

Module 13

Activity 16

Listen to the recording and identify the INCOTERMS.

SCRIPT:

1. Brunei/ CIF

A: Have you seen the Brunei order?

B: Yes, it's on my desk.

A: Ah! I see they are *not arranging shipping or insurance*.

B: Then, we'd better quote them CIF.

2. Vietnam/ FOR

A: Have you seen the Vietnam order?

B: Yes, it's on my desk.

A: Ah! I see they are *not arranging delivery to the rail terminal*.

B: Then, we'd better quote them FOR.

3. Cambodia/ FAS

A: Have you seen the Cambodia order?

B: Yes, it's on my desk.

A: Ah! I see they are *arranging all transport and import taxes*.

B: Then, we'd better quote them FAS.

4. Myanmar/ C&F

A: Have you seen the Myanmar order?

B: Yes, it's on my desk.

A: Ah! I see they are *not arranging sea freight and all charges to ship*.

B: Then, we'd better quote them C&F.

5. Philippines/ FOB

A: Have you seen the Philippines order?

B: Yes, it's in the file.

A: Ah! I see they're *arranging sea freight, insurance, delivery and import taxes*.

B: Then, we'd better quote them FOB.