

Company Details	
Company Name:-	
Company Address:-	
Website Address (URL):-	
Company Telephone #:-	

Company Profile			
Type of Supplier:-	<input type="checkbox"/> Agent please note → <input type="checkbox"/> Buying Agent, or <input type="checkbox"/> Selling Agent <input type="checkbox"/> Wholesaler <input type="checkbox"/> Retailer <input type="checkbox"/> Manufacturer <input type="checkbox"/> Other please state:- _____		
Company Status:- <small>(eg: a public or private company or partnership)</small>	<table border="1"> <tr> <td>No. of years trading:- <small>(eg: how long have you been in business)</small></td> <td></td> </tr> </table>	No. of years trading:- <small>(eg: how long have you been in business)</small>	
No. of years trading:- <small>(eg: how long have you been in business)</small>			
Customers:- <small>(list the major customers you are currently supplying – International, New Zealand, Australia)</small>			

Your Contact Details	
First Name:-	
Last Name:-	
Email address:-	
Daytime Telephone #:- <small>(include international country code if applicable)</small>	

Product Details	
Product Description:- <small>(either the product categories you participate in, or specific product details, or both)</small>	
Proposed Terms of Trade:- <small>(* = most common terms used by The Warehouse. Refer table overleaf for further detail)</small>	<input type="checkbox"/> *FOB (Free on Board) <input type="checkbox"/> EXW (Ex Works) <input type="checkbox"/> *FID (Free into Distribution centre) <input type="checkbox"/> FCA (Free Carrier) <input type="checkbox"/> *FIS (Free into Store) <input type="checkbox"/> DAP (Delivered at Place) <input type="checkbox"/> CFR (Cost and Freight)
Source:- <small>(eg: country the product is supplied from)</small>	
Other details or comments:-	

Acceptance of The Warehouse Terms of Trade			
Please confirm you have read The Warehouse Terms of Trade <small>(these are available on our website)</small>	<input type="checkbox"/> Yes	Please confirm you are happy to submit your application in agreement with these Terms	<input type="checkbox"/> Yes

# INCOTERMS - Passing of risks and costs



## Rules for shipment by air, road, rail, sea, or multi-modal

<b>EXW</b> Ex Works ...named place of delivery	Carriage	Loading and carriage of goods from "named place of delivery" are arranged by BUYER	
	Risks	Risk transfers from SELLER to BUYER when goods are made available to BUYER at SELLER'S "named place of delivery" not loaded	
	Costs	Costs transfers from SELLER to BUYER when goods are made available to BUYER at SELLER'S "named place of delivery" not loaded	
<b>FCA</b> Free Carrier ...named place of delivery	Carriage	Carriage is arranged by BUYER or by SELLER on behalf of BUYER	
	Risks	Risk transfers from SELLER to BUYER when goods are have been delivered to CARRIER at "named place of delivery"	
	Costs	Costs transfer from SELLER to BUYER when goods are have been delivered to CARRIER at "named place of delivery"	
<b>FOB</b> Free On Board ...named port of shipment	Carriage	Pre-carriage of goods is arranged by SELLER, main carriage of goods is arranged by BUYER	
	Risks	Risk transfers from SELLER to BUYER when goods are loaded on board the vessel at "named port of shipment"	
	Costs	Costs transfer from SELLER to BUYER when goods are loaded on board the vessel at "named port of shipment"	
<b>CFR</b> Cost and Freight ...named port of destination	Carriage	Carriage of goods to "named port of destination" is arranged by SELLER, onward carriage is arranged by BUYER	
	Risks	Risk transfers from SELLER to BUYER when goods are loaded on board the vessel at "named port of shipment" (not destination)	
	Costs	Costs transfer from SELLER to BUYER upon delivery of goods, not unloaded, at "named port of destination"	
<b>DAP</b> Delivered at Place ...named place of destination	Carriage	Carriage of goods to "named place of destination", ready for unloading, is arranged by the SELLER	
	Risks	Risk transfers from SELLER to BUYER when goods are made available, ready for unloading at "named place of destination"	
	Costs	Costs transfer from SELLER to BUYER when goods are made available, ready for unloading at "named place of destination"	
<b>DDP/FID</b> Delivered Duty Paid Free Into Distribution Centre ...named place of destination <i>Note: FID is the terminology that TWL use</i>	Carriage	Carriage of goods to "named place of destination", ready for unloading, is arranged by the SELLER	
	Risks	Risk transfers from SELLER to BUYER when goods are made available, ready for unloading at "named place of destination"	
	Costs	Costs transfer from SELLER to BUYER when goods are made available, ready for unloading at "named place of destination"	
<b>DDP/FIS</b> Delivered Duty Paid Free Into Stores ...named place of destination <i>Note: FIS is the terminology that TWL use</i>	Carriage	Carriage of goods to "named place of destination", ready for unloading, is arranged by the SELLER	
	Risks	Risk transfers from SELLER to BUYER when goods are made available, ready for unloading at "named place of destination"	
	Costs	Costs transfer from SELLER to BUYER when goods are made available, ready for unloading, cleared for import, at "named place of destination"	

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