EXPORT GUIDE

Incoterms for Spice & Agri Exports

Incoterms define exactly where the seller's responsibility ends and the buyer's begins during shipping. Choosing the right term affects your landed cost, insurance liability and customs obligations. Here are the terms we quote most often, in plain language.

Term	Seller Responsible For	Buyer Responsible For	Common Use
EXW (Ex Works)	Making goods available at our facility	All transport, export clearance, insurance, import duties	Buyers with their own freight forwarder
FOB (Free On Board)	Delivery to port, export clearance, loading onto vessel	Main freight, insurance, import duties	Most common for container shipments
CFR (Cost & Freight)	FOB plus main sea freight to destination port	Insurance, import duties, destination handling	Buyers who arrange their own cargo insuran
CIF (Cost, Insurance & Freight)	CFR plus marine insurance to destination port	Import duties, destination handling, inland transport	Buyers wanting an all-in landed price
DAP (Delivered At Place)	All transport to named destination, excluding import duties	Import clearance and duties only	Buyers wanting door delivery without custom

Which Term Should You Choose?

If you already work with a freight forwarder in your country and want full control of the shipping leg, FOB is usually the simplest starting point. If you'd rather receive one all-in quotation covering freight and insurance, ask us for a CIF quote. We can quote any Incoterm on request — just tell us your destination port and preferred term when requesting a quotation.