

Incoterms® 2020



INGRAM Logistics

Incoterms® Responsibility Reference Guide 2020

Incoterms® 2020		Packaging	Loading Charges	Pre Carriage	Export Duty & Taxes	Origin Terminal Charges	Loading on Vessel	Carriage Charges	Insurance	Destination Terminal Charges	On Carriage	Import Duty & Taxes
OBLIGATIONS AND CHARGES												
EXW	EX WORKS	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer		Buyer	Buyer	Buyer
FCA	FREE CARRIER	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer		Buyer	Buyer	Buyer
FAS	FREE ALONGSIDE SHIP	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer		Buyer	Buyer	Buyer
FOB	FREE ON BOARD	Seller	Seller	Seller	Seller	Seller	Seller	Buyer		Buyer	Buyer	Buyer
CFR	COST & FREIGHT	Seller	Seller	Seller	Seller	Seller	Seller	Seller		Buyer	Buyer	Buyer
CIF	COST INSURANCE & FREIGHT	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer
CPT	CARRIAGE PAID TO	Seller	Seller	Seller	Seller	Seller	Seller	Seller		Seller	Buyer	Buyer
CIP	CARRIAGE INSURANCE PAID TO	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer
DAP	DELIVERED AT PLACE	Seller	Seller	Seller	Seller	Seller	Seller	Seller		Seller	Buyer	Buyer
DPU	DELIVERED AT PLACE UNLOADED	Seller	Seller	Seller	Seller	Seller	Seller	Seller		Seller	Seller	Buyer
DDP	DELIVERED DUTY PAID	Seller	Seller	Seller	Seller	Seller	Seller	Seller		Seller	Seller	Seller

For more information, please contact: info@ingramlogistics.com

Overview of Incoterms 2020

→	EXW – Ex Works 	The seller is responsible for placing goods at the seller's premise or another named location. The seller is not Responsible for loading the goods on a vehicle or clearing the goods through customs. Ex Works places the maximum obligation on the buyer.
→	FCA – Free Carrier 	The seller delivers the goods to the carrier (or named person) at a named location. The location is usually a place Where the carrier operates. The seller includes transportation costs in its price and assumes the risk of loss until the carrier receives the goods (includes export clearance).
→	FAS – Free Alongside Ship 	The seller clears the goods for export and places them alongside the vessel at the named port of departure. The risk of loss of or damage to the goods passes from seller to buyer when the goods are alongside the ship. The buyer is responsible for loading the freight onto the vessel, as well as handling local carriage, discharge, import formalities and duties and onward carriage to the final destination.
→	FOB – Free On Board 	The seller delivers and loads the goods (cleared for export) on the vessel nominated by the buyer at a named port of shipment. The risk of loss of or damage to the goods passes when the goods are on board the vessel, and the buyer bears all costs from that moment forward.
→	CFR – Cost and Freight 	The seller is responsible for all costs until the goods arrive at the destination port including export clearance, costs at origin, freight and usually unloading costs. The buyer is responsible for import procedures and transport to final destination.
→	CIF – Cost, Insurance and Freight 	The seller delivers the goods, cleared for export, onboard the vessel at the port of shipment, pays for the transport of the goods to the port of destination, and also obtains and pays for minimum insurance coverage on the goods through their journey to the named port of destination.
→	CPT – Carriage Paid to 	The seller delivers the goods at their expense to the carrier (or named person) at a named location. The seller assumes all risk, including loss, until the goods are in the care of the nominated party (carrier). The seller is responsible for all of the costs at origin, export clearance, the main transport and usually, costs at destination. The buyer is only responsible for additional costs after the goods arrive at the final destination.
→	CIP – Carriage and Insurance Paid to 	Seller delivers the goods at their expense to the carrier (or named person) at a named location. The seller assumes all risk, including loss, until the goods are in the care of the nominated party (carrier). The seller also contracts for insurance coverage against the buyer's risk of loss of or damage to the goods during the carriage.
←	DAP – Delivered at Place 	The seller is responsible for all charges and risks from origin until the goods reach their final destination, at which point the risk transfers to buyer. The buyer is responsible for all costs and risks associated with unloading the goods and clearing customs to import the goods into the named country of destination.
←	DPU – Delivered at Place Unloaded 	The seller clears the goods for export and is fully responsible for the goods until they have arrived at a named terminal. The seller is responsible for unloading the goods at the terminal. The seller bears all risks involved in bringing the goods to and unloading them at the terminal at the named port or place of destination. The buyer is only responsible for import clearance and unloading the products.
←	DDP – Delivered Duty Paid 	The seller takes responsibility for all risk and fees of shipping goods until they reach their destination. The seller has the obligation to pay for carriage, delivery and customs clearance at destination. DAP represents the maximum obligation for the seller.

Common Import Terms (Ocean, Air)

Common Import Terms (Breakbulk)

Common Export Terms (Air, Ocean)

→ Import
← Export
 Ocean FCL
 Ocean LCL
 Air