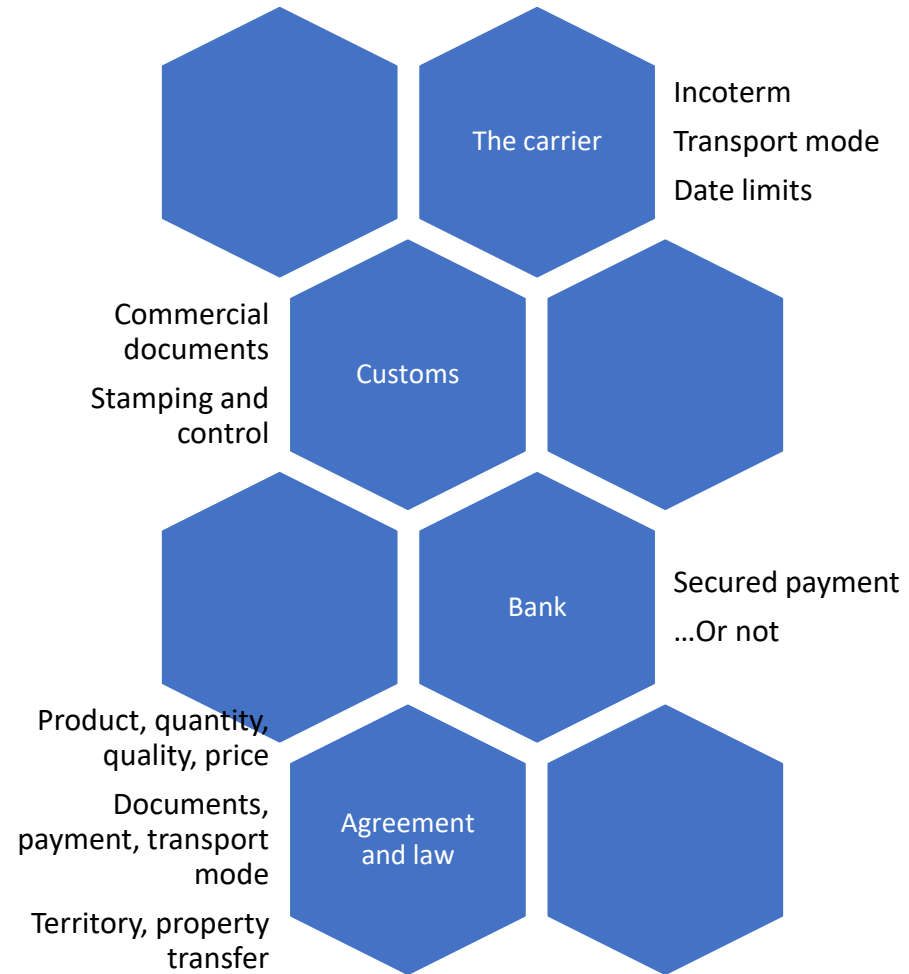




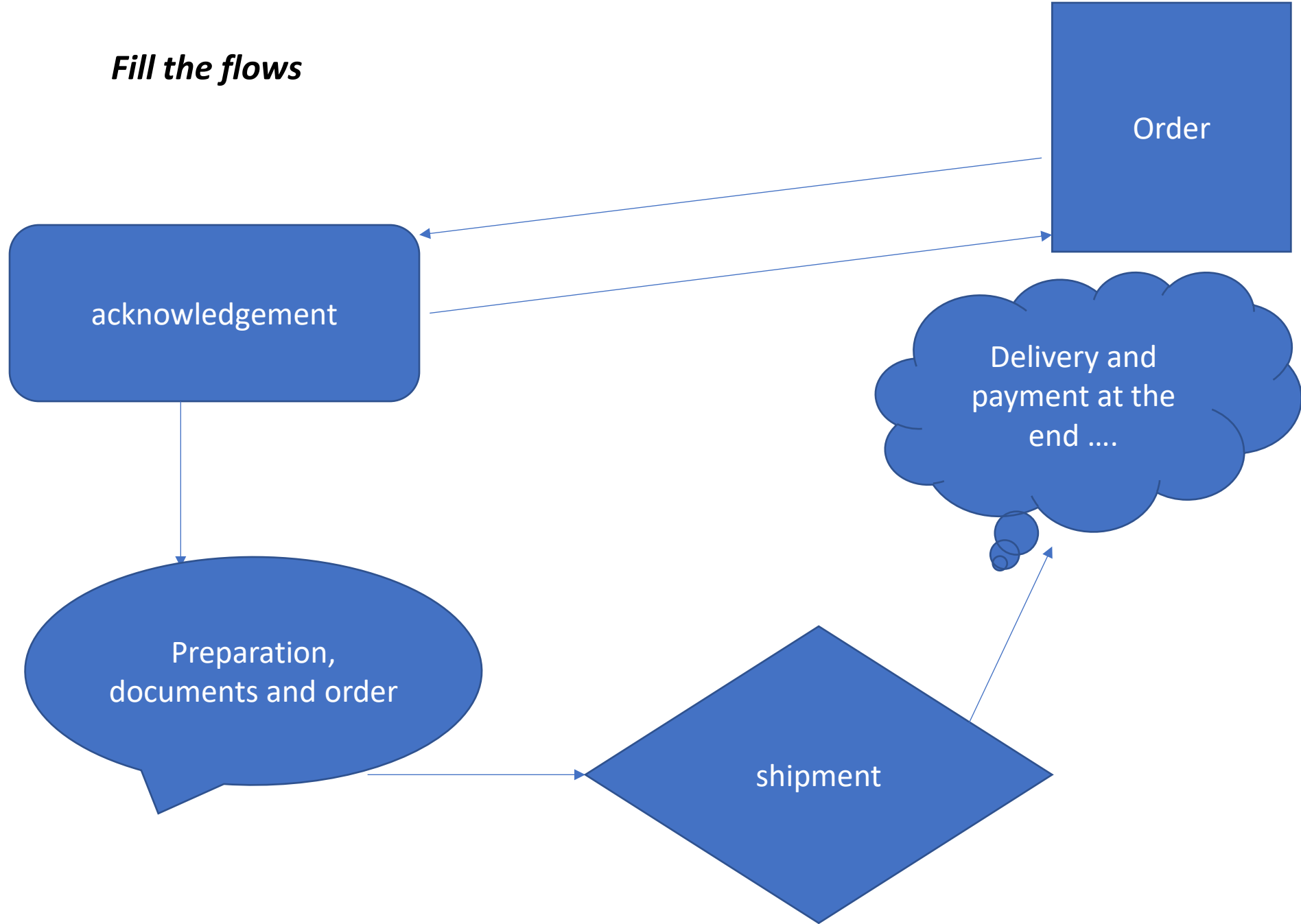
Preparing an export order



PARTNERS OF THE EXPORT COMPANY



Fill the flows



- Pre-accuse de réception de commande en douane

ACCUSE DE RECEPTION DE COMMANDE / ACKNOWLEDGMENT OF ORDER

EXPORTATEUR/Exporter	N° Commande/Order	DATE/ date		
VOS REFERENCES / Your reference				
NOS REFERENCES / Our reference				
DESTINATAIRE / Consignee	ACHETEUR / Buyer			
NOTIFIER A / Notify	BANQUE DU VENDEUR / Seller's Bank			
	DEVISE FACTURE / Invoice currency			
DATE DE MISE A DISPOSITION / Date of disposal	CONDITIONS DE LIVRAISON / Incoterms			
PRE TRANSPORT PAR / Pre Carriage by	CONDITIONS DE PAIEMENT / Terms of payment			
LIEU DE CHARGEMENT / Place of loading				
IDENTITE DU MOYEN DE TRANSPORT / Transport	LIEU DE RECEPTION / Place of receipt			
LIEU DE DECHARGEMENT/Place of Discharge	LIEU DE DESTINATION / Place of destination			
DESIGNATION DES ARTICLES	POIDS BRUT NET/KG	QUANTITE	PRIX UNITAIRE	MONTANT
Description of goods	Gross / Net weight	Quantity	Unit Price	Amount
TOTAL ARTICLES / Total of goods				
TOTAL DES FRAIS/Total Charges				
MONTANT TOTAL HT/Total Amount				
TOTAL A PAYER/		Total to pay		
OBSERVATIONS/Observations	LIEU D'ETABLISSEMENT/Place of Issue			
	NOM/Name			

Preparing an order

- Packing, packaging, marking
- Shipping documents preparation
 - Internal documents
 - invoice, packing list
 - External documents
 - Certificate of origin, EUR1 certificate examples
- Customs document
 - Accompanied administrative document example

Invoice

- Goods
- Cost
- flow

FACTURE / INVOICE				
EXPORTATEUR/Exporter	N° FACTURE /Invoice No.	DATE FACTURE/Invoice date		
		VOS REFERENCES / Your reference		
		NOS REFERENCES / Our reference		
DESTINA TAIRE/ Consignee	ACHETEUR / Buyer			
NOTIFIER A / Notify	BANQUE DU VENDEUR / Seller's Bank			
		DEVISE FACTURE/ Invoice currency		
DATE DE MISE A DISPOSITION / Date of disposal		CONDITIONS DE LIVRAISON / Incoterms		
PRE TRANSPORT PAR / Pre Carriage by		CONDITIONS DE PAIEMENT / Terms of payment		
LIEU DE CHARGEMENT / Place of loading				
IDENTITE DU MOYEN DE TRANSPORT / Transport		LIEU DE RECEPTION / Place of receipt		
LIEU DE DECHARGEMENT/Place of Discharge		LIEU DE DESTINATION / Place of destination		
DESIGNATION DES ARTICLES	POIDS BRUT NET/KG	QUANTITE	PRIX UNITAIRE	MONTANT
Description of goods	Gross / Net weight	Quantity	Unit Price	Amount
		TOTAL ARTICLES / Total of goods		
		TOTAL DES FRAIS/Total Charges		
		MONTANT TOTAL HT/Total Amount		
		TOTAL A		
		PAYER/ Total to pay		
CLAUSES PARTICULIERES-VISAS / Special information - visas		LIEU D'ETABLISSEMENT/Place of Issue		
		NOM/Name		
		TEL/Tel		
		SIGNATURE/Signature		

**FACTURE PROFORMA / PROFORMA
INVOICE**

EXPORTATEUR/Exporter	NO EORI	N° FACTURE /Invoice No.	DATE FACTURE/Invoice date
SENSOR Industries		2015/001	29th May 2015
Z.A. Terres Rouges		VOS REFERENCES / Your reference	
51200 Epernay		Order 6128 dated 2th May 2015	
France		NOS REFERENCES / Our reference	
		Laurent Birchmeyer	
DESTINATAIRE / Consignee		ACHETEUR / Buyer	
Same as buyer except further instructions		BILLION Group Ltd	
		Calcada Da Barra, No.2F, EDF Cheong Seng	
		Bloco 3, 4 Andar A	
		MACAU	
NOTIFIER A / Notify		BANQUE DU VENDEUR / Seller's Bank	
To be advised		CIC Est - 51200 Epernay France	
		DEVISE FACTURE / Invoice currency	
		Euro	

DATE DE MISE A DISPOSITION / Date of disposal Semaine 25 / Week 25		CONDITIONS DE LIVRAISON / Incoterms CIF Hong-Kong		
PRE TRANSPORT PAR / Pre Carriage by Road - Full Container loaded (FCL)		CONDITIONS DE PAIEMENT / Terms of payment By swift transfer 90 days from shipping date		
LIEU DE CHARGEMENT / Place of loading Epernay				
IDENTITE DU MOYEN DE TRANSPORT / Transport id. Sea		LIEU DE RECEPTION / Place of receipt Le Havre		
LIEU DE DECHARGEMENT/Place of Discharge Hong-Kong		LIEU DE DESTINATION / Place of destination Macau		
DESIGNATION DES ARTICLES Description of goods	POIDS BRUT NET/KG Gross / Net weight	QUANTITE Quantity	PRIX UNITAIRE Unit Price	MONTANT Amount
Champagne		6000 bottles	25,00 €	100 000,00 €
H.S. 220410				
Frédéric Gauthier Total 1000 cases on 12 80x120 cm pallets				

11000 kgs

17 cbm

Emballage Packing	Fret Freight	Autres coûts Other costs	Assurance Insurance	TOTAL ARTICLES / Total of goods	1 600,00 €
				TOTAL DES FRAIS/Total Charges	
	1 500,00 €		100,00 €	MONTANT TOTAL HT/Total Amount	
				TOTAL A PAYER/ Total to pay	101 600,00 €
CLAUSES PARTICULIERES-VISAS / Special information - visas Cette facture proforma est notre offre valable jusqu'au This proforma invoice has been issued as an offer valid till Please read our general sales conditions page 2				LIEU D'ETABLISSEMENT/Place of Issue Epernay (France) NOM/Name Birchmeyer TEL/Tel 326550500 SIGNATURE/Signatue	

**LISTE DE COLISAGE /
Packing list**

EXPORTATEUR/Exporter	EORI	N°COLISAGE/Packing list N°	DATE COLISAGE/packing list date
SENSOR Industries		2015/001	29-mai-15
51200 Epernay		AUTRES REFERENCES/Other references	
France		Order 6128 dated 2 May 2015	
DESTINATAIRE / Consignee		ACHETEUR / Buyer	
Billion Group Ltd Calcada Da Barra, No 2F, EDF C.S.		Billion Group Ltd Calcada Da Barra, No 2F, EDF C.S.	
Bloco 3, 4 Andar A Macau		Bloco 3, 4 Andar A Macau	
OBSERVATIONS / Observations			N° FACTURES / Invoices No
Tous les emballages en bois sont conformes à la norme NIMP 15 All wooden packaging are in conformity with international NIMP 15 norm			Facture/Invoice no 2015/001

MARQUES D'EXPEDITION/Despatch marks

N° COLIS / Package No.

Billion Group

Macau

order 6128

NOMBRE, NATURE DES COLIS	Poids Brut / Kg	POIDS NET/kg	DIMENSION/VOLUME M3
Number, kind of packages	Brut weight	Net weight	Size/Volume cbm
DESIGNATION DES MARCHANDISES			
Description of goods			
1x20' container CGMU525633/6			
12 pallets	Each pallet said to contain 83 cases		
	The latest one 87 cases		
1000 cases	6000 bottles	11000 kgs	4500 kgs
			Lxlxh in meters
			17 cbm

TOTAL / Total	11000 kgs	17 cbm
COLIS / Packages	1000 cases	
Lieu d'établissement		
Place and date of issue		
Nom / Name		
Tel		
Signature		



N° 1012/2011

1. Expéditeur (nom, adresse, pays) / Expéditeur / المرسل / 寄賣人 / Отправитель		N°	ORIGINAL
2. Destinataire (nom, adresse, pays) / Destinataire / المرسل إليه / 收件人 / Получатель			
4. Informations relatives au transport (mention facultative) / Transport details / ملاحظات / 运输情况 / Вид транспорта и маршрут следования (не обязательно указывать)		COMMUNAUTÉ EUROPÉENNE EUROPEAN COMMUNITY COMUNIDAD EUROPEA الجمهورية الأوروبية 欧洲共同体 ЕВРОПЕЙСКОЕ СООБЩЕСТВО CERTIFICAT D'ORIGINE CERTIFICATE OF ORIGIN CERTIFICADO DE ORIGEN شهادة المنشأ 原产地证书 СЕРТИФИКАТ О ПРОИСХОЖДЕНИИ ТОВАРА	
		3. Pays d'origine / Country of origin / País de origen / بلد المنشأ / 原产国 / Страна происхождения	
5. Remarque / Remark / ملاحظة / 备注 / Для служебных органов		6. N° d'ordre ; marques, numéros, nombre et nature des colis ; désignation des marchandises / Item number ; marks, numbers, number and kind of packages ; description of goods / N° de orden ; marcas, números, número y naturaleza de los bultos ; designación de las mercancías / رقم وأصناف البضائع / 序号；商标；号码；数量；性质；商品种类 / Порядковый номер, маркеры, номера и вид упаковки, описание товара	
7. Quantité / Quantity / كمية / 数量 / Количество			
<p>8. L'autorité soussignée certifie que les marchandises désignées ci-dessus sont originaires du pays figurant dans le case N°3 / THE UNDERSIGNED AUTHORITY CERTIFIES THAT THE GOODS DESCRIBED ABOVE ORIGINATE IN THE COUNTRY SHOWN IN BOX 3 / LA AUTORIDAD INFRASCRITA CERTIFICA QUE LAS MERCANCIAS DESIGNADAS SON ORIGINARIAS DEL PAIS INDICADO EN LA CASILLA N°3 / شهادة المنشأ الموصوفة أعلاه أصلها أن البلدان المذكورة أعلاه</p> <p>营业证书当局证实上述商品原产于第3栏内所注明的国家 / Подписанный удостоверяет, что описываемые товары происходят из страны, указанной в графе N°3</p>			
<p>Lieu et date de délivrance : désignation, signature et cachet de l'autorité compétente / Place and date of issue ; name, signature and stamp of competent authority / Lugar y fecha de expedición ; designación, firma y sello de la autoridad competente / مكان وأصناف البضائع / Место и дата выдачи ; наименование, подпись и печать уполномоченного органа</p>			

REPRODUCTION INTERDITE

Le demandeur dont la signature apparaît au verso certifie en outre que :

I - La marchandise est entièrement obtenue en France ou _____ (autre état membre de la communauté européenne) ; comme étant fabriquée ou produite par : (a) (b)

II - La marchandise a subi, en France ou dans un autre état membre de la Communauté Européenne, la dernière transformation ou opération substantielle, économiquement justifiée, effectuée dans une entreprise équipée à cet effet et ayant abouti à la fabrication d'un produit nouveau ou représentant un stade de fabrication important : (c) (d) (Règlement 2913/92 article 24)

III - La marchandise est originaire d'un pays tiers (préciser le nom du pays) : _____ comme le prouve le document ci-joint : (e)

a) Marchandise originaire de France : nom et adresse du fabricant ou du producteur

b) Marchandise originaire d'un autre état membre de la Communauté Européenne : nom et adresse du fabricant ou du producteur (produire tout document susceptible d'identifier l'origine de la marchandise)

c) Operation effectuée en France : nom et adresse de l'entreprise

d) Operation effectuée dans un autre état membre de la Communauté Européenne : (produire tout document susceptible d'identifier l'origine de la marchandise)

e) Déclaration douanière (D.A.U.), certificat d'origine étranger, autre document (indiquer le nature du document).

REGLES A OBSERVER POUR L'ETABLISSEMENT DU CERTIFICAT D'ORIGINE ET DE LA DEMANDE Y RELATIVE

1. Les formulaires de certificat d'origine et de la demande y relative sont remplis à la machine à écrire ou à la main, d'une manière identique, en français, avec éventuellement une traduction dans une autre langue, suivant les usages et les nécessités du commerce. As cas où ils sont remplis à la main, ils le sont à l'encre et en caractères d'imprimerie.

2. Le certificat et la demande ne peuvent comporter ni grattages, ni surcharges. Les modifications qui y sont apportées doivent être effectuées en biflant les indications envoyées et en ajoutant, le cas échéant, les indications voulues. Toute modification ainsi opérée doit être approuvée par son auteur et visée par les autorités ou organismes habilités.

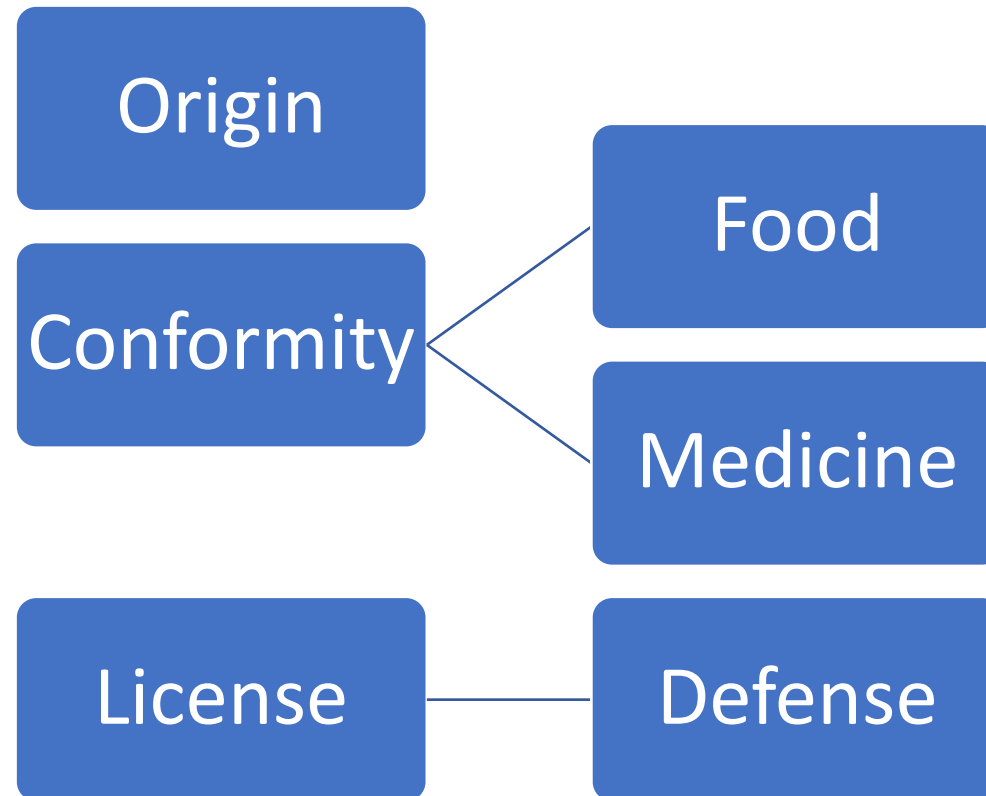
3. Chaque article repris sur la demande et sur le certificat doit être précédé d'un numéro d'ordre. Immédiatement au-dessous de la dernière inscription doit être tracée une ligne horizontale. Les espaces non utilisés doivent être biseautés de façon à rendre impossible toute adjonction ultérieure.

4. Si les nécessités du commerce d'exportation le requièrent, il peut être établi, en plus de l'original du certificat d'origine, une ou plusieurs copies. Les copies authentifiées ont valeur d'original. (Code des Douanes Communautaires).

0629

Fédération

With
Certificates



-Preparing
the export
order
till shipping
date

4 Экземпляр за изпращача
Copy for sender

112000/110400/0002975

МЕЖДУНАРОДНА ТОВАРИТЕЛНИЦА №
INTERNATIONAL CONSIGNMENT NOTE

CMR
This carriage is subject notwithstanding any clause to the contrary, to the Convention on the Contract for the International Carriage of Goods by Road (CMR).

1. Изпращач (име, адрес, държава)
Sender (name, address, country) 000 "Эрготек"
614060 Пермь, ул. Уральская, № 119
РОССИЯ

2. Получател (име, адрес, държава)
Consignee (name, address, country) Фирма "Прон и Ко. Инк."
Русе Свободна зона
Болгария

3. Разтоварен пункт (место, държава)
Place of delivery of the goods (place, country)
Русе Свободна зона
Болгария

4. Товарен пункт (место, държава, дата)
Place and date of taking over the goods (place, country, date)
Пермь
Россия 11.04.2000

5. Приложени документи
Documents attached
Инвойс № 9 от 10.04.2000
СТД

6. Знаци и номера
Marks and Nos 660

7. Брой колети
Number of packages 660

8. Вид опаковка
Method of packing пакети

9. Вид на стоката
Nature of the goods Парафин неф-
тиной техни-
ческий.
Марки "Т-1"
2712909000

10. Статистически №
Statistical number 20231

11. Теглене брутто кг
Gross weight in kg

12. Обем м³
Volume in m³

16. Превозвач (име, адрес, държава)
Carrier (name, address, country)
ET „IVAN DAMIANOV“
BG INTERNATIONAL TRANSPORT
SVISTOV „GRADEVO“ STR. 14A
TEL: 00350-631-42141
ДН1048001145

17. Последователни превозвачи (име, адрес, държава)
Successive carriers (name, address, country)

18. Резерви и бележки на превозвача
Carrier's reservations and observations

19. Специални споразумения
Special agreements

20. Таблица от
Table of
Играчна на Sender
Valuta/Currency
Получател/Consignee

14. Предписания за плащане на налито на изпращача
Instructions as to payment for carriage
 Предплатено Carriage paid
 Дължило Carriage forward

21. Изготвен в
Established in ПЕРМИ на 11.04.2000

22. Подпис и печат на изпращача
Signature and stamp of the sender
ЭРГОТЕК
Россия г. Пермь
Федерация

23. Подпис и печат на получател
Signature and stamp of the consignee
ET „IVAN DAMIANOV“
BG INTERNATIONAL TRANSPORT
SVISTOV „GRADEVO“ STR. 14A
TEL: 00350-631-42141

24. Стоките получени Goods received
Место на Place на 19
оп 19

Model BRU 1976

[exportImportQuiz.pdf](#)