



## Common International Trade Terms of Sale

DDP	LDP	CIF	FOB	Cost Elements Paid By The Buyer
			<b>FOB</b>	Cost of Production, including product packaging, export packing, Certifications (ie: U/L, FCC), Quota charges, etc.
				Delivery of goods from factory to export Port (ie, "FOB Port").
				Government export licenses, permits, fees, inspections.
				Product inspection and testing prior to shipment.
				In-country Agent fees and commissions.
		<b>CIF</b>		Consolidation of goods at FOB Port with other shipments.
				International Freight Forwarder fees.
				Main Carriage (air or ocean) from FOB Port to Destination Port, including rail transportation in Destination country.
				Cargo Insurance covering the goods shipped
	<b>LDP</b>			Entry at Destination Port: Customs duties, fees and taxes.
				Customs Brokerage fees.
				Storage (demurrage) fees at Port of Destination.
<b>DDP</b>				Break bulk (splitting shipment for different U.S. destinations).
				Delivery to Customer
<b>FOB</b>	<i>"Free On Board"</i>			Customer purchases goods at the Foreign Port; is responsible for international freight, cargo insurance, Customs Entry and duties and delivery to Customer's distribution center.
<b>CIF</b>	<i>"Cost, Insurance and International Freight"</i>			Customer purchases goods at U.S. port; is responsible for Customs Entry and duties and delivery to Customer's distribution center.
<b>LDP</b>	<i>"Landed, Duty Paid at Destination Port"</i>			Customer purchases goods at U.S. port, entered and cleared through Customs; is responsible for delivery to Customer's distribution center.
<b>DDP</b>	<i>"Delivered Duty Paid"</i>			Customer purchases goods upon arrival at Customer's distribution center; price paid includes all import and delivery costs.