



想成为出口商吗？

今日话题

- CAS简介
- 货运代理的职责
- 您为何要请一位货运代理？
- 《国际贸易术语解释通则》
- 出口全程详细指南
- 确定出口商的需求
- 运输的特殊要求
- 出口清单
- 我如何选择货运代理？
- 问题解答

货运代理：他们是谁？

- 货运代理是国际货物运输领域的专家。
- 货运代理的定义：
货运代理是航空、海运，和其它货运提供商所提供货运服务的经纪人。
- 有时被称作货物的国际旅行代理。

货运代理的主要职责是什么？

- 货物的运输。
- 确定进口商或出口商的需求。
- 为进口商或出口商赢得最优惠的运价。
- 提供针对各目的国在运输、包装，和单据方面要求的指导。
- 在航空和船运公司预定舱位。


货运代理的主要职责是什么？

- 跟踪货物并及时告知货运人和收货人货物的运输情况。
- 货运代理控制整个的国际运输供应链。
- 为您提供进口或出口的一站式服务。
- 把您从其它事务中解脱出来，专注于您的主业。

《国际贸易术语解释通则》

国际购买条款

- E-组： Ex-Works（工厂交货）— 买方负责商品从出厂起产生的一切费用。
- F-组： FOB（装运港船上交货）， FCA（货交承运人）— 运费的主要部分未付。
- C-组： C&F（成本加海运费）， CIF（成本加保险费和运， CFR（成本加运费）— 运费的主要部分已付。
- D-组： DDU（未完税交货）， DDP（完税后交货）— 从厂到厂。



Information for EXPORTERS

INCOTERMS 2000 quick reference sheet

Incoterms are the international rules for the interpretation of trade terms used in international trade, formulated by the International Chamber of Commerce.

TERM	Recommended for sea freight only					Recommended for all modes of transport						
	FOB	FAS	CFR	CFP	DES	EXW	FCA	CPT	CIP	DAF	DDU	DDP
Packing costs	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Commercial documents	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Inland delivery to first carrier	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Inland delivery to vessel/aircraft	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Wharfage (Thru, Soft, LO/LO)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Export Customs	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Transport documentation*	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Carriage and freight	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Insurance	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Delivery at destination - Import Customs	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

✓ Included in the price of goods.
* The cost of obtaining an air waybill or bill of lading should still be included in the FOB value, as they are an essential element of getting the goods on board.

FOB (free on board) should be calculated by adding the items that appear above the thick line and subtracting those that appear below the thick line. For example, if calculating FOB from CIP (cost, insurance and freight) you would need to subtract the cost of overseas freight and overseas insurance from CIP to reach FOB.


For further information regarding Incoterms refer to the International Chamber of Commerce's website www.iccbrooks.com

Incoterms acronyms

BBR - Basic service rate	DEQ - Delivered ex quay
CFR - Cost and freight	DEU - Delivered ex ship
CIP - Cost, insurance and freight	EXW - Ex works
FAS - Free alongside ship	FCA - Free carrier
FOB - Free on board	LO/LO - Lift on/lift off
CFP - Carriage paid to	THC - Terminal handling charge
DAF - Delivered at frontier	
DDP - Delivered duty paid	
DDU - Delivered duty unpaid	

Please note this fact sheet is a general guide only. For more information contact the Customs Information Centre on 1300 363 263, visit the website at www.customs.gov.au or email information@customs.gov.au

August 2000



INCOTERMS – QUICK REFERENCE GUIDE

Incoterms are the international rules for the interpretation of trade terms used in international trade, formulated by the International Chamber of Commerce.

COSTS INCLUDED	EXPORTERS COUNTRY (Border of country of export)						IMPORTERS COUNTRY (Border of country of import)					
	EXW	FCA	FAS	FOB	CFR	CIP	DAF	DES	DEQ	DDU	DDP	
Packing costs	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Commercial documents	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Inland delivery to first carrier	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Inland delivery to vessel/aircraft	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Wharfage	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Export customs	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Transport documentation*	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Carriage and freight	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Insurance	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Delivery at destination	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Import customs	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	

* Costs recommended for sea freight only.
- The cost of obtaining an air waybill or bill of lading should still be included in the FOB value, as they are an essential element of getting the goods on board.

Reference material can be purchased from the International Chamber of Commerce's website, www.iccbrooks.com

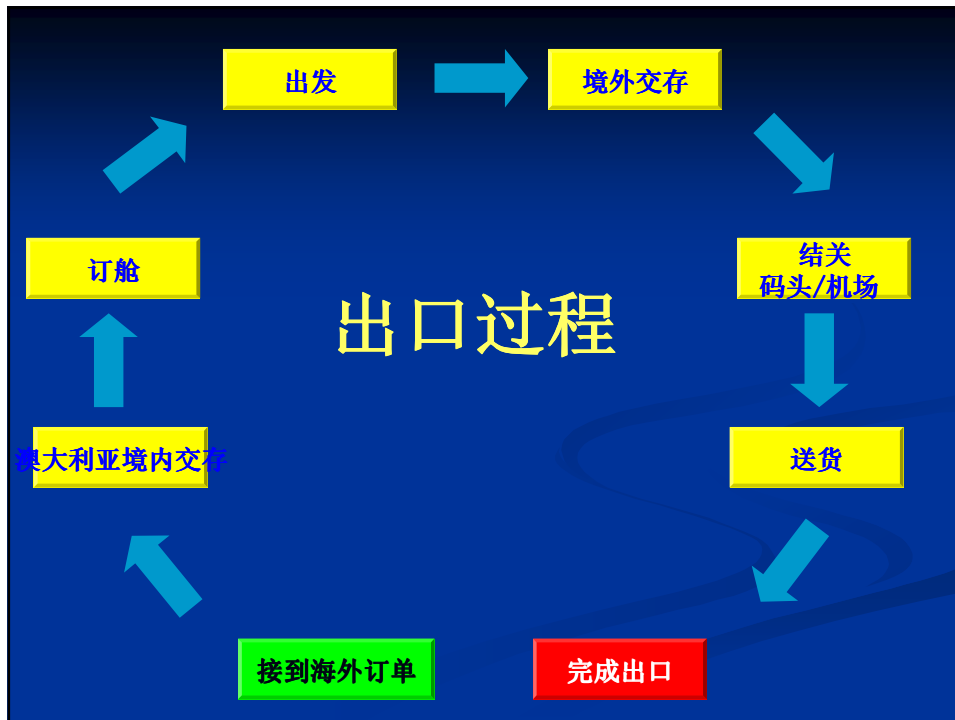
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Please note: this fact sheet is a general guide only. For more information on any Customs matter, contact the Customs Information and Support Centre on 1300 363 263 or email information@customs.gov.au or browse the website www.customs.gov.au

September 2007

出口全程详细指南





运输单据和包装要求

- 不同的国家对此有不同的要求，请咨询您的货运代理。
- 无论是出口海外还是在本地经销都要根据不同的要求提供不同的安全措施。
- 在向许多国家出口前，需要有严格的检疫和包装声明。

确定出口商的需求

- 您的买家何时需要货物？
- 体积庞大的货物，易损货物还是危险品？
- 货物空运还是装入集装箱海运？
- 海运或空运时是否有特别的要求？
- 销售条款是什么（《通则》）？
- 是否需要特别的批准或许可证？

确定出口商的需求


- 如果没有书写正确的单据，货物可能无法及时送达目的地。
- 包装必须适合货物的特点，并能在运输途中起到保护货物的作用。
- 包装时要注意将重量和体积控制到最小以便避免额外开支。
- 如果是使用集装箱，必须防止浸水和其它损坏（尤其是对拼柜装箱的货物）。
- 包装需标注清晰。

澳大利亚出口产品所需单据

- 发货人的运输指示。
- 商业发票
- 任何所需许可证的复印件。

发货人的运输指示

SHIPPER'S LETTER OF INSTRUCTION - Sea Freight

SHIPPER / SENDER		 CMA CGM 377 St David Street D PO BOX 7 Fremantle WA 6155 Sydney NSW 2155 Australia PH: 61 8 943 3311 FAX: 61 8 943 3323 Email: china@cma.com www.cma.com	
CONSIGNEE / RECEIVER			
NOTIFY PARTY (IF REQUIRED)		SPECIAL INSTRUCTIONS	
CARGO READY DATE:		DESTINATION:	
NO OF PACKAGES	CROSS WEIGHTING	TRANSPORTATION	HAZARDOUS GOODS
TOTAL NET WT	TOTAL GROSS	TOTAL	HAZARDOUS
SHIPPER TYPE: <input type="checkbox"/> Bulk <input type="checkbox"/> Retail <input type="checkbox"/> Other (specify):			
DOES THIS SHIPMENT CONTAIN DANGEROUS GOODS? <input type="checkbox"/> YES <input type="checkbox"/> NO			
IF DANGEROUS, specify the following: <input type="checkbox"/> UN <input type="checkbox"/> Other: <input type="checkbox"/> Factory Group:			
COMMERICAL VALUE SHOWN IS: (Please tick)		CURRENCY: VALUE:	
<input type="checkbox"/> EXW (Ex works) <input type="checkbox"/> FOB (Free on board) <input type="checkbox"/> CIF (Cost, Insurance, Freight) <input type="checkbox"/> DDU (Delivered, duty unpaid) <input type="checkbox"/> DDP (Delivered, duty paid) <input type="checkbox"/> FCA (Free carrier alongside ship)			
ORIGIN OF GOODS (Please tick)			
Australia: <input type="checkbox"/> SA <input type="checkbox"/> NZ <input type="checkbox"/> UK <input type="checkbox"/> CD <input type="checkbox"/> TW <input type="checkbox"/> CN <input type="checkbox"/> AC <input type="checkbox"/> NT			
SERVICES REQUIRED (Please tick)			
<input type="checkbox"/> EXW - All charges collect <input type="checkbox"/> FOB - Origin charges prepaid, freight charges collect <input type="checkbox"/> CIF - Origin & freight charges prepaid <input type="checkbox"/> DDU - Origin, freight, destination, delivery charges prepaid <input type="checkbox"/> DDP - Origin, freight, destination, delivery charges prepaid			
TYPE OF BILLS REQUIRED (Please tick)			
<input type="checkbox"/> Original Bill <input type="checkbox"/> Express Release			
I HAVE READ AND ACCEPTED THE TERMS & CONDITIONS OF SERVICE			
SIGNED:	NAME:	DATED:	
Shipper certifies that particulars declared in this document are correct and that invoice to any part of the consignment contains dangerous goods, such part is properly described by name and is in proper condition for carriage by sea according to applicable International Code of Practice. *STANDARDS TRADING CONDITIONS APPLY TO ALL SERVICES, COPY IS ATTACHED			

商业发票

商业发票必须清晰可读，并提供以下信息：

- 商品的完整说明，包括数量（仅有产品型号或缩写是不够的）。
- 商品的价格和使用的币种。
- 价格条款，例如：FOB（装运港船上交货），或C&F（成本加运费）等。
- 原产国或产品生产国。
- 出口商和承销商的全名和详细地址（公司名称需含有澳大利亚商业号（ABN）代码，或者是注册公司，以及进口商或出口商的法律名称和完整的地址）。
- 任何出口许可批号或其它授权。

何时需要出口许可证？

- 有两种商品需要出口许可证：
 1. 禁止出口的商品
 2. 限制出口的商品

海关信息服务中心（CISC）可向您介绍禁止和限制出口品的报关程序。

您可登陆www.customs.gov.au，了解相关信息。

或致电：1300 363 263

或发送邮件至：information@customs.gov.au

禁止和限制出口品的其它信息：

下面列出了一些限制出口的商品和进一步了解相关信息的途径：

- 乳制品、活体动物、鱼、植物、植物制品、蛋、肉、肉制品、谷类、动物食品（冷冻生鲜肉）、有机食品、新鲜水果和蔬菜、干果、药品、未经处理的动物原料、羊毛、毛皮

澳大利亚检验检疫署（AQIS）州办事处电话：（08）8201 6000

总部电话：（02）6272 3933，或免费电话：1800 020 504

网址：www.daffa.gov.au/aqis/exports/aqis-helpt

- 葡萄酒和白兰地（100升以上）
澳大利亚葡萄酒和白兰地酿造公司
电话：（08）8228 2050
邮箱：awbc@awbc.com.au

禁止和限制出口商品的更多信息：

- 军工产品、非军用危险品、可用作军用途的产品
要了解详情，请致信：dtcc@defence.gov.au，
或致电：（02）6266 2586。
- 除非获得许可，否则严禁出口受保护的野生动植物和大多数澳大利亚的当地物种。请致电CISC，1300 363 263，进一步了解情况。
- 列入遗产名录的物品
环境与遗产部
电话：（02）6274 1810

禁止和限制出口商品的更多信息：

- 有害废料
环境与遗产部
电话：(02) 6274 1411
- 色情和其它具有不良影响的材料（包括描写或涉及性或毒品、犯罪、暴力或恐怖行为的电脑游戏或电脑合成的图像等）
分级委会
电话：(02) 9289 7100
邮箱：enquiries@classification.gov.au
- 放射性物质或废料（铀或钚）
工业部
电话：(02) 6213 7814
邮箱：uranium@industry.gov.au

商品说明

- 出口时故意使用不正确的商品说明是违法行为。
- 商品说明必须使用英语。
- 必须使用清晰、醒目的字迹。
- 必须在商品显著的位置附上注有商品说明的主要标签或商标，而且越牢固越实用越好。
- 详情请致电：CISC – 1300 363 263

单据的保管

- 从出口之日算起，出口商必须将各类商业单据保存5年。
- 商业单据包括：
 - 商业发票
 - 主提单或全程提单
 - 装箱单
 - 与货物相关的技术参数
 - 出口许可证
 - 银行出据的或其它有关付款的单据
 - 其它支出的凭证，如：代理费，税费，逾期费用等。

运费谈判

- 一旦运输方式确定下来，就可以计算运费。
- 运费包括很多基本的费用：从供货商处提货产生的费用、空运或海运费，以及货物起运点和目的地港口或航空公司收取的费用。
- 大多数货运代理要求使用澳元（AUD）来支付运费。

我该如何选择货运代理？

- 在阿德雷得大约有80家国际物流商可供您选择。
- 选择一家能为您提供最佳的服务并且最了解您需求的物流商。
- 您所选择的物流公司必须能为您提供面向大多数贸易国家的一系列的服务。
- 他们应该具备经验丰富的员工，而且在当地有相当的实力。

我该如何选择货运代理？

- 您的货运代理可以指导您如何及时且省钱地运送您宝贵的货物。
- 货运代理象提供其它专业服务的人员一样，如会计或律师，为您提供您出口所需的服务。

我该如何选择货运代理？

- 出口有时很复杂。一位好的货运代理能为您排忧解难，而且节省开支和提高服务质量。

- 您找到产品和客户…

让您的货运代理把您的产品送到客户手上！



Niru Rodrigo

销售主管

niru@caspl.com.au

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Lan Jin

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