

G. Incoterms

1. DAT
2. DDP
3. FOB, CFR, CIF
4. EXW
5. CPT, CIP
6. CFR, CIF, DAT
7. DAP, DDP
8. DAT

H. Translation

1. Avoid unnecessary misunderstandings and conflicts in your foreign trade transactions.
2. The Incoterms, which have been issued since 1936 by the International Chamber of Commerce in Paris, are a great help in this respect.
3. The Incoterms are rules regulating terms of contract and delivery in foreign trade and thus form an important part of your contracts.
4. Anyone who is involved in foreign trade must familiarise him/herself with them in order to avoid unpleasant surprises.
5. It is often forgotten that other important stipulations in contracts such as terms of payment and place of jurisdiction are not regulated by the Incoterms.
6. The choice of the appropriate commercial term can save costs and reduce risks, so that a detailed knowledge of the Incoterms and their importance in foreign trade is of inestimable value.