

INCOTERM Guide (2000 Revision)
(Terms of Delivery)

BREAKDOWN DIVIDING RESPONSIBILITY FOR RISK AND COSTS BETWEEN BUYER (IMPORTER) AND SELLER (EXPORTER)													
INCOTERM	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAF	DES	DEQ	DDU	DDP
DESCRIPTION	EX Works	Free Carrier	Free Alongside Ship	Free On Board	Cost and Freight	Cost, Insurance and Freight	Carriage Paid To	Carriage and Insurance Paid to	Delivered At Frontier	Delivered Ex Ship	Delivered Ex Quay	Delivered Duty Unpaid	Delivered Duty Paid
	... named place	... named place	...named port of shipment	...named port of shipment	...named port of destination	...named port of destination	...named place of destination	...named place of destination	... named place	...named port of destination	...named port of destination	...named place of destination	...named place of destination
Transport Mode	All Modes	All Modes	Ocean Freight	Ocean Freight	Ocean Freight	Ocean Freight	All Modes	All Modes	Truck or Rail	Ocean Freight	Ocean Freight	All Modes	All Modes
NOMINATE CARRIER OR FREIGHT FORWARDER	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
STORAGE, LABOR, AND EXPORT PACKING CHARGES AT ORIGIN	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
EXPORT CLEARANCE	SELLER*	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
LOADING AT ORIGIN	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
INLAND FREIGHT	BUYER	depends on named place!	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
PORT RECEIVING CHARGES (THC)	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
FREIGHT FORWARDER'S FEES***	BUYER	BUYER	SELLER*	SELLER*	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
LOADING ON OCEAN CARRIER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
OCEAN / AIR FREIGHT CHARGES	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	n/a	SELLER	SELLER	SELLER	SELLER
OBLIGATION FOR CARGO INSURANCE**	BUYER	SELLER**	SELLER**	SELLER**	SELLER**	SELLER**	SELLER**	SELLER**	SELLER**	SELLER**	SELLER**	SELLER**	SELLER**
	BUYER	BUYER**	BUYER**	BUYER**	BUYER**	BUYER**	SELLER	BUYER**	SELLER	BUYER**	BUYER**	BUYER**	SELLER
CHARGES IN FOREIGN PORT / AIRPORT	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	depends on contract of carriage	BUYER	BUYER	depends on contract of carriage	SELLER	SELLER
DUTIES, VAT, AND TAXES AT DESTINATION	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER
CUSTOMS CLEARANCE CHARGES - DESTINATION	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER
DELIVERY CHARGES TO FINAL DESTINATION	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER

* Note: Under the terms of the EXW Incoterm, export clearance and licensing is the responsibility of the buyer, HOWEVER according to the U.S. Export Administration Regulations, this is still the **legal** responsibility of the seller, UNLESS the seller has obtained in writing from the buyer (Foreign Principal Party in Interest) a specific agreement to accept the responsibility for export license determination in writing. This is referred to as a 'routed export transaction'. The seller must provide the buyer with sufficient technical information to determine export licensing requirements.

** Seller is responsible for insurance to "**named point**", Buyer is responsible for insurance from the "**named point**".

*** The payment of the forwarder's fees is sometimes controversial, depending on the contract of sale.

Notes:

Always specify the named place or port, For Example; "**FOB Los Angeles**", "**CPT London**", etc.

INCOTERMS may be modified by agreement between Buyer and Seller, For Example; "DDP-VAT UNPAID"

RISK Includes responsibility for loss and damage and the cost of cargo insurance.

NOTE: This is only a guide, please refer to ICC Publication No. 560 for detailed description of INCOTERMS.

QUESTIONS? Call
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