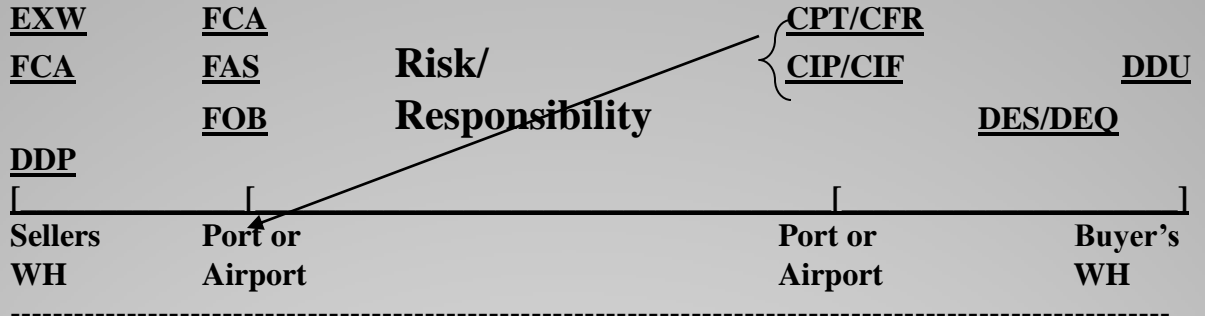


# **Incoterms Chart**

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# Incoterms Summary Grid



## INCOTERMS 2000 Hoops and Hurdles

	Furnish Product	Package Goods	Pre-Carriage	Export License	Load Goods	Main Carriage	Insure	On-Carriage	Import License	*Make Payment	Take Delivery	Where does Risk Pass?
EXW	S	S	B	B	B	B	B	B	B	B	B	Seller's Place
FCA	S	S	S	S	B or S	B	B	B	B	B	B	Named Carrier Named Point
FAS	S	S	S	S	B	B	B	B	B	B	B	Alongside Vessel
FOB	S	S	S	S	S	B	B	B	B	B	B	On Crossing Ship's Rail
CPT	S	S	S	S	S	S	B	B	B	B	B	Delivery to First Carrier
CFR	S	S	S	S	S	S	B	B	B	B	B	On Crossing Ship's Rail
CIP	S	S	S	S	S	S	S	B	B	B	B	Delivery to First Carrier
CIF	S	S	S	S	S	S	S	B	B	B	B	On Crossing Ship's Rail
DAF	S	S	S	S	N/A	N/A	S or B	B	B	B	B	Border Location
DES	S	S	S	S	S	S	S	B	B	B	B	On Ship at Import Dock
DEQ	S	S	S	S	S	S	S	B	B	B	B	On Quay at Import Dock
DDU	S	S	S	S	S	S	S	S	B	B	B	At Named Destination
DDP	S	S	S	S	S	S	S	S	S	B	B	At Named Destination

\*Depending on the agreed payment terms, the payment may be made anywhere on the time-line  
 Note: Documentation preparation is a shared responsibility depending on the Incoterm used

# Incoterms

INCOTERM ALIGNMENT CHEAT SHEET								
Incoterm 2000	Description of Incoterm	Shipment or Destination	Any Mode	Ocean	Cash In Advance	Letter of Credit	Documentary Collection	Open Account
EXW	ExWorks...named place (usually the seller's premises)	Shipment	x		x			x
FCA (Point of Origin)	Free Carrier...named place (usually the seller's premises or a buyer-appointed carrier terminal on the seller's side)	Shipment	x		x	x	x	x
FAS	Free Alongside Ship...named port of shipment	Shipment		x	x	x	x	x
FOB	Free on Board...named port of shipment	Shipment		x	x	x	x	x
CPT	Carriage Paid To...named place of destination	Shipment	x		x	x	x	x
CIP	Carriage and Insurance Paid To...named place of destination	Shipment	x		x	x	x	x
CFR	Cost and Freight...named port of destination	Shipment		x	x	x	x	x
CIF	Cost Insurance and Freight...named port of destination	Shipment		x	x	x	x	x
DAF	Delivered at Frontier...named place	Destination	x		x			x
DDU	Delivered Duty Unpaid...named place of destination	Destination	x		x			x
DDP	Delivered Duty Paid...named place of destination	Destination	x		x			x
DES	Delivered Ex Ship...named port of destination	Destination		x	x	?	?	x
DEQ	Delivered Ex Quay...named port of destination	Destination		x	x	?	?	x