

China Supply Chain Guide



About Seafood Industry Australia

Seafood Industry Australia (SIA) is the national peak-body representing the Australian seafood industry as a whole. With members from the wildcatch, aquaculture and post-harvest sectors of the Australian seafood industry, we are the voice of Australian seafood.

SIA provides consumers, Government and other stakeholders with confident and united representation. Our unity indicates that we love what we do, we stand by our products and that those products are the best in the world.

SIA provides services identified through a process involving member input to fill a critical gap that currently exists, to have more influence on Government decisions, to act as a national industry voice, to be a marketing and communications hub, and to remove obstacles to growth standing in the way of the Australian seafood industry.

Our vision is for the Australian seafood industry to be United, Effective and Respected.

Our mission is to Promote, Protect and Develop the Australian seafood industry on the national and international level.

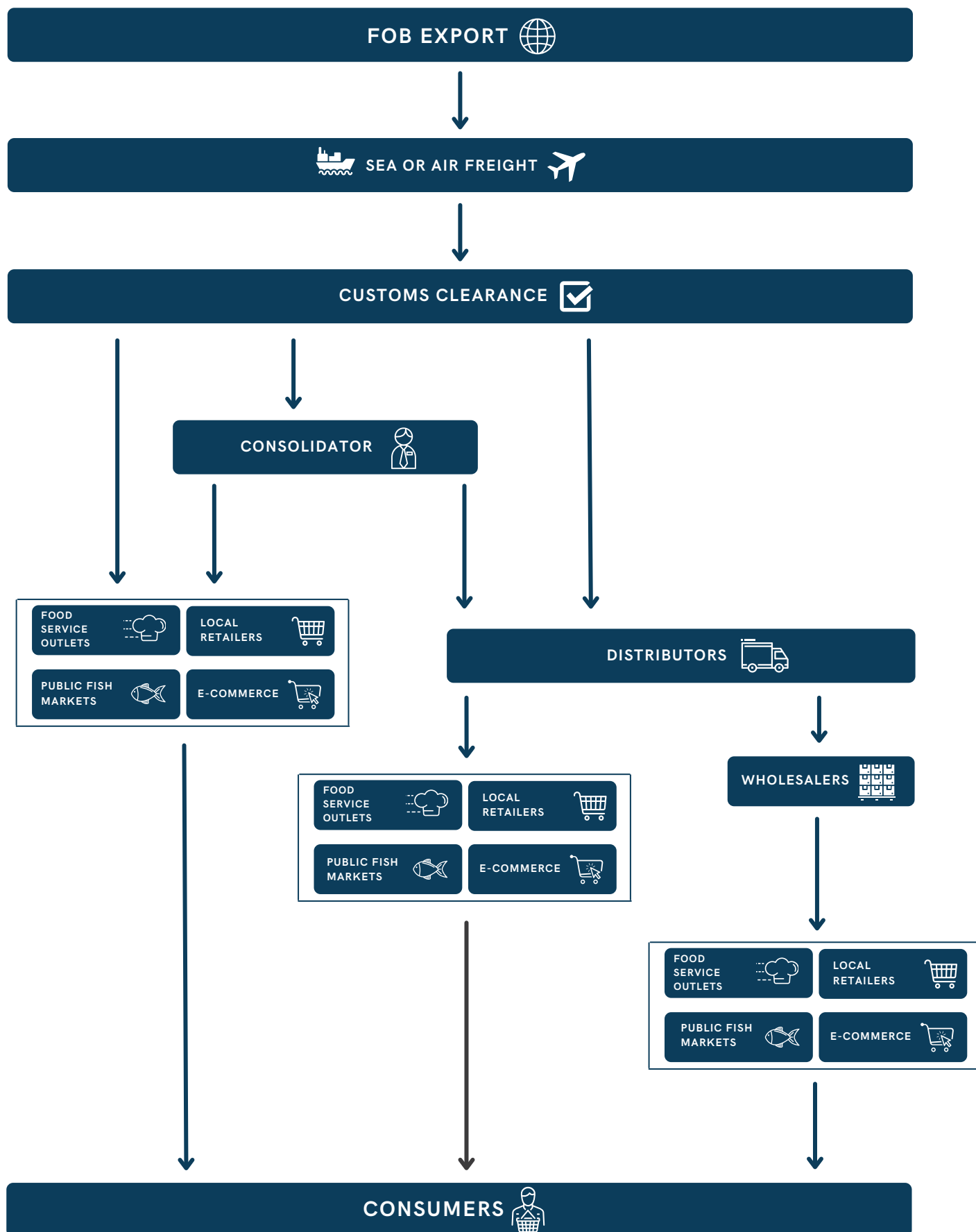
Agricultural Trade and Market Access Cooperation (ATMAC) Program

The ATMAC program is an Australian Government initiative, expanding trade in Australian agricultural, forestry and fisheries sectors into emerging export markets and/or export markets with high-growth potential. This will be achieved through support for diversification efforts that align with industry priorities.

Seafood Industry Australia's 'marketing, market access and export development for the Australian seafood industry' was funded under the ATMAC Program.



Supply Chain Overview



CHINA-AUSTRALIA FREE TRADE AGREEMENT

The China-Australia Free Trade Agreement (CHAFTA) entered into force in December 2015 with aims to enhance the competitive position of Australian goods and services in the Chinese marketplace, boost economic growth and create thousands of new jobs.

The agreement is of considerable value to Australian exporters, given that China is Australia's largest market for goods and services, accounting for almost one third of total exports and a high level of foreign investment. It delivers extensive tariff reduction on a range of goods traded between the two countries, reaching almost 85% of products that will now enter China tariff-free or at preferential rates. Regarding food and beverage products, China is Australia's largest agriculture and fisheries export market, with demand for high-quality agriculture and food products growing rapidly.

USEFUL LINKS

- [China-Australia FTA](#)
- [Austrade Industry Directories](#)
- [Austrade - Food and beverage to China](#)
- [Micor - Manual of Importing Country Requirements](#)
- [Fisheries Research and Development Corporation \(FRDC\)](#)
- [Step-by-step guide to exporting fish and fish products](#)
- [Regional Comprehensive Economic Partnership \(RCEP\)](#)

[The FTA Portal](#) is a user-friendly Australian Government website that provides easy access to information for exporters, importers, and other stakeholders seeking to access the benefits from all of Australia's free trade agreements (FTA). [The FTA Portal](#) is the easiest way to determine the preferential FTA tariff rate on your product.

The following document has been prepared to help exporters and importers to make use of CHAFTA. It contains practical advice on how to find tariff commitments and Rules of Origin (ROO) requirements;

[Guide to using CHAFTA to export and import goods \[PDF 2.2MB\]](#)

OBTAINING PREFERENTIAL TARIFF TREATMENT WHEN EXPORTING OR IMPORTING GOODS USING CHAFTA

1

IDENTIFY THE TARIFF CLASSIFICATION OF YOUR GOODS

The first step to determining whether a good receives preferential tariff treatment under CHAFTA is to correctly identify that good. In CHAFTA, goods are identified by reference to an internationally recognised system known as the Harmonized Commodity Description and Coding System, commonly referred to as the Harmonized System (HS). The HS is a common goods classification system of more than 5200 six-digit product categories. It is arranged into 97 chapters covering all tradeable products. Each Chapter is divided into Headings, which can be divided into Subheadings.

2

UNDERSTAND HOW YOUR GOODS WILL BE TREATED UNDER CHAFTA

Once you have your tariff code, you can determine how your goods will be treated under CHAFTA. The easiest way to determine the preferential FTA tariff rate is to access the DFAT portal.

3

DETERMINE WHETHER YOUR GOODS MEET RULES OF ORIGIN (ROO) REQUIREMENTS

CHAFTA ROO are agreed criteria used to ensure that only the goods intended to be covered by CHAFTA receive preferential treatment. Imports into Australia or China that do not comply with the ROO as set out in Chapter 3 (Rules of Origin and Origin Procedures) and Annex II (Product-Specific Rules of Origin) may be subject to the applied most favoured nation (MFN) rate of duty. Further information on the Rules of Origin chapter can be found at [Chapter 3: Rules of Origin and Origin Procedures](#).

4

PREPARE A CERTIFICATE OF ORIGIN FOR YOUR GOODS

Once you have gone through the first three steps and determined that your good will qualify for preferential tariff treatment under CHAFTA, you will need to complete the appropriate documentation to demonstrate this to the importing customs administration. This is done by completing a Declaration of Origin ([click here for more info](#)).

CHINA EXPORT OPPORTUNITIES

With a consumer base of over 1.4 billion people, China is one of the world's largest and most powerful economies. This translates into considerable export opportunities, especially in the food and beverage market where China is the world's second largest importer of food and beverages, second only to the USA.

In China, Australian products have a reputation for high quality standards, with Chinese buyers and consumers alike displaying a particular in Australian beef and seafood, as well as agricultural and dairy products including fresh fruits, wine and milk powders. With such high demand, particularly for fresh food products, increased investments by Chinese online retailers in cold chain logistics will help to develop the supply necessary to meet demand.

In 2020, two-way trade with China totalled US\$245 billion, with the majority (US\$159 billion) attributed to Australian exports of goods and services into China. However, following a period of social and political strain between the two nations, this level of trade has fallen considerably.

Further challenges arise when considering China's highly diverse population, with socioeconomic and geographic differences creating distinct groups of consumers with varied buying power and preferences. Further, with China being the lucrative market it is, competition is especially high.

INCOTERMS®

International Commercial Terms or 'Incoterms®' are a set of 11 individual international rules for interpreting trade terms issued by the International Chamber of Commerce (ICC), which help traders in different countries understand one another. Incoterms clarify the obligations of buyers and sellers in trading internationally to avoid any confusion. These terms are updated periodically to adapt to changing trade practices. Some common examples of Incoterms for any mode of transportation include:

- EXW - Ex-Works OR Ex-Warehouse
- FCA - Free Carrier
- FOB - Free on Board
- CFR - Cost and Freight
- CIF - Cost, Insurance and Freight

See Appendix A for Incoterms Chart

Import Requirements & Registration Process

Foreign food and beverage manufacturers and exporters must register online with the General Administration of Quality Supervision, Inspection and Quarantine office (AQSIQ), which has now merged with the GACC. To complete the registration process, the following information must be provided:

- Company information, including contact details
- Product category (chosen from a list of options).

Once these steps have been completed, the registrant will receive a personal registration number and passcode. The GACC maintains a list of registered seafood establishments which are approved to export non-viable seafoods to China. Prior to shipping, exporters are advised to confirm that their establishment details listed on the export certification for their consignments is consistent with the establishment details on the GACC's list.

Prior to export, seafood companies must first register with the Certification and Accreditation Administration (CNCA), which coordinates standardised certification and testing. For live and non-viable seafood products, exports must provide correct details of all facilities involved in the supply chain, from processing plants to freezer, transport and factory vessels, and cold stores. Seafood companies must then prepare the relevant documents required for inspection by China's Inspection and Quarantine office (CIQ), which falls under the management of the General Administration of Quality Supervision, Inspection and Quarantine office (AQSIQ).

- 1** CNCA registration.
- 2** CNCA reviews application and carries out an on-site inspection (if required). CNCA decides whether to approve the application.
- 3** File with the AQSIQ's online customs portal.
- 4** CIQ inspection.

Documents required for CIQ inspection:

- Buyer/seller contract
- Commercial invoice
- Bill of lading
- Label in Chinese
- Certificate of origin (if required)
- Health certificate
- Import permit (if required)
- Packing list

Original documents must be signed, stamped and couriered to China, however the bill of lading can be sent electronically and must arrive one week prior to expected shipment arrival.

Documents to be submitted by exporters:

Commercial invoice	Prepared & Issued By; Food/beverage company
Export Health Certificate	Prepared & Issued By; Competent Authority in Australia
Packing list	Prepared & Issued By; Food/beverage company
Certificate of Fumigation of Wool Pallets	Prepared & Issued By; Food/beverage company
Signed Buyer/Seller Agreement	Prepared & Issued By; Food/beverage company
Bill of Lading	Prepared & Issued By; Shipping Agent
Certificate of Origin	Prepared & Issued By; Shipping Agent

Provisions Applicable to Sale, Import and Export of Seafood

EXPORTING PROCESSED & LIVE SEAFOOD

- Processed and live seafood products are only eligible for export to China if they:
 - are manufactured and/or sourced by an export registered establishment which is listed with China to manufacture the specific type of fish products
 - are listed on the non-viable eligible species list for Australia
 - are kept within export registered establishments until export
 - are exported by an individual or companies registered with DAWE as an exporter.

The Chinese government has additional registration requirements. The General Administration of Customs (GACC) has separate divisions responsible for controlling the import of seafoods. Manufacturers and exporters must register company details through the [Registration Systems of Imported Food and Cosmetic Importers and Exporters](#).

Some seafoods do not require DAWE certification prior to being sent to China, including:

- Consignments where the goods are legally imported in Australia without further processing or re-packaging before being re-exported
- Consignments of less than 10kg.

LABELLING REQUIREMENTS

All food and beverage products imported into China must have labels and instructions which are printed in Chinese and compliant with Chinese labelling requirements. These labels can be custom-designed, or come in the form of a white sticker attached to individual products that contains the required information. All labels must be approved by the China Inspection and Quarantine office (CIQ), which typically takes one to two weeks.

Labels must contain the following information: standard name of food or beverage, ingredients (including net weight and volume of each), nutritional labelling (including caloric value and quantity, unless exempt), name and address of manufacturer and distributor, production date, best before date, storage requirements, country of origin, quality grade, barcode, national/industrial/company standard code(s) relevant to the product and special contents (if applicable, e.g. irradiated food). Ingredients must be provided as percentages in descending order of content. Prior to export, a sample of the original label must be sent to the buyer for translation at least one week before expected product arrival, after which the original and translated label will be provided to the CIQ.

APPLICABLE TARIFFS

Tariffs vary according to exporting country and product category. For certain aquatic products, China has reduced the average import tariff to as low as 5%. Through ChAFTA, tariffs on Australian abalone, rock lobster, southern bluefin tuna, salmon, trout, swordfish, crabs, oysters, scallops and prawns were eliminated. Details on tariffs applied to specific products can be found on:

- [The FTA Portal](#).
- [Chinese General Administration of Custom Tariff Database](#).

Value-added tax (VAT) applies to all imported products in China. The VAT rate for unprocessed, unpackaged agricultural goods is 13% and for processed packaged food, 17%. In 2019, the Chinese government minimised tariffs on a variety of seafood products, including cod, sole, hairtail, arctic shrimp, tuna, king crab and lobster.

PROHIBITED AND RESTRICTED ITEMS

Some products aren't permitted for export to China, which can be found on the General Customs Administration of China (GACC) website, which provides detailed information on the goods which are banned from being imported into China.

Logistics

Having efficient and reliable logistics for export can give exporters a competitive advantage through better order handling and shortened product cycles. Export logistics is a crucial yet considerably complicated piece of the export puzzle that includes order handling, transportation, inventory management and handling, storage, packaging, and clearing of the export goods. Most new exporters and experienced exporters use a freight forwarder to navigate the various steps needed to get their products into international markets.

SEA FREIGHT

Ongoing sea freight disruption has caused massive problems to global logistics.

The closure of some of the world's largest ports, congestion and shortages of storage space has resulted in ships rerouting and changing their schedules at short notice. The flow-on effects have been:

- Difficulty in getting containers
- Difficulty in securing freight capacity
- The escalating cost of freight
- Longer shipping journeys due to changing schedules
- Bottlenecks at ports
- Delays in transit

Sea Freight, Full Container Load (FCL)

A container (20-foot or 40-foot) is exclusively used for a single shipment. The container is not shared with other cargo shipments, and the costs are borne by one party. It is generally used for heavy cargo (over 15 tons).

Sea Freight, Less than Container Load (LCL)

A container is shared by various cargo shipments. LCL is the preferred option when there aren't enough goods to fill up the entire container. This option allows the exporters to lower their shipping costs.

AIR FREIGHT

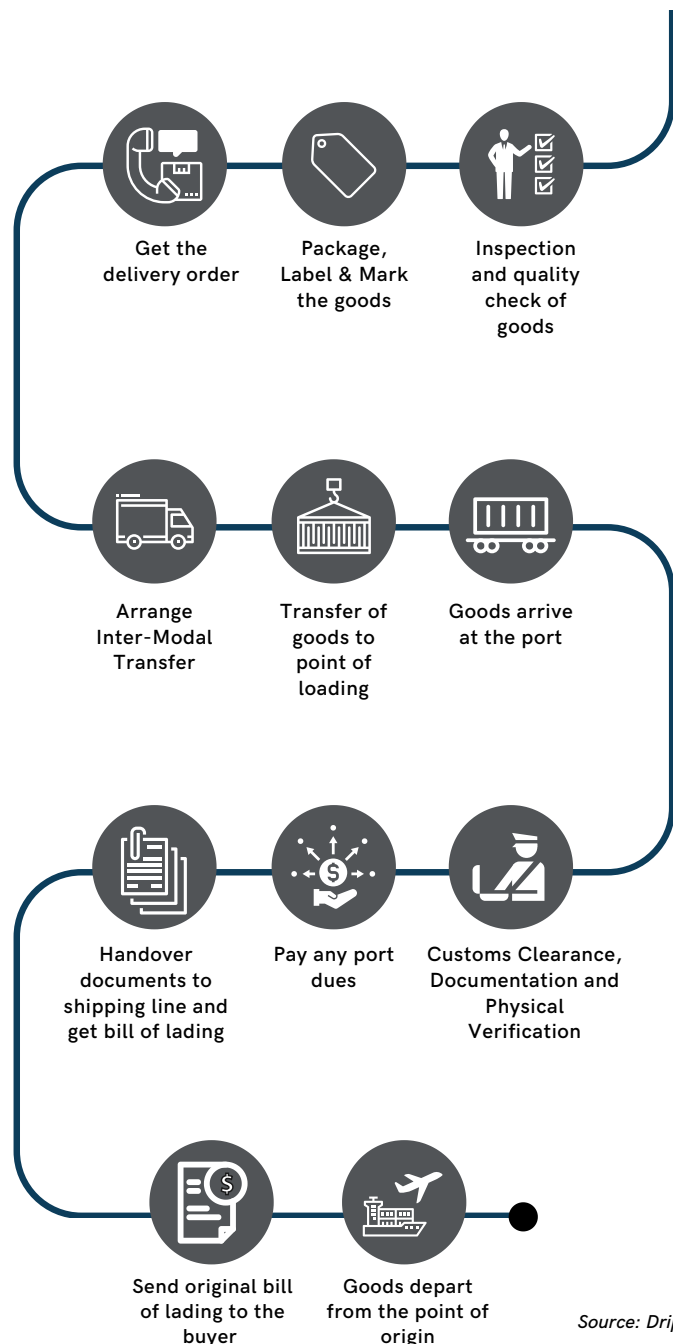
Air freight has been even more disrupted than sea freight at the onset of the pandemic and now appears to be settling into a new normal.

Most air freight is carried on passenger aircraft and with the closed border policy for international arrivals, freight has become problematic to many destinations and costs have escalated.

Government support through the International Freight Assistance Mechanism (IFAM) program has assisted to businesses to secure airfreight by keeping global air links open. The program is due to be reviewed around June-July 2022 with a replacement model being considered. More information is available through the IFAM virtual briefings and on the [IFAM](#) website.

USEFUL LINKS

- [The International Federation of Freight Forwarders Associations \(FIATA\)](#)
- Search for a customs broker or freight forwarder on the IFCBAA site:
 - [International Forwarders & Customs Brokers Association of Australia \(IFCBAA\)](#)



Source: Drip Capital

Market Entry

IMPORTER/DISTRIBUTOR ROLES & RESPONSIBILITIES

- Purchases product from exporter
- May organise ocean transportation & insurance
- Clears customs and pays any duties applicable
- Warehouses, stores and dispatches stock
- Getting paid: payment terms & deductions
- Sales and marketing services
- Can specialise in foodservice or retail

It is advisable to bear the following questions in mind before engaging in any trade conversation:

- Your potential partner's reach/coverage - i.e. does the importer only focus on retail or food service, or do they work with both? Which outlets do they work with?
- What order sizes are you looking for?
- Does the importer share your values? Are they committed to building your brand in a way you're happy with?

MARGIN STRUCTURE

EST. DISTRIBUTOR MARGIN



30%

It is important that exporters take the adjacent indicative margins as a guide only. There are many conditions attached to trading terms and because they can be a crucial element of success, they need to be strategically negotiated.

The Retail Channel

OVERVIEW

- Spending on groceries has remained strong throughout the COVID-19 pandemic in China. While overall spending decreased at times, the desire for essential goods, particularly fresh meat and vegetables, rose dramatically.
- Traditional grocery retail outlets in China include wet markets, many of which were forcibly closed in 2020 as one in Wuhan was linked to the outbreak of the COVID-19 virus. Consequently, these businesses have lost significant market share, and the future of wet markets as a major component of the Chinese grocery retail industry is under question.
- Due to convenience stores being deemed essential services and thus being exempt from lockdown measures, coupled with having extended opening hours, these businesses were able to retain high sales volume amid reduced foot traffic nationwide.
- To support social distancing priorities amongst customers at grocery retailers, cashless payments have surged in prevalence and value whilst AI technology is increasingly being used to minimise physical contact with staff in stores. This trend is most profound in convenience stores, where self-checkout options facilitated by facial recognition are common, saving retailers costs.
- Supermarkets and hypermarkets experienced the greatest sales volume improvements following the COVID-19 pandemic due to the lower prices and increased convenience offered to shoppers. However, the potential profits these retailers could earn was restricted by Chinese government price controls implemented in 2020 to stop price gouging.
- Amid stay-at-home measures in China, online grocery shopping and delivery is a significant growth industry, with retailer revenue far exceeding investment in early 2021. By 2022, online sales are forecast to account for around a quarter of total grocery sales in China at a total value of over US\$1 trillion.

- The range of popular methods for receiving groceries ordered online in China is diversifying, a notable example being the “community group-buy” where residents of an area all make a group purchase through WeChat and receive it via delivery for a discounted rate.
- E-Commerce giants JD.com and Alibaba are deepening their investments in grocery retail businesses, with the latter doubling its ownership of physical stores in the second half of 2020. While these retailers are traditionally viewed as having low profit margins, due to the improvements in demand since the outbreak of COVID-19 and the popularity of buying from omni-channel retailers, takeovers have grown in favourability.

Public Fish Markets

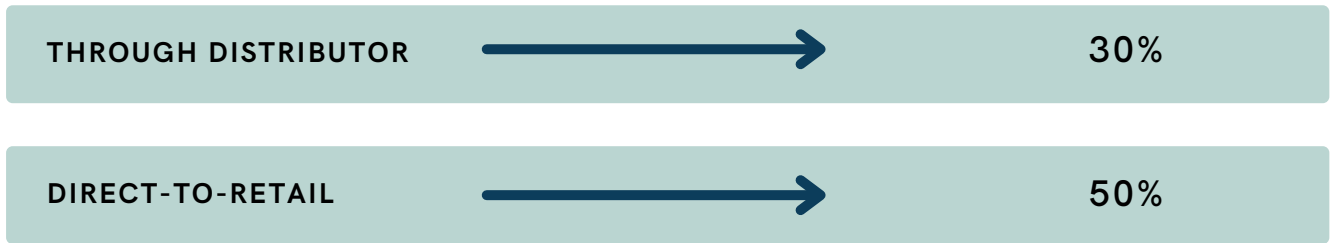
A large proportion of fish and seafood in China is sold via wet markets, where a variety of live animals are generally sold.

- Jing Shen Wholesale Seafood Market: Beijing's primary source of fresh fish and seafood, offering a variety of products from bass, bream, catfish, flatfish and oysters. Most retailers at Jing Shen deliver fresh produce right to the doors of consumers, and consumers can also purchase an array of products from baby octopus to sea urchins, shrimp and lobster.
- Sanyuanli Food and Vegetable Market: Frequented by many amateur chefs as well as Western restaurants and international grocery stores, this market in Beijing offers well prepared seafood, including rarities such as tuna steaks.

KEY FACTS

- China's seafood consumption accounts for 45% of total global volume.
- China is, by far, the largest fish producer in the world, with carp being the most cultured fish followed by tilapia and catfish.
- China's key fish imports include fresh salmon and frozen cod, Alaska pollack, and frozen fish.
- China's growing middle-class population is increasingly interested in the health benefits of fish and seafood products, particularly imported ones.

RETAIL MARGIN STRUCTURE



The margin structure of the various supply chain partners is highly dependent on many factors including, but not limited to, the level of service offered and if freight is included.

Margins also vary based on some of the following:

- Chilled and frozen carry bigger margins, chilled the highest
- The value and uniqueness of the product (the margin % is less for higher-value products)
- The size of the order
- The size of the customer
- The retailer trading terms
- The level of marketing support

KEY PLAYERS



FISH & SEAFOOD CATEGORY TRENDS

- Total seafood consumption in China improved in 2021, driven by stable consumer demand.
- Following a surge in demand for retail seafood sales in 2020 following the outbreak of COVID-19, demand is now shifting back to foodservice establishments, which, despite an increase in cases in 2021, operated normally throughout the year.
- Crustaceans saw the strongest performance in 2021, bouncing back from a tough year in 2020 due to foodservice declines, which impacted crustaceans such as crayfish most dramatically due to the fact that Chinese consumers tend to eat such products in large numbers in restaurants rather than in the home, as consumers find preparing crustaceans difficult to replicate at home. In the past, demand for fish was dominated by foodservice, however demand has now shifted to retail, a trend which is expected to remain in place for some time as consumers seek novel non-fish products such as crab and crayfish when eating out.
- 2021 saw China make considerable headway regarding sustainability in the fishing industry. From 1 January, a 10-year complete fishing ban was implemented in Yangtze where productive fishing of natural fishery resources was prohibited in the mainstream and imported tributaries of the Yangtze river. In the Southwest Atlantic and East Pacific oceans, squid fishing has also been suspended. China is also decreasing the number of fisheries at an annual rate of 1.3%.
- E-commerce continues to penetrate the Chinese market for fish and seafood products. In the past, barriers to e-commerce sales have included building trust with consumers regarding sourcing and ensuring products are delivered fresh. However, the growing popularity of producer live-streaming and logistics upgrades are helping to diminish these barriers.
 - Producers now often live-stream their activities and show consumers their latest catches, while the government promotes this practice by helping fishing villages develop live-streaming and e-commerce solutions on a broader scale.
 - Logistics providers have developed mature systems for chilled and frozen seafood deliveries, now having the capability to deliver their products to retailers within 24-48 hours depending on retailer locations.
- Live king crab is a favourite among Chinese consumers, especially as imported seafood, especially crab and king crab, recover from global supply chain disruptions. While prices are on the rise, this will unlikely affect Chinese consumer appetite, causing import volumes to grow rapidly, especially from sourcing countries including Norway, the US, and now also Russia, where convenient location is seeing live imports rise, increasing demand through the high-end Chinese market where consumers see live seafood as the highest level of freshness.

- China generally imports fish and seafood products for further processing into value added products for export.
- China import's generally consist of fresh and frozen fish, including fresh salmon and frozen cod, Alaska pollack, and other fish species.
- The rise of the middle class consumer in China with higher disposable incomes is allowing consumers to trade up to higher quality food products. As a result, premium fish is becoming more popular, and products labelled as organic, wild-caught and imported and rising in popularity despite higher unit prices as consumers believe they're healthier and more nutritious.
 - The trend of trading up to premium seafood products is also driven by increasing food safety incidents relating to poultry and livestock. Australia's clean natural environment, rich variety of seafoods and strict regulations are good selling points in the Chinese market.
- While local seafood and aquaculture products are generally consumed at home and at restaurants due to their affordability and freshness, more expensive imported fish and seafoods are more widely consumed at high-end restaurants and hotels.
- Chinese consumers overall prefer live and fresh seafoods to processed products. However, as China's cold chain systems are improving and affluent consumers desire a more nutritious and diversified diet, frozen and processed seafood consumption is forecast to rise.
- Per capita seafood consumption in China is highest in the country's costal regions and areas with a relatively high disposable income. For instance, the Guangdong region is the largest in total consumer spending due to its large population and strong economy, while spending in Tianjin and Ningxia is forecast to grow into the next decade.

The E-Commerce Channel

E-COMMERCE TRENDS

- Despite charging restaurants commissions sometimes as high as 23%, online food delivery apps in China have grown rapidly following the start of the COVID-19 pandemic in response to increased social distancing preferences amongst consumers. The total number of users of third-party delivery apps surpassed 400 million in 2020, while giants Ele.me, Meituan Waimai and Baidu Waimai dominated the market with over 80% of total sales value.
- Foreign food and beverage products are very popular on online shopping platforms such as Taobao and JD.com. They are sold from overseas to a local purchasing agent who uses these websites as a facilitator. However, a significant issue arises when the agent cannot be trusted and resorts to selling fake products at a mark-up.
- The sale of fresh food products is the highest growing and biggest sector of all in the food and drink e-commerce channel, largely due to the COVID-19 pandemic, at the beginning of which there was an estimated 10+ million new users daily. This market is forecast to be valued at \$800 billion by 2023, with the biggest e-commerce shopping platforms in China all offering fresh food purchases with same-day delivery.
- Online alcohol sales are improving in proportion to the rise in at-home drinking behaviour, with 50% annual growth in online beer sales, mostly consisting of canned beer. At the same time, lagers and stout beers feature prominently too. Sales of Baiju and foreign wines also comprise an online market totalling tens of millions in value (USD).
- Online sales of semi-finished meal packages increased consistently throughout 2020, with annual growth of over 300% in major cities, most of which were in the lower-price bracket of under 9 USD and marketed towards consumers aged 18 - 30.

KEY PLAYERS



The Foodservice Channel

OVERVIEW

Food & beverage services comprise establishments engaged in the sale of prepared food and drinks for immediate consumption. The various types of food and beverage services China are:

- Restaurants
- Fast food restaurants
- Food caterers
- Ship chandlers
- Airport catering
- Armed forces
- Others
- Cafes, coffee houses and snack bars

FOODSERVICE TRENDS

- Limited-service restaurants are growing in presence yet remain relatively uncommon in China because overseas fast-food chains are too late to establish themselves on the Chinese mainland. Consequently, independent businesses dominate the foodservice landscape. This fact was illustrated by the sales value in the limited-service sector in 2019 being more than seven times higher in Japan than in China.
- Restaurant business conditions suffered greatly throughout 2020 due to stay-at-home measures that forced closures for more than two months. Full-service restaurants suffered the most as these are primarily independent and thus have relatively less capital to withstand short-term losses. Leading chain operators took advantage of this situation to continue pre-pandemic plans for expansion by buying out these restaurants in locations already tailored to foodservice.
- The foodservice channel is expected to recover in 2021 and grow further in future years as consumer spending in the Chinese economy is forecasted to rise along with digitisation and the consequent accessibility of restaurant items.

- The long-term trend towards at-home eating has been hurried by the COVID-19 pandemic, leading fast-food giant Yum China to estimate that more than 50% of sales is now home delivery and takeout. The flow-on effect of this trend has made its way to menus, with more diverse items catering to home delivery such as ready-to-eat (RTE) meals, meal kits and buckets of boba tea.
- AI technology is increasingly being used to improve convenience when purchasing meals, illustrated by fast-food chains such as KFC launching driverless vans from where customers can make and collect orders, along with “smart lockers” from where takeout can be securely collected from.
- Health-conscious eating has consistently risen in prominence, causing more restaurants to offer semi-finished meat products. For example, KFC China, the largest fast-food chain on the mainland, offers boiled chicken steaks. Consumption of sugar has thus significantly fallen, creating a whole new brand of sugar-free teas and “half-sugar”.

Fish restaurants

- The specialised restaurants serving seafood are usually established in prime locations in the major cities and within the international chains of 5-star hotels. Most of the seafood served is of high value species including noble fin-fishes, lobster, shrimps, salmon (stakes and smoked) oysters, caviar, squid, sea cucumber and abalone and several species of bi-valves.

FULL-SERVICE RESTAURANTS



Appendix

APPENDIX A - INCOTERMS CHART

Incoterms® 2020											
Transportation	Any mode of transport		Sea and inland waterway transport				Any mode of transport				
Incoterm	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAP	DPU	DDP
	Ex Works (Place)	Free Carrier (Place)	Free Alongside Ship (Port)	Free On Board (Port)	Cost and Freight (Port)	Cost Insurance & Freight (Port)	Carriage Paid To (Place)	Carriage and Insurance Paid to (Place)	Delivered at Place (Place)	Delivered at Place Unloaded (Place)	Delivered Duty Paid (Place)
Export 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 and customs 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	Negotiable	Negotiable	Negotiable	Negotiable	Negotiable	*Seller	Negotiable	**Seller	Negotiable	Negotiable	Negotiable
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	Seller	Seller	Seller
Unloading at destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer
Import duty, taxes, and customs clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller

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