

## INCOTERM DPU: DEFINITION AND OBLIGATIONS OF THE PARTIES

The Incoterm DPU appears for the first time in the Incoterms 2020 version. It assumes the same functions and obligations of Incoterms DAT (Delivered At Terminal) which disappears.

In the Incoterm DPU the seller delivers the goods unloaded at a port terminal or another place of destination in the buyer's country. The terminal concept is quite broad and includes both terminals of transportation (land, air, sea) and logistics infrastructure (ports, airports, railway stations) or similar facilities as docks, warehouses and free zones.

Due to the different places of delivery that this Incoterms allows for, it is important to clearly mention the specific point that the seller and the buyer have chosen for delivery so the contract for international transport made by the seller applies to that choice.

Obligations of the seller (exporter) in the Incoterm DPU:

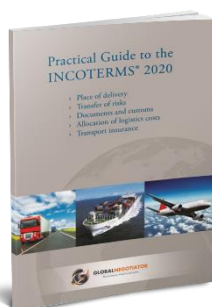
- Packaging, checking and marking of goods.
- Loading of the goods at the first carrier.
- Inland transportation (pre-carriage) to transport center, port, airport in the seller's country, either with a carrier contracted by the buyer or with his own means of transport.
- Obligation to comply with transport safety requirements to the place of delivery.
- Costs and taxes of export and transit clearance.
- Terminal costs (warehousing, handling, loading) in seller's country.
- Main transport to the country of destination.
- Insurance transport (if it is take out).
- Terminal costs (warehousing, handling, loading) in seller's country.

Obligations of the buyer (importer) in the Incoterm DPU:

- Costs and taxes of import clearance.
- Inland transportation (on-carriage) from the place of delivery, to the buyer's premises, either with a carrier contracted by the buyer or with his own means of transport.
- Unloading of goods on the buyer's premises.

The Incoterm DPU is the only Incoterm in which the goods are delivered unloaded at the destination. In turn, the only difference between DPU and DAP is that while in DPU the goods are delivered unloaded and in DAP are delivered ready for unloading.

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To obtain a complete Information of Incoterms 2020, click here:

[\*\*Practical Guide to the Incoterms 2020\*\*](#)

# NEGOTIATION AND ETIQUETTE GUIDES IN 70 COUNTRIES

**How to negotiate and do business in BRAZIL**

**Introduction**  
Brazil is the fifth largest country in the world and the 15th largest in population. It is a great agricultural power and a major supplier of minerals. Brazil's main exports include soybeans, iron ore and copper. Its main imports include machinery, transport equipment, and consumer goods. Brazil is one of the few countries that are not an industrialized nation. Brazil is the largest of the tropical nations. Tom Coppen is Chief in Charge in Brazil.



**KEY FACTS**

POPULATION	191.1m
AREA	8,511,965 sq km
FORM OF GOVERNMENT	Republic (20 states and 1 Federal District)
GDP PER CAPITA (PPP)	USD 1,300
COUNTRY RISK RATING	Medium to High (A- to B+)
CURRENCY	Real (R\$) + 100 cents
OFFICIAL LANGUAGE	Portuguese

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- Telephone codes
- Internet code
- National holiday

*Negotiation and Etiquette in Brazil*

**How to negotiate and do business in CHINA**

**Introduction**  
China is the most populous country in the world. It is a great agricultural power and a major supplier of minerals. China's main exports include machinery, transport equipment, and consumer goods. China is one of the few countries that are not an industrialized nation. China is the largest of the tropical nations. Tom Coppen is Chief in Charge in China.



**KEY FACTS**

POPULATION	1,300m
AREA	9,596,961 sq km
FORM OF GOVERNMENT	Republic (23 provinces, 5 administrative regions, 1 special administrative region, 1 autonomous region)
GDP PER CAPITA (PPP)	USD 1,300
COUNTRY RISK RATING	Medium to High (A- to B+)
CURRENCY	Renminbi (RMB) + 100 cents
OFFICIAL LANGUAGE	Mandarin Chinese

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*Negotiation and Etiquette in China*

**How to negotiate and do business in RUSSIA**

**Introduction**  
Russia is the largest country in the world. It is a great agricultural power and a major supplier of minerals. Russia's main exports include machinery, transport equipment, and consumer goods. Russia is one of the few countries that are not an industrialized nation. Russia is the largest of the tropical nations. Tom Coppen is Chief in Charge in Russia.



**KEY FACTS**

POPULATION	142.4m
AREA	17,098,242 sq km
FORM OF GOVERNMENT	Federal republic (81 Federal administrative districts)
GDP PER CAPITA (PPP)	USD 1,300
COUNTRY RISK RATING	Medium to High (A- to B+)
CURRENCY	Russian Ruble (RUB) + 100 kopecks
OFFICIAL LANGUAGE	Russian and others (Chechen, Ukrainian, Armenian, etc.)

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*Negotiation and Etiquette in Russia*

**How to negotiate and do business in AUSTRALIA**

**Introduction**  
Australia is the sixth largest country in the world. It is a great agricultural power and a major supplier of minerals. Australia's main exports include machinery, transport equipment, and consumer goods. Australia is one of the few countries that are not an industrialized nation. Australia is the largest of the tropical nations. Tom Coppen is Chief in Charge in Australia.



**KEY FACTS**

POPULATION	21.5m
AREA	7,688,000 sq km
FORM OF GOVERNMENT	Federal republic (6 territories and 8 independent states)
GDP PER CAPITA (PPP)	USD 23,500
COUNTRY RISK RATING	Medium to High (A- to B+)
CURRENCY	Australian Dollar (AUD) + 100 cents
OFFICIAL LANGUAGE	English

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*Negotiation and Etiquette in Australia*

**How to negotiate and do business in GERMANY**

**Introduction**  
Germany is the seventh largest country in the world. It is a great agricultural power and a major supplier of minerals. Germany's main exports include machinery, transport equipment, and consumer goods. Germany is one of the few countries that are not an industrialized nation. Germany is the largest of the tropical nations. Tom Coppen is Chief in Charge in Germany.



**KEY FACTS**

POPULATION	82.1m
AREA	357,021 sq km
FORM OF GOVERNMENT	Federal republic (16 states in Länder)
GDP PER CAPITA (PPP)	USD 35,500
COUNTRY RISK RATING	Medium to High (A- to B+)
CURRENCY	Euro (EUR) + 100 cents
OFFICIAL LANGUAGE	German

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*Negotiation and Etiquette in Germany*

**How to negotiate and do business in JAPAN**

**Introduction**  
Japan is the thirteenth largest country in the world. It is a great agricultural power and a major supplier of minerals. Japan's main exports include machinery, transport equipment, and consumer goods. Japan is one of the few countries that are not an industrialized nation. Japan is the largest of the tropical nations. Tom Coppen is Chief in Charge in Japan.



**KEY FACTS**

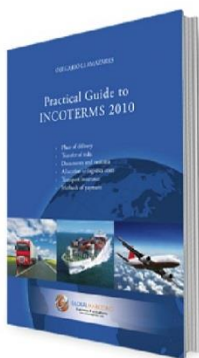
POPULATION	127.1m
AREA	377,975 sq km
FORM OF GOVERNMENT	Constitutional monarchy (1 prefecture)
GDP PER CAPITA (PPP)	USD 29,400
COUNTRY RISK RATING	Medium to High (A- to B+)
CURRENCY	Yen (JPY) + 100 cents
OFFICIAL LANGUAGE	Japanese

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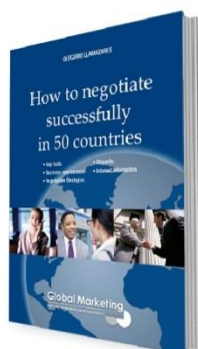
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*Negotiation and Etiquette in Japan*

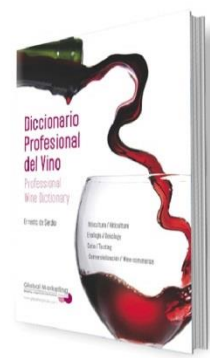
## BOOKS & EBOOKS



*Practical Guide to Incoterms 2010*



*How to negotiate in 50 countries*



*Professional Wine Dictionary*

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