

	<u>EXW</u>	<u>FCA</u>	<u>FAS</u>	<u>FOB</u>	<u>CFR</u>	<u>CIF</u>	<u>CPT</u>	<u>CIP</u>	<u>DAF</u>	<u>DES</u>	<u>DEQ</u>	<u>DDU</u>	<u>DDP</u>
<b>SERVICES</b>	<b>Ex Works</b>	<b>Free Carrier</b>	<b>Free Alongside Ship</b>	<b>Free Onboard Vessel</b>	<b>Cost &amp; Freight</b>	<b>Cost Insurance &amp; Freight</b>	<b>Carriage Paid To</b>	<b>Carriage Insurance Paid To</b>	<b>Delivered At Frontier</b>	<b>Delivered Ex Ship</b>	<b>Delivered Ex Quay Duty Unpaid</b>	<b>Delivered Duty Unpaid</b>	<b>Delivered Duty Paid</b>
<b>Warehouse Storage</b>	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
<b>Warehouse Labor</b>	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
<b>Export Packing</b>	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
<b>Loading Charges</b>	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
<b>Inland Freight</b>	Buyer	Buyer/ Seller*	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
<b>Terminal Charges</b>	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
<b>Forwarder's Fees</b>	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
<b>Loading On Vessel</b>	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
<b>Ocean/Air Freight</b>	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
<b>Charges On Arrival At Destination</b>	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Buyer	Buyer	Seller	Seller	Seller
<b>Duty, Taxes &amp; Customs Clearance</b>	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
<b>Delivery To Destination</b>	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller

\* There are actually two FCA terms: FCA Seller's Premises where the seller is responsible *only* for loading the goods and *not* responsible for inland freight; and FCA Named Place (International Carrier) where the seller *is* responsible for inland freight.

## **The 13 INCOTERMS**

### **Origin Terms**

**EXW** - Ex-Works, named place where shipment is available to the buyer, not loaded. The seller will not contract for any transportation.

### **International Carriage NOT Paid by Seller**

**FCA** - Free Carrier, unloaded at the seller's dock OR a named place where shipment is available to the international carrier or agent, not loaded. This term can be used for any mode of transport.

**FAS** - Free Alongside Ship, named ocean port of shipment. Ocean shipments that are NOT containerized.

**FOB** - Free On Board vessel, named ocean port of shipment. This term is used for ocean shipments only where it is important that the goods pass the ship's rail.

### **International Carriage Paid by the Seller**

**CFR** - Cost and Freight, Named ocean port of destination. This term is used for ocean shipments that are not containerized.

**CIF** - Cost, Insurance and Freight, named ocean port of destination. This term is used for ocean shipments that are not containerized.

**CPT** - Carriage Paid To, named place or port of destination. This term is used for air or ocean containerized and roll-on roll-off shipments.

**CIP** - Carriage and Insurance Paid To, named place or port of destination. This term is used for air or ocean containerized and roll-on roll-off shipments.

### **Arrival At Stated Destination**

**DAF** - Delivered At Frontier, named place of destination, by land, not unloaded. This term is used for any mode of transportation but must be delivered by land.

**DES** - Delivered Ex-Ship, named port of destination, not unloaded. This term is used for ocean shipments only.

**DEQ** - Delivered Ex-Quay, named port of destination, unloaded, not cleared. This term is used for ocean shipments only.

**DDU** - Delivered Duty Unpaid, named place of destination, not unloaded, not cleared. This term is used for any mode of transportation.

**DDP** - Delivered Duty Paid, named place of destination, not unloaded, cleared. This term is used for any mode of transportation.