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INCOTERMS

Breakdown dividing Responsibility and Charges between buyer (Importer) and Seller (Exporter)

	EXW EX WORKS (...NAMED PLACE)	FCA FREE CARRIER (...NAMED PLACE)	FAS FREE ALONGSIDE SHIP (...NAMED PORT OF SHIPMENT)	FOB FREE ONBOARD VESSEL (...NAMED PORT OF SHIPMENT)	CFR COST AND FREIGHT (...NAMED PORT OF DESTINATION)	CIF COST INSURANCE AND FREIGHT (...NAMED PORT OF DESTINATION)	CPT** CARRIAGE PAID TO (...NAMED PLACE OF DESTINATION)	CIP** CARRIAGE INSURANCE PAID TO (...NAMED PLACE OF DESTINATION)	DAF DELIVERY AT FRONTIER (...NAMED PLACE)	DES DELIVERED EX-SHIP (...NAMED PORT OF DESTINATION)	DEQ DELIVERED EX QUAI DUTY PAID (...NAMED PORT OF DESTINATION)	DDU DELIVERED DUTY UNPAID (...NAMED PLACE OF DESTINATION)	DDP DELIVERED DUTY PAID (...NAMED PLACE OF DESTINATION)
WAREHOUSE STORAGE AT POINT OF ORIGIN	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
WAREHOUSE LABOR CHARGE AT POINT OF ORIGIN	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 AT POINT OF ORIGIN	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
PORT RECEIVING CHARGE	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
FORWARDERS FEE	BUYER	BUYER	SELLER*	SELLER*	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
LOADING ON OCEAN CARRIAGE	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
OCEAN / AIR FREIGHT CHARGES IN FOREIGN PORT/AIRPORT	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER***	SELLER	SELLER	SELLER	BUYER	SELLER	SELLER	SELLER
CUSTOMS DUTIES AND TAXES	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	BUYER	SELLER
DELIVERY CHARGES TO FINAL DESTINATION	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER

Regardless of the incoterms in use, the seller must supply the goods as agreed in the contract of sale, together with such evidence of conformity as may be required by the contract.
Regardless of the incoterms in use, the buyer must take receipt and pay for the goods delivered, as provided in the contract.

- * The payment of the forwarder's fees is sometimes controversial, depending on the contract of sale
- ** Risk of loss or damage is transferred from seller to buyer when the goods have been delivered.
- *** Responsibility may be either the buyer or seller.