

# APPENDIX D

## Export Jargon

**C.I.F. (Cost, Insurance, Freight)** – The exporter pays the cost of the goods, cargo insurance and all transportation charges to the named point of destination.

**Canadian and foreign port charges** – Charges for unloading or storing goods, and for dock space before loading on a ship.

**Certificate of origin** – A certification of the country where the product was made. In Canada, the Canadian Chamber of Commerce issues certificates of origin except for the purposes of the North American Free Trade Agreement, where the manufacturer must complete a specially developed form (see Appendix G).

**Commercial invoice** – Prepared by the exporter or the forwarder. It is needed by the buyer to show ownership and arrange for payment to the exporter.

**Consular invoice** – May be required by certain foreign governments to have tighter control over their imports. A consular invoice requires approval of that country's consulate in Canada and frequently involves a fee.

**Countertrade** – A generic term encompassing export transactions where a sale to the purchaser is conditional upon a reciprocal purchase or undertaking by the exporters. Forms of these may include counterpurchase, barter, compensation or off-sets.

**Customs documentation** – Special documents required by some countries to identify the origin and/or value of the shipment.

**Customs invoice** – Prepared by the exporter or forwarder, this is a copy of the seller's commercial invoice, describing the goods bought. Customs invoices are used for import clearances and occasionally vary from commercial invoices.

**Dock and warehouse receipt** – Domestic Bill of Lading needed for contracting with trucking firm or railroad, to ship goods from the exporter's loading dock to the port.

**Export declaration** – Prepared by the exporter or freight forwarder for shipments valued in excess of a specified amount.

**Export licence** – May be required for some export shipments, for example, strategic goods.

**Export Management Company (EMC)** – An independent firm, which acts as the exclusive sales department for non-competing manufacturers. There is usually a formal agreement to manage the manufacturer's exports. Some act as an agent for the manufacturer and, in such cases, are paid a commission on the export sales. Others operate on a "buy-sell" basis, that is, EMCs buy from their manufacturers at a set price, and resell to foreign customers.

**Ex-factory** – The price of goods at the exporter's loading dock, that is, the buyer owns the goods at that point and bears all the risks and costs for subsequent delivery.

**Ex-works price** – This price normally includes export-credit insurance, financing charges and the profit margin. It excludes any cost that relates specifically to the home sales operation.

**F.A.S. (Free Along Side)** – The price of goods to delivery on the docks during loading. The buyer becomes responsible for the goods once they are on the docks alongside the ship.

**F.O.B. (Free on Board)** – The price of goods on board the specified vessel at the specified port of shipment. If you have quoted F.O.B. prices, you are responsible for the shipment until it is loaded on board. This could cause problems in the event of a dock strike.

**Financing charges** – Bank fees and interest charges for handling payments or for financing shipments.