Incoterms 2000

Transport obligations, costs and risks

With the compliments of:

Seller | Carrier | Buyer

Export clearance | Import clearance

Group E — Departure

Critical points

Under EXW, the seller minimizes his risk by only making the goods available at his own premises

EXW
EX Works
(…named place)

	Critical points
Carriage of goods	Carriage to be arranged by the buyer
Risks	Risk transfer from the seller to the buyer when the goods are at the disposal of the buyer
Costs	Cost transfer from the seller to the buyer when the goods are at the disposal of the buyer

Group F — Main carriage not paid by seller

Under F Terms, and under FCA unless otherwise agreed, the seller arranges and pays for the pre-carriage in the country of export

FCA
Free CArrier
(…named place)

	Critical points
Carriage of goods	Carriage to be arranged by the buyer or by the seller on the buyer's behalf
Risks	Risk transfer from the seller to the buyer when the goods have been delivered to the carrier at the named place
Costs	Cost transfer from the seller to the buyer when the goods have been delivered to the carrier at the named place

FAS
Free Alongside Ship
(…named port of shipment)

	Critical points
Carriage of goods	Carriage to be arranged by the buyer
Risks	Risk transfer from the seller to the buyer when the goods have been placed alongside the ship
Costs	Cost transfer from the seller to the buyer when the goods have been placed alongside the ship

FOB
Free On Board
(…named port of shipment)

	Critical points
Carriage of goods	Carriage to be arranged by the buyer
Risks	Risk transfer from the seller to the buyer when the goods pass the ship's rail
Costs	Cost transfer from the seller to the buyer when the goods pass the ship's rail

Group C — Main carriage paid by seller

Under C Terms the seller arranges and pays for the main carriage but without assuming the risk of the main carriage

CFR
Cost and FReight
(…named port of destination)

	Critical points
Carriage of goods	Carriage to be arranged by the seller
Risks	Risk transfer from the seller to the buyer when the goods pass the ship's rail
Costs	Cost transfer at port of destination, buyer paying such costs as are not for the seller's account under the contract of carriage

CIF
Cost, Insurance and Freight
(…named port of destination)

	Critical points
Carriage of goods	Carriage and insurance to be arranged by the seller
Risks	Risk transfer from the seller to the buyer when the goods pass the ship's rail
Costs	Cost transfer at port of destination, buyer paying such costs as are not for the seller's account under the contract of carriage

CPT
Carriage Paid To
(…named place of destination)

	Critical points
Carriage of goods	Carriage to be arranged by the seller
Risks	Risk transfer from the seller to the buyer when the goods have been delivered to the carrier
Costs	Cost transfer at place of destination, buyer paying such costs as are not for the seller's account under the contract of carriage

CIP
Carriage and Insurance Paid to (…named place of destination)

	Critical points
Carriage of goods	Carriage and insurance to be arranged by the seller
Risks	Risk transfer from the seller to the buyer when the goods have been delivered to the carrier
Costs	Cost transfer at place of destination, the buyer paying such costs as are not for the seller's account under the contract of carriage

Group D — Arrival

Under D Terms the seller's cost/risk is maximized because he must make the goods available upon arrival at the agreed destination

DAF
Delivered At Frontier
(…named place)

	Critical points
Carriage of goods	Carriage to be arranged by the seller
Risks	Risk transfer from the seller to the buyer when the goods have been delivered at the frontier
Costs	Cost transfer from the seller to the buyer when the goods have been delivered at the frontier

DES
Delivered Ex Ship
(…named port of destination)

	Critical points
Carriage of goods	Carriage to be arranged by the seller
Risks	Risk transfer from the seller to the buyer when the goods are placed at the disposal of the buyer on board the ship
Costs	Cost transfer from the seller to the buyer when the goods are placed at the disposal of the buyer on board the ship

DEQ
Delivered Ex Quay
(…named port of destination)

	Critical points
Carriage of goods	Carriage to be arranged by the seller
Risks	Risk transfer from the seller to the buyer when the goods are placed at the disposal of the buyer on the quay
Costs	Cost transfer from the seller to the buyer when the goods are placed at the disposal of the buyer on the quay

DDU
Delivered Duty Unpaid
(…named place of destination)

	Critical points
Carriage of goods	Carriage to be arranged by the seller
Risks	Risk transfer from the seller to the buyer when the goods are placed at the disposal of the buyer
Costs	Cost transfer from the seller to the buyer when the goods are placed at the disposal of the buyer

DDP
Delivered Duty Paid
(…named place of destination)

	Critical points
Carriage of goods	Carriage to be arranged by the seller
Risks	Risk transfer from the seller to the buyer when the goods are placed at the disposal of the buyer
Costs	Cost transfer from the seller to the buyer when the goods are placed at the disposal of the buyer

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Incoterms 2000 will not apply unless incorporated into the contract of sale by clearly specifying that the contract is governed by Incoterms 2000.

Incoterms are ICC's standard definitions of trade terms and are internationally recognized as indispensable evidence of the buyer's and seller's responsibilities for delivery under a sales contract.
Copies of *Incoterms 2000* (ICC publication No. 560) and the *ICC Guide to Incoterms 2000* (ICC publication No. 620) can be obtained through ICC Publishing at the address below or from over 60 national committees and distributors worldwide.

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