



Import Tips and Best Practices

October 2025

Mandy Lockett MCIEEx

Stef Heywood MCIEEx



www.chamberelancs.co.uk/international

Import Tips



East Lancashire
Chamber of
Commerce
Making Your Business Successful



- **Contract of Sale**
 - Quotation
 - Terms and Conditions
- **Decide on the INCOTERM® 2020**
 - DAP, you are Exporter of Record (EOR) in Greece
 - DDP, you are EOR and Importer of Record (IOR) in UK
- **Importer of Record**
 - GB EORI
 - Look at being registered in the UK as a TAX entity



Import Tips



East Lancashire
Chamber of
Commerce

Making Your Business Successful



- **Regulations**
 - DEFRA
 - APHA
 - HMRC
 - Commodity Code
- **Your Commercial Invoice**
 - Country of Origin, TCA (UK/EU Agreement)
 - Commodity Code
- **UK Customs Agent and Support**
 - We can help



Import Tips



East Lancashire
Chamber of
Commerce
Making Your Business Successful

Thank you

**Further support available through
East Lancashire Chamber of Commerce**

00 44 (0) 1254 945903

s.heywood@chamberelancs.co.uk



www.chamberelancs.co.uk/international