



## Distilled Spirits Aotearoa (NZ) Incorporated

Certificate of Incorporation: 2716891

Registered office 14 - 16 Harbour Street, Oamaru 9400, New Zealand

Telephone: +64(0)21 222 9881 Email: [info@distilledspiritsaotearoa.org.nz](mailto:info@distilledspiritsaotearoa.org.nz)

Facebook: <https://www.facebook.com/distilledspiritsaotearoa/>

Web: [DistilledSpiritsAotearoa.org.nz](http://DistilledSpiritsAotearoa.org.nz)

### ***Distilled Spirits Aotearoa – Frequently Asked Questions***

#### **Exporting and Freight – as at October 2023**

Exporting is complex and one size doesn't fit all. There are unfortunately no rules that work across all countries.

Possibly approach another distillery/ make a callout on our DSA Face Book page for someone already exporting and ask advice.

Check out [NZTE website](#) and resources. NZTE used to run a 2-day co-funded workshop for beginners who want to learn the basics of exporting, and to get help developing a plan. This seems to have stopped after 2020, but there are other workshops and events available when you register with them.

#### **The best way to flat rate individual bottles around New Zealand and beyond?**

Opinion: Domestically we use Post Haste (excellent on-line portal) and with 2 day economically to anywhere in NZ for a very good price. Be sure to negotiate with them on your price but this will come back to your anticipated sales. Internationally, we actively seek to avoid the multi-national providers but the NZ Post eShip portal is good.

Opinion: We used Post Haste for a long time but had a lot of issues with lost shipments so moved to Courier Post who have been excellent so far. Flat rates available but you need to negotiate. We have been informed of a price increase relating to domestic deliveries - cost is extra if not to a central business address.

#### **Sending Spirits to USA**

You will need to be registered with the FDA before you do anything (simple via website remotely).

You will also have to have packaging that complies with US law.

Options:

Opinion: Blair and Ricardo from National Distilling ([blairnicholl\\_nz@yahoo.com](mailto:blairnicholl_nz@yahoo.com)) are now shipping to the Eastern seaboard of the States, you could contact them about shipping to the States.

Opinion: DHL was going to charge two arms, a foot and a leg and that was just for the weight of the box let alone the controlled substance (gin) inside. Definitely worth a look into though.

Opinion: Park Street ([mwoodman@parkstreet.com](mailto:mwoodman@parkstreet.com)) are the people who facilitated our transport into the States for the San Fran Spirits competition.



Park Street Brochure  
2018.pdf



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### **Sending Spirits to Australia**

Advice on selling direct to Australia?

Opinion: In Australia, we used Mainfreight to a destination, getting into all the Duty payments and stuff though is the difficult bit, who pays what and when. We tried shipping some product over via courier and was rejected by Australian Customs, hence we then used a broker and we used Mainfreight to send the pallet

We have also used Alpha Customs – but the samples we sent to Singapore cost about as much as if we had gone there ourselves.

Any advice around duty and GST? My general understanding is it is the purchaser's responsibility? Is that correct? We are too small to have to register in Australia for GST (i.e. we sell less than the threshold). On the NZ Post form we declare what it is and the value. Anything else we need to be aware of? I'm assuming we don't have to pay excise or GST in NZ as being exported. Also you have to love the Aussies - they mostly buy two at a time (albeit a very small sample set).

Opinion: I believe NZ duty is not paid on product sent to Australia. GST and duty will be charged by Australian government when it enters Australia.

### **Sending Spirits to China**

Advice on selling direct to China?

Opinion: I'm yet to export spirits but have exported wine. There's no short answer for it, it's a 'unique' experience that is largely reliant on the customs rep used by your forwarder or agent.

There are some great guidelines for exporting to China put out by NZTE. They also have NZ reps in market who can offer great guidance.

### **Terms and Acronyms**

A good link to understanding FOB, DAP, DDP for freight.

<https://internationalcommercialterms.guru/>

It has recently been updated from the 2010 term sheet. Scroll down to see the changes, plus the index on the left gives more detail if you click on each set of initials.