

INCO Terms >>

International Commercial Terms are designed to provide a set of international rules for the interpretation of the most commonly used trade terms in foreign trade.

INCO Terms are grouped into four different categories:

E-Terms: Where the seller makes the goods available to the buyer at the seller's own premises (Ex-Works).

F-Terms: Where the seller is obligated to deliver the goods to the carrier appointed by the buyer (FCA).

C-Terms: Where the seller contracts and pays for the transportation to a named port (CIF).

D-Terms: Where the seller pays all costs and accepts all risks to deliver the goods to an agreed upon point (DDP).

	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAF	DES	DEQ	DDU	DDP
SERVICES:	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Packing	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Inland Freight	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Insurance	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Seller	Seller	Seller	Seller	Seller	Seller
Loading on Vessel	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Freight	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Arrival Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Duty & Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Seller
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller

EXW: Ex Works

FCA: Free Carrier

FAS: Free Alongside Ship

FOB: Free Onboard Vessel

CFR: Cost & Freight

CIF: Cost Insurance & Freight

CPT: Carriage Paid To

CIP: Carriage Insurance Paid To

DAF: Delivered At Frontier

DES: Delivered Ex Ship

DEQ: Delivered Ex Quay Duty Paid

DDU: Delivered Duty Unpaid

DDP: Delivered Duty Paid

The "INCO Terms 2000" booklet can be ordered from:

ICC Publishing Inc.

156 Fifth Ave.

New York, NY 10010

Telephone: (212) 206-1150

Fax: (212) 633-6025