

UNDERSTANDING INCOTERMS

A Guide for NASONS ELECTRIC CO.,LTD. Export
Partners



NASONS helps develop partner's business to become a successful business.

In today's global electrical industry, smooth logistics and clear communication are essential. Whether you're shipping heat shrink tubing, molded parts, or low - medium voltage insulation products, knowing how to manage international deliveries can make a big difference.

That's where Incoterms® (short for International Commercial Terms) come in. These globally recognized rules define the responsibilities between Nasons and its international clients, ensuring that every shipment of heat shrink products reaches its destination efficiently and transparently.

What Are Incoterms and Why They Matter

Incoterms are a standardized set of trade terms created by the International Chamber of Commerce (ICC).

They clarify who (the buyer or seller) is responsible for transport, insurance, customs clearance, and risk during international shipping.

For Nasons, using the correct Incoterm ensures that our heat shrink tubing, molded parts, and insulation products reach clients worldwide without delays or confusion.

For example:

- EXW (Ex Works – Jianghai, Jiangmen Factory) → The buyer arranges pickup and transport directly from Nasons' facility.
- CIF (Cost, Insurance & Freight) → Nasons handles shipping and insurance to the buyer's port.
- DAP (Delivered at Place) → Nasons delivers the goods ready for unloading at the buyer's warehouse or project site.



These terms make international trade **transparent, cost-effective, and professionally managed** three pillars of Nasons' global export success.

“Premium heat shrink solutions engineered to elevate every project.”

The Do's and Don'ts



Of Using Incoterms in Heat Shrink products Exporting

Do's: Best Practices for Smooth International Orders

1. Understand the Incoterms before placing your order to know your shipping responsibilities and costs.
2. Request a detailed quotation including packaging, delivery timeline, and shipping terms to avoid hidden charges.
3. Confirm product specifications and export packaging to ensure your goods meet destination requirements.
4. Coordinate with our logistics team early to choose the most efficient shipping method for your location.
5. Keep documentation ready (invoices, packing lists, and import permits) to prevent customs delays.

Don'ts: Common Mistakes to Avoid

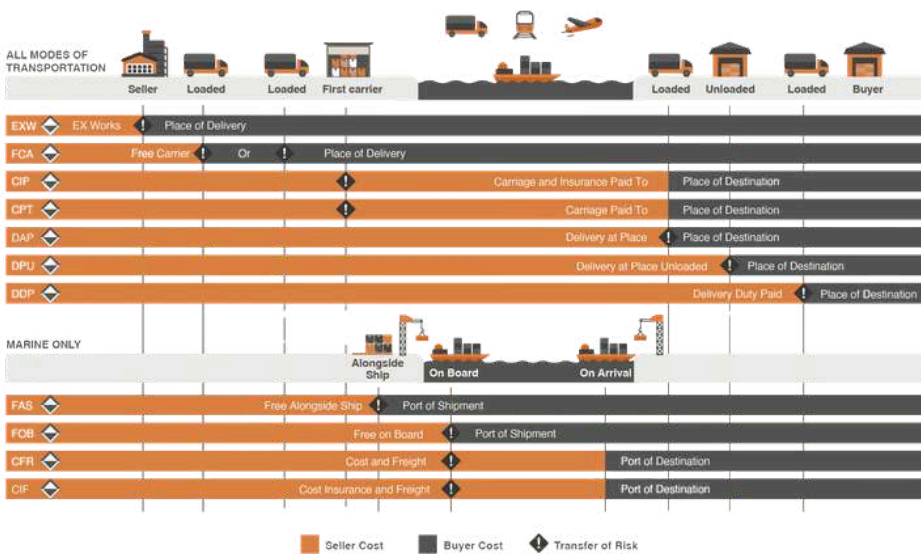
1. Don't assume shipping is included always confirm the selected Incoterm (e.g., FOB, CIF, DAP) to know who covers freight and insurance.
2. Don't delay shipment confirmation late approvals may affect production and lead times.
3. Don't overlook import regulations in your country, check any special requirements for electrical insulation products, certifications, or compliance standards.
4. Don't rely on verbal agreements all terms and conditions should be clearly stated in your purchase order.
5. Don't forget to track your shipment use provided references to monitor your order's journey and estimated arrival.

***"The trusted heat shrink products
behind exceptional electrical
performance and protection"***

Modes of Transport for Nasons Shipments

Incoterms[®]
2020
by the International
Chamber of Commerce (ICC)

Vantage Logistics Corp.
International Freight Forwarders



At Nasons Industries, we export heat shrink tubing and insulation products through multiple transport modes each supported by relevant Incoterms:

1. All Modes of Transport

These Incoterms can be used for road, rail, sea, or air shipments, offering flexibility for most export operations.

- **EXW (Ex Works):** The buyer handles all shipping steps from Nasons' factory (e.g., Jianghai, Jiangmen Factory).
- **FCA (Free Carrier):** The seller delivers goods to a named place (like a transport hub), ready for export.
- **CIP (Carriage and Insurance Paid To):** The seller pays freight and insurance until goods reach the destination.
- **DAP (Delivered at Place):** The seller delivers goods to the buyer's location, excluding import duties.
- **DDP (Delivered Duty Paid):** The seller manages the entire process, including customs and delivery to the buyer's door.

02. Sea and Inland Waterway Transport

These terms apply to ocean freight and river shipping, ideal for bulk wood products and full container loads.

- **FOB (Free on Board):** The seller covers all costs until goods are loaded onto the vessel (Jianghai Port, Jiangmen, China).
- **CFR (Cost and Freight):** The seller pays transport to the destination port, while the buyer handles insurance.
- **CIF (Cost, Insurance & Freight):** The seller pays for shipping and insurance until the goods reach the destination port.



How Incoterms Support Nasons's Global Trade

Our international clients from China to Greece, Germany, and the UAE rely on Nasons's expertise in export logistics.

By applying the right Incoterm, we guarantee:

- Transparent cost structures for buyers.
- On-time deliveries and optimized shipping routes.
- Reduced customs and port delays.
- Smoother transactions from order to offloading.

Using Incoterms correctly is part of what makes Nasons a trusted global supplier of precision-engineered heat shrink products.

In Summary

At Nasons Electric CO.,LTD.Industries, understanding and applying Incoterms isn't just a technicality it's a key part of how we maintain reliable, efficient, and sustainable trade partnerships across continents. From factory floor to final destination, every shipment reflects our commitment to quality, clarity, and customer satisfaction.