

## INCOTERMS

Incoterms used vs who pays costs	pick-up from door to port/cfs	customs clearance origin	clerical handling at origin	physical handling cfs	sea freight	physical handling cfs destination	clerical handling at destination	customs clearance destination	delivery to door
<b>EXW</b> - named place	consignee	consignee	consignee	consignee	consignee	consignee	consignee	consignee	consignee
<b>FCA</b> - named place (shipper location)	consignee	shipper	shipper	consignee	consignee	consignee	consignee	consignee	consignee
<b>FCA</b> - named port/cfs	shipper	shipper	shipper	consignee	consignee	consignee	consignee	consignee	consignee
<b>FOB</b> - named port	shipper	shipper	shipper	shipper	consignee	consignee	consignee	consignee	consignee
<b>CFR</b> - named port/cfs	shipper	shipper	shipper	shipper	shipper	consignee	consignee	consignee	consignee
<b>CIF</b> - named port/cfs	shipper	shipper	shipper	shipper	shipper	consignee	consignee	consignee	consignee
<b>CIP</b> - named port/cfs	shipper	shipper	shipper	shipper	shipper	consignee	consignee	consignee	consignee
<b>CPT</b> - named place/cfs	shipper	shipper	shipper	shipper	shipper	shipper	shipper	consignee	consignee
<b>CIP</b> - named place (consignee location)	shipper	shipper	shipper	shipper	shipper	shipper	shipper	consignee	shipper
<b>DDU</b>	shipper	shipper	shipper	shipper	shipper	shipper	shipper	consignee	shipper
<b>DDP</b>	shipper	shipper	shipper	shipper	shipper	shipper	shipper	shipper	shipper

cfs - container freight station

EXW - ex works

FCA - free carrier

FOB - free on board

CFR - cost and freight

CIF - cost, insurance and freight

CPT - carriage paid to

CIP - carriage and insurance paid to

DDU - delivery duty unpaid

DDP - delivery duty paid