

## What is changing?

Kenelec Scientific have previously delivered to our international customers under **Delivery Duties Paid (DDP)** Incoterms. Moving forward, we are adopting **Delivered at Place (DAP)** Incoterms.

### What is DDP?

In a DDP agreement the seller is responsible for ensuring the goods are delivered to the final destination and paying the import duty, taxes, and customs clearance. This means the seller takes on all costs and liability for the shipment. The buyer is responsible for unloading goods upon arrival.

### What is DAP?

DAP means the shipment is delivered to a chosen location at the destination. The seller is responsible for all shipping charges up until the goods are delivered to the final location. The buyer is responsible for unloading these goods and any local customs clearance fees, duties and taxes applicable.

### What is the difference between DDP and DAP?

In a **DDP** agreement, the buyer is only responsible for the cost to unload their cargo. The seller must pay for all other shipping expenses, duties, and taxes. Under **DAP** Incoterms, the seller is responsible for only the shipping costs. The buyer is responsible for all **local customs clearance fees, duties and taxes** associated with the shipment.



INCOTERMS	Any mode or modes of transport												
	Export Packaging	Loading Charges	Delivery to Port/Place	Export Duty, Taxes & Customs Clearance	Origin Terminal Handling Charges	Loading on Carriage	Freight Charges	Insurance	Destination Terminal Handling Charges	Delivery to Destination	Unloading at Destination	Import Duty, Taxes & Customs Clearance	
DDP	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	SELLER
DAP	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	BUYER

Sourced from [Shipping Incoterms: The Complete Guide](#) published 2020

## When will this be changing?

All international transactions from the **1st of March 2022** will be conducted using a DAP Incoterm agreement.

## Questions?

This information is a **guide only** – please review your country's customs laws for information specific to your situation.

If you have any questions, or require any further information or assistance, please contact our team.