

- Nationale und Internationale Landverkehre
- Distribution / Beschaffungslogistik
- Lager-Logistik

## General rules governing the transfer of costs and risks of goods\*

Provisions	Transfer of risks from the seller to the buyer	Transfer of costs from the seller to the buyer
<b>EXW:</b> Ex Works	When the goods are made available at the seller's premises (appropriation).	When the goods are made available at the seller's premises (appropriation).
<b>FCA:</b> Free Carrier	When the goods are delivered to the carrier nominated by the buyer. Only at the seller's premises shall the seller also bear the risk of loading. In all other cases, loading – and, if applicable, transshipment – shall occur at the buyer's risk.	When the goods are delivered to the carrier nominated by the buyer.
<b>FAS:</b> Free Alongside Ship	When the goods are placed alongside the ocean vessel / inland vessel (e.g., on a quay or in lighters) at the named port of shipment.	When the goods are placed alongside the ocean vessel / inland vessel (e.g., on a quay or in lighters) at the named port of shipment. Export costs shall be borne by the seller.
<b>FOB:</b> Free On Board	When the goods are on board the vessel at the port of shipment.	When the goods are on board the vessel at the port of shipment.
<b>CFR:</b> Cost And Freight	When the goods are on board the vessel at the port of shipment.	After arrival of the ocean vessel at the port of destination (FOB shipment incl. sea freight).
<b>CIF:</b> Cost, Insurance and Freight	When the goods are on board the vessel at the port of shipment.	After arrival of the ocean vessel at the port of destination (FOB shipment incl. sea freight and marine insurance).
<b>CPT:</b> Carriage Paid To ...	When the goods are handed over to the first carrier at the agreed place of departure.	After arrival of the goods at the place of destination (including costs of loading and freight – without costs of insurance).
<b>CIP:</b> Carriage and Insurance Paid to	When the goods are handed over to the first carrier at the agreed place of departure.	After arrival of the goods at the place of destination (including costs of loading, freight, and insurance).
<b>DAP:</b> Delivered At Place	When the goods are made available to the buyer, ready for unloading, at the named place of destination.	When the goods are made available to the buyer, ready for unloading, at the named place of destination.
<b>DAT:</b> Delivered At Terminal	When the goods have been unloaded and are made available to the buyer at the named place of destination.	When the goods have been unloaded and are made available to the buyer at the named place of destination.
<b>DDP:</b> Delivered Duty Paid	When the goods have been cleared for import and are made available to the buyer at the named place of destination in the importing country.	When the goods have been cleared for import and are made available to the buyer at the named place of destination in the importing country.

\*General rules indicate: On-time delivery by the seller and proper acceptance by the buyer.

## Who has to take out transport insurance according to the terms of delivery?

Agreed-upon terms of delivery	Insurance to be taken out by the
<b>EXW</b> , Ex Works (named place)	Buyer, for the entire shipment.*
<b>CIF</b> , Cost, Insurance and Freight (named port of destination) <b>CIP</b> , Carriage and Insurance Paid to (named place of destination) <b>DDP</b> , Delivered Duty Paid (named place of destination)	Seller, for the entire shipment to the named place.**
<b>FCA</b> , Free Carrier (named place of destination) <b>CPT</b> , Carriage Paid To (named place of destination)	A) Seller, until handed over to the carrier. B) Buyer, as soon as handed over to the carrier. It would be advisable for the buyer to take out insurance for the entire shipment, i.e., from door to door.
<b>FAS</b> , Free Alongside Ship (named port of shipment) <b>FOB</b> , Free On Board (named port of shipment) <b>CFR</b> , Cost And Freight (named port of destination)	A) Seller, until risks are transferred at the port of shipment.* B) Buyer, for the shipment to the place of destination. With goods packed into boxes, cartons, or containers, the importer should take out insurance for the transport section covered by the seller.
<b>DAT</b> , Delivered At Terminal (named terminal at the port/place of destination) <b>DAP</b> , Delivered At Place (named place of destination)	A) Seller, until risks are transferred at the named place of destination / terminal.* B) Buyer, for the onward transport to the final place of destination. It would be advisable for the buyer to take out insurance for the entire shipment.

\* The seller is obliged to examine the necessity of taking out export protection insurance.

\*\* The buyer is obliged to examine the necessity of taking out import protection insurance.