

# Datasheet

In order to avoid problems arising from varied and different interpretations of transport costs and risks, the International Chamber of Commerce (ICC) has developed uniform rules for the interpretation of trade terms, known as 'Incoterms' (International Commercial TERMS). These were first published in 1936, and revised since to keep abreast of commercial and transport practices.

**Delivery duty paid (DDP)** – Costs of delivery, including duty, paid to a named place in the country of importation. All modes of transport (transportation specified).

**Delivery duty unpaid (DDU)** – As for DDP, except that the buyer pays the import duty.

**Delivered ex quay – duty paid (DEQ)** – Costs of delivery duty paid, to the named port of destination. Sea or inland waterway transport only.

**Delivered ex ship (DES)** – Costs of delivery on board the vessel, duty unpaid, at the named port of destination. Sea or inland waterway transport only.

**Delivered at frontier (DAF)** – Costs of delivery, duty unpaid at the named point and place at the frontier. All modes of transport.

**Carriage and insurance paid (CIP)** – Costs of carriage and insurance of the goods, duty unpaid, to the named destination. All modes of transport.

**Carriage paid to (CPT)** – As for CIP, except that the cost of insurance is carried by the importer.

**Cost, insurance and freight (CIF)** – Costs of goods, freight and insurance, duty unpaid, to a named port of destination. Sea or inland waterway transport only.

**Cost and freight (CFR)** – As for CIF except that the cost of insurance is covered by the importer.

**Free on board (FOB)** – Costs of delivery over the ship's rail at the named port of shipment. Sea or inland waterway transport only.

**Free alongside ship (FAS)** – Costs of delivery on quay or in lighters at the named port of shipment. Sea or inland waterway transport only.

**Free carrier (FCA)** – Costs of delivery cleared for export, into the charge of the carrier named by the buyer at the named place or point. All modes of transport. Mainly airfreight.

**Ex works (EXW)** – Delivered by making the goods available to the buyer at the exporter's premises, packed (unless otherwise arranged) suitably for a known means of transfer. The importer thus has maximum responsibility.

Delivery terms should specify the destination or the place at which liability is handed over, e.g. "FOB Singapore, Incoterms", "CIF Liverpool, Incoterms (2000)", or "DDP buyer's warehouse Manchester, Incoterms".

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