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Incoterms

"Incoterms" is the abbreviation for International Commerce Terms. These are the official terms used for international trade and shipping and define the shipping conditions under which a sale is made. These conditions are listed in the following table that provides a quick overview of the terms.

SERVICES	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAF	DES	DEQ	DDU	DDP
	Ex Works	Free Carrier	Free alongside Ship	Free onboard Vessel	Cost & Freight	Cost Insurance & Freight	Carriage Paid To	Carriage Insurance Paid To	Delivered at Frontier	Delivered Ex Ship	Delivered Ex Dock Duty Paid	Delivered Duty Unpaid	Delivered Duty Paid
Warehouse Storage	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Warehouse Labor	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Inland Freight	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Forwarder's Fees	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading On Vessel	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Ocean/Air Freight	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Charges Upon Arrival	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Duty, Taxes & Customs Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller
Delivery To Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller

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EX WORKS - named place of destination

SELLER'S primary duties: Deliver the goods at his premises.

BUYER'S primary duties: Take delivery of the goods at seller's premises. Make all arrangements at his own cost and risk to bring the goods to the destination

FCA - FREE CARRIER - named place of destination

SELLER'S primary duties: Deliver the goods at the named point into the custody of the carrier named by the buyer. Provide export clearance (export license, pay export taxes and fees, if required). Provide evidence of delivery of the goods to the carrier.

BUYER'S primary duties: Select carrier. Contract for the carriage and pay the freight

FAS - FREE ALONGSIDE SHIP - named place of destination

SELLER'S primary duties: Deliver the goods at his premises

BUYER'S primary duties: Nominate carrier. Contract for the carriage and pay the freight. Provide export clearance (export license, pay export taxes and fees, if required)

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FOB - FREE ON BOARD - named place of destination

SELLER'S primary duties: Deliver the goods on board Provide export clearance (export license, pay export taxes and fees, if required). Provide a clean on board receipt. Pay loading costs according to the custom of the port to the extent that they **are not** included in the freight

BUYER'S primary duties: Nominate carrier, Contract for the carriage and pay the freight. Pay loading costs to the extent that they **are** included in the freight, pay unloading costs.

CFR - COST AND FREIGHT- named place of destination

SELLER'S primary duties: Contract for the carriage and pay the freight to the named port of destination
Deliver the goods on board. Provide export clearance (export license, pay export taxes and fees, if required)
Furnish the buyer with the invoice, the usual transport documents and the cargo insurance policy or other evidence of insurance coverage. Pay loading cost and handling. Pay unloading costs to the extent that they are included in the freight

BUYER'S primary duties: Accept delivery of the goods upon shipment, when the invoice, the cargo insurance policy or other evidence of insurance document are tendered to him, and receive the goods from the carrier at the named port of destination .Pay unloading costs to the extent that they **are not** included in the freight

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CIF - COST, INSURANCE, FREIGHT named place of destination

SELLER'S primary duties: Contract for the carriage and pay the freight to the named port of destination. Deliver the goods on board. Provide export clearance (export license, pay export taxes and fees, if required). Contract for the insurance of the goods during the carriage and pay the insurance premium. Furnish the buyer with the invoice, the usual transport documents and the cargo insurance policy or other evidence of insurance coverage. Pay loading cost and handling. Pay unloading costs to the extent that they **are** included in the freight.

BUYER'S primary duties: Accept delivery of the goods upon shipment, when the invoice, the cargo insurance policy or other evidence of insurance document are tendered to him, and receive the goods from the carrier at the named port of destination. Pay unloading costs to the extent that they **are not** included in the freight.

DDP - DELIVERED DUTY PAID named place of destination

SELLER'S primary duties: Deliver the goods at the named place of destination. Provide import clearance (import license, pay import duties, taxes and fees, if required). Provide documents to enable the buyer to take delivery at the named place of destination.

BUYER'S primary duties: Take delivery of the goods at the named place of destination.

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DDU - DELIVERED DUTY UNPAID named place of destination

SELLER'S primary duties: Deliver the goods at the named place of destination. Provide documents to enable the buyer to take delivery at the named place (e.g. Delivery Order, Warehouse Warrant or Document of Transport)

BUYER'S primary duties: Take delivery of the goods at the named place of destination. Provide import clearance (import license, pay import duties, taxes and fees, if required).

DAF - DELIVERY AT FRONTIER named place of destination

SELLER'S primary duties: Deliver the goods cleared for export at the named frontier (or the named place at the frontier). Provide documents to enable the buyer to take delivery at the frontier (e.g. document of transport or warehouse warrant) and assist the buyer to obtain any through transport document

BUYER'S primary duties: Take the delivery of the goods at the named frontier (or the named place at the frontier). Pay for the on carriage. Provide import clearance (import license, pay import duties, taxes and fees, if required)

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CIP - CARRIAGE & INSURANCE PAID TO named place of destination

SELLER'S primary duties: Contract for the carriage and pay the freight to the named place of destination. Deliver the goods into the custody of the first carrier. Provide export clearance (export license, pay export taxes and fees, if required). Contract for the insurance of the goods during the carriage and pay the insurance premium. Furnish the buyer with the invoice, the usual transport documents and the cargo insurance policy or other evidence of insurance coverage.

BUYER'S primary duties: Accept delivery of the goods when they are delivered to the first carrier and when the invoice, the cargo insurance policy or other evidence of insurance coverage, and, if customary, the usual transport document are tendered to him, and receive goods from the carrier at the named place of destination.

CPT - CARRIAGE PAID TO named place of destination

SELLER'S primary duties: Contract for the carriage and pay the freight to the named place of destination. Deliver the goods into custody of first carrier. Provide export clearance (export license, pay export taxes and fees, required). Furnish the buyer with the invoice, the usual transport documents and the cargo insurance policy or other evidence of insurance coverage.

BUYER'S primary duties: Accept delivery of the goods when they are delivered to the first carrier and when the invoice, the cargo insurance policy or other evidence of insurance coverage, and, if customary, the usual transport document are tendered to him, and receive goods from the carrier at the named place of destination.

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DES - DELIVERED EX SHIP named place of destination

SELLER'S primary duties: Deliver the goods on board the ship at the port of destination. Provide documents to enable the buyer to take delivery from the ship (e.g. Bill of Lading or Delivery Order)

BUYER'S primary duties: Take delivery of the goods from the ship at the port of destination
Pay unloading costs. Provide import clearance (import license, pay import duties, taxes and fees, if required)