



WORLD STEEL

BUILDING TRUST · ASSURING SUCCESS

EDITION 2026

DELIVERY TERMS

INCOTERMS® 2020 AT WORLD STEEL

How we quote and deliver structural steel from Vietnam – the rules we offer, where risk and costs pass to you, and our loading ports.

■ FCA · FOB ■ CFR · CIF ■ CPT · CIP ■ DAP · DPU

INCOTERMS® 2020

THE 11 RULES AND WHAT WE OFFER

Every World Steel quotation names the rule, a precise named place and the version – for example “FOB Ho Chi Minh City, Incoterms® 2020”.

Rule	Name	World Steel	Delivery	Risk passes
EXW	Ex Works	ON REQUEST	Goods placed at the buyer's disposal at the named place – the WS factory – not loaded.	When the goods are placed at the buyer's disposal at the factory.
FCA	Free Carrier	STANDARD OFFER	At the WS factory: loaded on the buyer's truck or container. At another place (terminal, ICD): on the arriving vehicle, ready for unloading.	When the goods are handed to the buyer's carrier at the named place.
FAS	Free Alongside Ship	PER PROJECT	Alongside the vessel (on the quay or a barge) at the named port of shipment.	When the goods are placed alongside the ship.
FOB	Free On Board	STANDARD OFFER	On board the buyer's vessel at the named port of shipment.	When the goods are on board the vessel.
CFR	Cost and Freight	STANDARD OFFER	On board the vessel at the port of shipment.	When the goods are on board at the port of shipment – the buyer bears the risk during the sea voyage.
CIF	Cost, Insurance and Freight	STANDARD OFFER	On board the vessel at the port of shipment.	When the goods are on board at the port of shipment.
CPT	Carriage Paid To	STANDARD OFFER	To the first carrier at the place of shipment.	When the goods are handed to the first carrier – the buyer bears the risk in transit.
CIP	Carriage and Insurance Paid To	STANDARD OFFER	To the first carrier at the place of shipment.	When the goods are handed to the first carrier.
DAP	Delivered at Place	PER PROJECT	On the arriving vehicle at the named place – port, warehouse or site – ready for unloading.	At the named place of destination – the seller bears the transit risk.
DPU	Delivered at Place Unloaded	PER PROJECT	Unloaded at the named place of destination.	When the goods are unloaded at the named place.
DDP	Delivered Duty Paid	ON REQUEST	On the arriving vehicle at the named place, cleared for import, ready for unloading.	At the named place of destination.

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HOW WE DELIVER

WORLD STEEL ON EACH RULE WE QUOTE

STANDARD OFFER

FCA – FREE CARRIER

Offered as standard: FCA World Steel factory (loaded into your container or onto your truck) or FCA Ho Chi Minh City container terminal / ICD. Export cleared by World Steel. On request we ask your carrier to issue an on-board bill of lading for letter-of-credit payment, as Incoterms® 2020 allows.

PER PROJECT

FAS – FREE ALONGSIDE SHIP

For break-bulk and project cargo – long girders, trusses, modules – alongside the vessel at Ho Chi Minh City or Cai Mep–Thi Vai, by arrangement.

STANDARD OFFER

FOB – FREE ON BOARD

Our most frequently quoted term for buyers with their own forwarder: FOB Ho Chi Minh City (Cat Lai / Hiep Phuoc) or FOB Cai Mep–Thi Vai – break-bulk, flat racks, open-tops and standard containers.

STANDARD OFFER

CFR – COST AND FREIGHT

We book ocean freight with our forwarding partners to your port – flat rack, open-top, break-bulk or standard containers – and send shipping documents for your bank or your forwarder.

STANDARD OFFER

CIF – COST, INSURANCE AND FREIGHT

CIF your port with marine cargo insurance for 110 % of the invoice value – Institute Cargo Clauses (C) as the Incoterms® minimum, all-risks ICC (A) on request.

STANDARD OFFER

CPT – CARRIAGE PAID TO

Containerised and multimodal shipments to your destination port or inland container depot.

STANDARD OFFER

CIP – CARRIAGE AND INSURANCE PAID TO

Containerised and multimodal shipments with ICC (A) all-risks cover for 110 % of the invoice value.

PER PROJECT

DAP – DELIVERED AT PLACE

Delivered to your port, terminal or site in selected markets with our logistics partners – often combined with World Steel erection supervision. You clear import and pay duties and taxes.

PER PROJECT

DPU – DELIVERED AT PLACE UNLOADED

Delivered and unloaded at a named terminal or site, by arrangement – useful where our team supervises erection.

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