



ALPHA AIR & OCEAN SERVICES

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GLOSSARY OF TERMS OF SALE

EXW- When the seller fulfils delivery for the usage of the buyer at the sellers' location or other requested place of delivery when not cleared for export and not placed on any receiving, obligation for the seller is minimum but the buyer is responsible for all costs and risks.

FCA- Seller fulfils delivery, cleared for export at requested location. If delivery occurs at seller's location, the seller is responsible for loading. If the delivery takes place at another location the seller has no responsibility for unloading.

FAS- Seller fulfils delivery along side the vessel at the designated port of shipment. The buyer is responsible for all costs and risk of loss of, and damage to, the goods after that point in time. FAS requires the seller to perform all export clearance. FAS referenced only for sea and inland waterway transportation.

FQB- Seller fulfils delivery when goods cross the ship's rail at required port of shipment. The buyer is responsible for all costs and risk of loss of, or damage to, the goods after that point of time. FOB is referenced for sea, air and inland waterway transportation.

CFR- Seller fulfils delivery of the goods after they pass the ship's rail in required port of shipment. The seller is responsible for all freight to the required port of destination. Loss or damage to the goods along with any additional costs due to occurrence after time of delivery transfer risk from the seller to the buyer. Also, the seller is responsible for export clearance. FCA is referenced for sea, air and inland waterway transportation.

CIF- Seller fulfils delivery when goods cross the ships' rail in required port of shipment. Any loss or damage to the goods, along with any occurrences after the time of delivery, are transferred from buyer to seller.

CPT- The seller fulfils delivery of the goods to the named carrier, but the seller also must bare the cost of carriage needed to bring the goods to the required destination. All risks and other costs occurring upon delivery are the responsibility of the buyer. CPT necessitates the seller to clear the goods for export. CPT is referred to regardless of the mode of transportation including multi-modal.

CIP- Upon delivery of the goods to the named carrier, the seller is responsible for the cost of carriage to bring the goods to their destination. All risks and other costs of carriage necessary to bring the goods to their destination is the responsibility of the seller. Buyer is responsible, for any risks or other costs, after the goods have been delivered. Insurance against the buyer's risk of or damage to the goods during carriage is the responsibility of the seller. Seller must clear goods for export when referring to CIP. CIP is sued regardless of mode of transport including multi-modal.

DAF- The seller delivers the goods when they are at the disposal of the buyer on the arriving means of transport, not unloaded, cleared for export or import, and the point of destination and place at the frontier, but before the customs border at the adjoining country. It is important that the frontier in question be defined so by naming that point in DAF.

DES- Upon delivery, the goods are now at the disposal of the buyer while on board the ship, not cleared for import in the understood port of destination and before discharge is the responsibility of the seller. DES is used when delivery is by sea, inland waterway or multi-modal transport on a vessel in the port of destination.

BUYER AND SELLER RESPONSIBILITIES

EXW	EX WORKS	Warehouse storage at point of origin	Warehouse labor charge at point of origin	Export Packing	Loading of point of origin	Inland freight	Port receiving charges	Forwarder's fee
		seller	seller	seller	buyer	buyer	buyer	buyer
		Loading on ocean carrier	Ocean/ Air freight	Charges at names port of destination	Customs brokerage	Customs duties & taxes at destination	Delivery charges to final destination	
		buyer	buyer	buyer	buyer	buyer	buyer	
FCA	FREE CARRIER	Warehouse storage at point of origin	Warehouse labor charge at point of origin	Export Packing	Loading of point of origin	Inland freight	Port receiving charges	Forwarder's fee
		seller	seller	seller	seller	buyer	buyer	buyer
		Loading on ocean carrier	Ocean/ Air freight	Charges at names port of destination	Customs brokerage	Customs duties & taxes at destination	Delivery charges to final destination	
		buyer	buyer	buyer	buyer	buyer	buyer	
FAS	FREE ALONGSIDE SHIP	Warehouse storage at point of origin	Warehouse labor charge at point of origin	Export Packing	Loading of point of origin	Inland freight	Port receiving charges	Forwarder's fee
		seller	seller	seller	seller	seller	seller	seller
		Loading on ocean carrier	Ocean/ Air freight	Charges at names port of destination	Customs brokerage	Customs duties & taxes at destination	Delivery charges to final destination	
		buyer	buyer	buyer	buyer	buyer	buyer	

FOB	FREE ONBOARD VESSEL	Warehouse storage at point of origin	Warehouse labor charge at point of origin	Export Packing	Loading of point of origin	Inland freight	Port receiving charges	Forwarder's fee
		seller	seller	seller	seller	seller	seller	seller
		Loading on ocean carrier	Ocean/ Air freight	Charges at names port of destination	Customs brokerage	Customs duties & taxes at destination	Delivery charges to final destination	
		seller	buyer	buyer	buyer	buyer	buyer	
CFR	COST AND FREIGHT	Warehouse storage at point of origin	Warehouse labor charge at point of origin	Export Packing	Loading of point of origin	Inland freight	Port receiving charges	Forwarder's fee
		seller	seller	seller	seller	seller	seller	seller
		Loading on ocean carrier	Ocean/ Air freight	Charges at names port of destination	Customs brokerage	Customs duties & taxes at destination	Delivery charges to final destination	
		seller	seller	buyer	buyer	buyer	buyer	
CIF	COST, INSURANCE, FREIGHT	Warehouse storage at point of origin	Warehouse labor charge at point of origin	Export Packing	Loading of point of origin	Inland freight	Port receiving charges	Forwarder's fee
		seller	seller	seller	seller	seller	seller	seller
		Loading on ocean carrier	Ocean/ Air freight	Charges at names port of destination	Customs brokerage	Customs duties & taxes at destination	Delivery charges to final destination	
		seller	seller	buyer	buyer	buyer	buyer	
CPT	CARRIAGE INSURANCE, PAID TO	Warehouse storage at point of origin	Warehouse labor charge at point of origin	Export Packing	Loading of point of origin	Inland freight	Port receiving charges	Forwarder's fee
		seller	seller	seller	seller	seller	seller	seller

		Loading on ocean carrier	Ocean/ Air freight	Charges at names port of destination	Customs brokerage	Customs duties & taxes at destination	Delivery charges to final destination	
		seller	seller	seller	buyer	buyer	buyer	
CIP	CARRIAGE INSURANCE, PAID TO	Warehouse storage at point of origin	Warehouse labor charge at point of origin	Export Packing	Loading of point of origin	Inland freight	Port receiving charges	Forwarder's fee
		seller	seller	seller	seller	seller	seller	seller
		Loading on ocean carrier	Ocean/ Air freight	Charges at names port of destination	Customs brokerage	Customs duties & taxes at destination	Delivery charges to final destination	
		seller	seller	seller	buyer	buyer	buyer	
DAF	DELIVERY AT FRONTIER	Warehouse storage at point of origin	Warehouse labor charge at point of origin	Export Packing	Loading of point of origin	Inland freight	Port receiving charges	Forwarder's fee
		seller	seller	seller	seller	seller	seller	seller
		Loading on ocean carrier	Ocean/ Air freight	Charges at names port of destination	Customs brokerage	Customs duties & taxes at destination	Delivery charges to final destination	
		seller	seller	seller	buyer	buyer	buyer	
DES	DELIVERED EX SHIP	Warehouse storage at point of origin	Warehouse labor charge at point of origin	Export Packing	Loading of point of origin	Inland freight	Port receiving charges	Forwarder's fee
		seller	seller	seller	seller	seller	seller	seller
		Loading on ocean carrier	Ocean/ Air freight	Charges at names port of destination	Customs brokerage	Customs duties & taxes at destination	Delivery charges to final destination	
		seller	seller	buyer	buyer	buyer	buyer	

DEQ	DELIVERED EX QUAI	Warehouse storage at point of origin	Warehouse labor charge at point of origin	Export Packing	Loading of point of origin	Inland freight	Port receiving charges	Forwarder's fee
		seller	seller	seller	seller	seller	seller	seller
		Loading on ocean carrier	Ocean/ Air freight	Charges at names port of destination	Customs brokerage	Customs duties & taxes at destination	Delivery charges to final destination	
		seller	seller	seller	buyer	seller	buyer	buyer
DDU	DELIVERED DUTY UNPAID	Warehouse storage at point of origin	Warehouse labor charge at point of origin	Export Packing	Loading of point of origin	Inland freight	Port receiving charges	Forwarder's fee
		seller	seller	seller	seller	seller	seller	seller
		Loading on ocean carrier	Ocean/ Air freight	Charges at names port of destination	Customs brokerage	Customs duties & taxes at destination	Delivery charges to final destination	
		seller	seller	seller	buyer	buyer	seller	
DDP	DELIVERED DUTY PAID	Warehouse storage at point of origin	Warehouse labor charge at point of origin	Export Packing	Loading of point of origin	Inland freight	Port receiving charges	Forwarder's fee
		seller	seller	seller	seller	seller	seller	seller
		Loading on ocean carrier	Ocean/ Air freight	Charges at names port of destination	Customs brokerage	Customs duties & taxes at destination	Delivery charges to final destination	
		seller	seller	seller	seller	seller	seller	seller