### EXW, Ex Works (...named place)

In Ex Works, the seller/exporter/manufacturer merely makes the goods available to the buyer at the seller’s "named place" of business. This trade term places the greatest responsibility on the buyer and minimum obligations on the seller. The seller does not clear the goods for export and does not load the goods onto a truck or other transport vehicle at the named place of departure.

### Seller's Responsibilities (summary)

1. **Goods**: Provide the goods, commercial invoice or electronic message, and other documentation as required by the sales contract.
2. **Licenses and Customs Formalities**: Provide the buyer at the buyer’s request, risk and cost, every assistance in obtaining any license, authorization or documentation required for export of the goods.
3. **Carriage and Insurance**: The seller has no obligation to provide carriage of goods or insurance.
4. **Delivery**: Make the goods available to the buyer, unloaded, at the named place and on the date stipulated in the sales contract.
5. **Risk Transfer**: Assume all risks to the goods (loss or damage) until they have been made available to the buyer as above in #4 above.
6. **Costs**: Pay all costs until the goods have been made available to the buyer in accordance with #4 above.
7. **Notice to the Buyer**: Provide sufficient notice to the buyer of the location and time of availability of the goods.
8. **Proof of Delivery, Transport Documents**: The seller has no obligation to provide the buyer with a proof of delivery or a transport document.
9. **Checking, Packing, Marking**: Pay all costs associated with checking the quality and quantity of the goods to be in conformity with the sales contract. Provide appropriate packaging (unless the goods are traditionally delivered unpackaged) as required for the transport of the goods, to the extent that the buyer has made transport circumstances known to the seller prior to the execution of the sales contract. Provide marking appropriate to the packaging.
10. **Security**: Where applicable, the seller must provide, at the buyer’s request, risk and expense, any information in the possession of the seller that is required for the security clearance of the goods.

### Buyer's Responsibilities (summary)

1. **Payment**: Pay for the goods as provided in the sales contract.
2. **Licenses and Customs Formalities**: Obtain at own risk and cost all export and import licenses and authorizations. Carry out all export and import formalities at own risk and cost.
3. **Carriage and Insurance**: The buyer has no obligation to the seller to provide contract of carriage or insurance.
4. **Taking Delivery**: Take delivery of the goods when they have been made available by the seller in accordance with the terms of the sales contract.
5. **Risk Transfer**: Assume all risks (loss or damage) from the time the goods have been made available to the buyer.
6. **Costs**: Pay all costs for carriage and insurance from the time the goods have been made available to the buyer.
7. **Notice to Seller**: If, according to the sales contract, the buyer is able to specify a time within a stipulated period, and/or specify a place of taking delivery, to give the seller sufficient notice.
8. **Proof of Delivery**: Provide the seller with evidence of having taken delivery.
9. **Inspection(s)**: Pay for the costs of pre-shipment inspection(s) including inspections required by the country of export.
10. **Other**: Pay and/or reimburse the seller for all costs associated with securing documentation originating in the country of origin or export as required for export and import.
**Seller's Responsibilities (summary)**

1. **Goods** - Provide the goods, commercial invoice or electronic message, and other documentation as required by the sales contract.
2. **Licenses and Customs Formalities** - Obtain at own risk and cost any export licenses and authorizations and carry out all export formalities and procedures.
3. **Carriage and Insurance** - The seller has no obligation to the buyer to provide carriage of goods or insurance.
4. **Delivery** - Deliver the goods on the quay alongside the named vessel at the named place and at the time stipulated in the sales contract.
5. **Risk Transfer** - Assume all risks of loss or damage from the time the goods have been delivered alongside the named vessel.
6. **Costs** - Pay all costs until the goods have been delivered alongside the named vessel and all costs related to export formalities.
7. **Notice to the Buyer** - Provide sufficient notice to the buyer that the goods have been delivered alongside the named vessel.
8. **Proof of Delivery, Transport Documents** - Provide the buyer with a proof of delivery (to the carrier) or a transport document, or to assist the buyer in obtaining a transport document.
9. **Checking, Packing, Marking** - Pay all costs associated with checking the quality and quantity of the goods to be in conformity with the sales contract. Provide appropriate packing (unless the goods are traditionally delivered unpackaged) as required for the transport of the goods, to the extent that the buyer has made transport circumstances known to the seller prior to the execution of the sales contract. Provide marking appropriate to the packaging.
10. **Security** - Where applicable, the seller must obtain, at its own risk and expense, any export license or other official authorization and carry out all customs formalities necessary for the export of the goods.
11. **Other** - Provide the buyer at the buyer's request, risk and expense any and all assistance in securing documentation originating in the country of export or of origin required for import and transshipment through another country. Provide the buyer at the buyer's request information necessary to obtain insurance.

**Buyer's Responsibilities (summary)**

1. **Payment** - Pay for the goods as provided in the sales contract.
2. **Licenses and Customs Formalities** - Obtain at own risk and cost any import licenses and authorizations and carry out all import formalities.
3. **Carriage and Insurance** - Provide for contract of carriage from the named port of shipment. No obligation for insurance.
4. **Taking Delivery** - Take delivery of the goods as provided in the sales contract.
5. **Risk Transfer** - Assume all risk of loss or damage from the time the goods have been delivered alongside the ship as provided in the sales contract.
6. **Costs** - Pay all costs for carriage and insurance from the time the goods have been delivered alongside the vessel.
7. **Notice to Seller** - Give sufficient notice to the seller of the name of the vessel, the time or period for delivery and the place of delivery.
8. **Proof of Delivery, Transport Document** - Accept the seller's proof of delivery or transport document.
9. **Inspection(s)** - Pay for the costs of pre-shipment inspection except inspections required by the country of export.
10. **Other** - Pay all costs associated with securing documentation originating in the country of origin or export as required for import formalities. Reimburse seller for seller's costs in providing such documentation or assistance. Also, to give the seller instructions regarding contract for carriage.

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**FAS, Free Alongside Ship (…named port of shipment)**

In Free Alongside Ship, the seller/exporter/manufacturer clears the goods for export and then places them alongside the vessel at the "named port of shipment." [The seller's clearing the goods for export is new to Incoterms 2000.]

**Seller's Responsibilities (summary)**

1. **Documentation** - Seller's export documents, export formalities, or import documents and formalities or other authorizations and carry out all formalities or procedures.
2. **Proof of Delivery, Transport documents** - Provide the buyer with a proof of delivery or transport document, or assist the buyer in obtaining a transport document.
3. **Checking, Packing, Marking** - Provide the buyer with information necessary to obtain insurance.
4. **Licenses and Customs Formalities** - Seller to obtain at own risk and cost any export licenses and authorizations and carry out all export formalities and procedures.
5. **Carriage and Insurance** - Seller to carry the risks of loss or damage to the goods from the time when they have been delivered to the port at the named place and time as provided in the sales contract.
6. **Costs** - Pay the costs of pre-shipment inspection except inspections required by the country of export.
7. **Notice to Buyer** - Give sufficient notice to the buyer of the name of the vessel, the time or period for delivery and the place of delivery.
8. **Other** - Pay all costs associated with securing documentation originating in the country of export as required for import formalities. Reimburse seller for seller's costs in providing such documentation or assistance. Also, to give the seller instructions regarding contract for carriage.

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**Buyer's Responsibilities (summary)**

1. **Payment** - Pay for the goods as provided in the sales contract.
2. **Licenses and Customs Formalities** - Obtain at own risk and cost any import licenses and authorizations and carry out all import formalities.
3. **Carriage and Insurance** - Provide for contract of carriage from the named port of shipment. No obligation for insurance.
4. **Taking Delivery** - Take delivery of the goods as provided in the sales contract.
5. **Risk Transfer** - Assume all risk of loss or damage from the time the goods have been delivered alongside the ship as provided in the sales contract.
6. **Costs** - Pay all costs for carriage and insurance from the time the goods have been delivered alongside the vessel in accordance with the terms of the sales contract. Pay all costs resulting from failure of the named ship to arrive on time or to be able to take the goods. Pay all costs relating import formalities including duties, taxes and other charges including transshipment.
7. **Notice to Seller** - Give sufficient notice to the seller of the name of the vessel, the time or period for delivery and the place of delivery.
8. **Proof of Delivery, Transport Document** - Accept the seller's proof of delivery or transport document.
9. **Inspection(s)** - Pay for the costs of pre-shipment inspection except inspections required by the country of export.
10. **Other** - Pay all costs associated with securing documentation originating in the country of origin or export as required for import formalities. Reimburse seller for seller's costs in providing such documentation or assistance. Also, to give the seller instructions regarding contract for carriage.
**FCA, Free Carrier (...named place)**

In Free Carrier, the seller/exporter/manufacturer clears the goods for export and then delivers them to the carrier specified by the buyer at the named place. If the named place is the seller’s place of business, the seller is responsible for loading the goods onto the transport vehicle. If the named place is any other location, such as the loading dock of the carrier, the seller is not responsible for loading the goods onto the transport vehicle.

**Seller's Responsibilities (summary)**

1. **Goods**- Provide the goods, commercial invoice or electronic message, and other documentation as required by the sales contract.
2. **Licenses and Customs Formalities**- Obtain at own risk and cost all required export licenses, documentation and authorizations and carry out all export formalities and procedures.
3. **Carriage and Insurance**- The seller has no obligation to provide carriage of goods or insurance. However, if requested by buyer, the seller may contract for carriage on standard industry terms at the buyer's risk and cost. If so, the seller must notify buyer who may choose to decline the contract and notify the seller.
4. **Delivery**- Deliver the goods to the named carrier, freight forwarder or person at the named place and at the time stipulated in the sales contract. Requirements for delivery to the carrier vary depending upon the means of transport and the size of the shipment. In general, delivery is considered complete when the seller either loads the goods onto the vehicle provided, or delivers the goods to the carrier’s terminal, unloaded.
5. **Risk Transfer**- Assume all risks to the goods (loss or damage) until they have been delivered to the carrier.
6. **Costs**- Pay all costs until the goods have been delivered to the carrier as well as all costs relating to export including duties, taxes and customs formalities.
7. **Notices**- Provide sufficient notice to the buyer that the goods have been delivered to the carrier.
8. **Proof of Delivery, Transport Documents**- Provide the buyer with a proof of delivery (to the carrier) or a transport document, or to assist the buyer in obtaining a transport document.
9. **Checking, Packing, Marking**- Pay all costs associated with checking the quality and quantity of the goods to be in conformity with the sales contract. Provide appropriate packing (unless the goods are traditionally delivered unpackaged) as required for the transport of the goods, to the extent that the buyer has made transport circumstances known to the seller prior to the execution of the sales contract. Provide marking appropriate to the packaging.
10. **Security**- Where applicable, the seller must obtain, at its own risk and expense, any export license or other official authorization and carry out all customs formalities necessary for the export of the goods.
11. **Other**- Provide the buyer, at the buyer’s request, risk and expense, assistance in securing documentation originating in the country of origin or of export as required for import or transshipment through another country. Provide the buyer at the buyer’s request information necessary to obtain insurance.

**Buyer's Responsibilities (summary)**

1. **Payment**- Pay for the goods as provided in the sales contract.
2. **Licenses and Customs Formalities**- Obtain all import licenses, documentation and authorizations and carry out all import formalities.
3. **Carriage and Insurance**- Provide for contract of carriage from the named place. No obligation to seller for insurance.
4. **Taking Delivery**- Take delivery of the goods as provided in the sales contract.
5. **Risk Transfer**- Assume all risk of loss or damage from the time the goods have been delivered to the carrier as provided in the sales contract.
6. **Costs**- Pay all costs for carriage and insurance from the time the goods have been delivered to the carrier as provided in the sales contract.
7. **Notices**- Provide the seller sufficient notice of the name of the carrier, the time or period for delivery and the place of delivery.
8. **Notice to Seller**- Give the seller sufficient notice of the name of the carrier, the time or period for delivery.
9. **Proof of Delivery, Transport Document**- Accept the seller’s proof of delivery or transport document.
10. **Inspection(s)**- Pay for the costs of pre-shipment inspection except inspections required by the country of export.
11. **Other**- Pay all costs associated with securing documentation originating in the country of origin or export as required for import. Reimburse seller for costs in providing documentation or assistance. Give the seller instructions regarding carriage.
FOB, Free On Board (…named port of shipment)

In Free On Board, the seller/exporter/manufacturer clears the goods for export and is responsible for the costs and risks of delivering the goods past the ship's rail at the named port of shipment.

### Seller's Responsibilities (summary)

1. **Goods** - Provide the goods, commercial invoice or electronic message, and other documentation as required by the sales contract.
2. **Licenses and Customs Formalities** - Obtain at own risk and cost any export licenses and authorizations and carry out all export formalities and procedures.
3. **Carriage and Insurance** - The seller has no obligation to the buyer to provide carriage of goods or insurance.
4. **Delivery** - Deliver the goods on board the named vessel at the named port and place and at the time stipulated in the sales contract.
5. **Risk Transfer** - Assume all risks of loss or damage from the time the goods have passed the ship's rail on the named vessel as provided in the sales contract.
6. **Costs** - Pay all costs until the goods have passed the ship's rail on the named vessel as well as all costs relating to export including duties, taxes, and customs formalities.

### Buyer's Responsibilities (summary)

1. **Payment** - Pay for the goods as provided in the sales contract.
2. **Licenses and Customs Formalities** - Obtain at own risk and cost any import licenses and authorizations and carry out all import formalities.
3. **Carriage and Insurance** - Provide for contract of carriage from the named port of shipment. No obligation for insurance.
4. **Taking Delivery** - Take delivery of the goods as provided in the sales contract.
5. **Risk Transfer** - Assume all risks of loss or damage from the time the goods have passed the ship's rail at the port of shipment.
6. **Costs** - Pay all costs for carriage and insurance from the time the goods have passed the ship's rail at the port of shipment in accordance with the terms of the sales contract. Pay all costs resulting from failure of the named ship to arrive on time or to be able to take the goods. Pay all costs relating to import formalities including duties, taxes, and other charges including transshipment.
7. **Notice to Seller** - Give sufficient notice to the seller of the name of the vessel, the time or period for delivery and the place of delivery.
8. **Proof of Delivery, Transport Document** - Accept the seller's proof of delivery or transport document.
9. **Checking, Packing, Marking** - Pay all costs associated with checking the quality and quantity of the goods to be in conformity with the sales contract. Provide appropriate packing (unless the goods are traditionally delivered unpackaged) as required for the transport of the goods, to the extent that the buyer has made transport circumstances known to the seller prior to the execution of the sales contract. Provide marking appropriate to the packaging.
10. **Security** - Where applicable, the seller must obtain, at its own risk and expense, any export license or other official authorization and carry out all customs formalities necessary for the export of the goods.
11. **Other** - Pay all costs associated with securing documentation originating in the country of origin or export as required for import. Reimburse seller for seller’s costs in providing such documentation or assistance.
Delivered Duty Paid (named place of destination)

In Delivered Duty Paid, the seller/exporter/manufacturer clears the goods for export and is responsible for making them available to the buyer at the named place of destination, cleared for import, but not unloaded from the transport vehicle. The seller, therefore, assumes all responsibilities for delivering the goods to the named place of destination, including all responsibility for import clearance, duties, and other costs payable upon import.

**Seller's Responsibilities (summary)**

1. **Goods**: Provide the goods, commercial invoice or electronic message, and other documentation as required by the sales contract.
2. **Licenses and Customs Formalities**: Obtain at own risk and cost any export and import licenses and authorizations and carry out all export and import formalities and procedures, including those associated with transshipment to the named port of destination.
3. **Carriage and Insurance**: Contract for and pay all costs of carriage and transshipment (if necessary) to the named destination. No obligation to provide insurance.
4. **Delivery**: Make the goods available to the buyer not unloaded at the named destination on the date or within the period specified in the sales contract.
5. **Risk Transfer**: Assume all risks of loss or damage to the goods until they have been made available to the buyer at the named destination.
6. **Costs**: Pay all costs until the goods have been delivered to the named destination, including carriage, all export and import formalities and transshipment (if necessary) to the named destination.
7. **Notice to the Buyer**: Provide sufficient notice of dispatch and projected arrival that the buyer can take appropriate action to arrange unloading of the goods.
8. **Proof of Delivery, Transport Documents**: Provide the buyer with the delivery order and/or a transport document enabling the buyer to take delivery at the named place of destination.
9. **Checking, Packing, Marking**: Pay all costs associated with checking the quality and quantity of the goods to be in conformity with the sales contract. Provide appropriate packing (unless the goods are traditionally delivered unpackaged) as required for the transport of the goods, to the extent that the buyer has made transport circumstances known to the seller prior to the execution of the sales contract. Provide marking appropriate to the packaging.
10. **Security**: Where applicable, the seller must obtain, at its own risk and expense, any export license or other official authorization and carry out all customs formalities necessary for the export of the goods, for their transport through any country and for their import.
11. **Other**: Pay all costs associated with securing documentation necessary for to make the goods available to the buyer at the named place of destination. Provide the buyer with information necessary to obtain insurance.

**Buyer's Responsibilities (summary)**

1. **Payment**: Pay for the goods as provided in the sales contract.
2. **Licenses and Customs Formalities**: Provide the seller at the seller’s request, risk and cost any and all assistance in securing licenses, documentation and authorizations necessary to import the goods.
3. **Carriage and Insurance**: No obligation to the seller for either carriage or insurance.
4. **Taking Delivery**: Take delivery of the goods once they are made available at the named destination.
5. **Risk Transfer**: Assume all risk of loss or damage from the time the goods have been made available at the named place of destination.
6. **Costs**: Pay all costs for the goods once they have been made available at the named place of destination.
7. **Notice to Seller**: If, according to the sales contract, the buyer is able to specify a time for and/or a place of delivery, to give the seller sufficient notice.
8. **Proof of Delivery, Transport Document**: Accept the seller’s transport document so long as it is in conformity with the sales contract.
9. **Inspection(s)**: Pay for the costs of pre-shipment inspection(s) except inspections required by the country of export.
10. **Other**: Provide the seller, at the seller’s request, risk and cost any and all assistance in securing import and other documentation necessary for the seller to make the goods available to buyer at the named destination.
Cost and Freight (...named port of destination)
In Cost and Freight, the seller/exporter/manufacturer clears the goods for export and is responsible for delivering the goods past the ship's rail at the port of shipment (not destination).

Seller's Responsibilities (summary)
1.) Goods-Provide the goods, commercial invoice or electronic message, and other documentation as required by the sales contract.
2.) Licenses and Customs Formalities-Obtain at own risk and cost any export licenses and authorizations and carry out all export formalities and procedures.
3.) Carriage and Insurance-Contract for and pay all costs of carriage by sea vessel to the named port of destination. No obligation to provide insurance.
4.) Delivery-Deliver the goods on board the named vessel at the named port and on the date or within the time period stipulated in the sales contract.
5.) Risk Transfer-Assume all risks of loss or damage to the goods until they have passed over the ship's rail at the port of shipment.
6.) Costs-Pay all costs until the goods have been delivered to the named port of shipment and passed over the ship's rail plus costs of loading, carriage to the port of destination and normal unloading. Also to pay all costs relating to export including duties, taxes and customs formalities.
7.) Notice to the Buyer-Provide sufficient notice to the buyer that the goods have been delivered on board the named vessel.
8.) Proof of Delivery, Transport Documents-Provide the buyer with a transport document that will allow the buyer to claim the goods at the destination and (unless otherwise agreed) allow the buyer to sell the goods while in transit through the transfer of the transport document or by notification to the sea carrier.
9.) Checking, Packing, Marking-Pay all costs associated with checking the quality and quantity of the goods to be in conformity with the sales contract. Provide appropriate packing (unless the goods are traditionally delivered unpackaged) as required for the transport of the goods, to the extent that the buyer has made transport circumstances known to the seller prior to the execution of the sales contract. Provide marking appropriate to the packaging.
10.) Security-Where applicable, the seller must obtain, at its own risk and expense, any export license or other official authorization and carry out all customs formalities necessary for the export of the goods.
11.) Other-Provide the buyer at the buyer's request, risk and expense any and all assistance in securing documentation originating in the country of export or of origin required for import and transshipment (as necessary). Provide the buyer with information necessary to obtain insurance at the buyer's request.

Buyer's Responsibilities (summary)
1.) Payment-Pay for the goods as provided in the sales contract.
2.) Licenses and Customs Formalities-Obtain and pay costs of all import licenses and authorizations and carry out all import formalities.
3.) Carriage and Insurance-No obligation to the seller.
4.) Taking Delivery-Take delivery of the goods at the port of destination as provided in the sales contract.
5.) Risk Transfer-Assume all risk of loss or damage from the time the goods have passed over the ship’s rail at the port of shipment.
6.) Costs-Pay all additional costs for the goods once they have passed over the ship's rail at the port of shipment, including unloading, lighterage and wharfage at the port of destination. Pay all costs relating to import formalities including duties, taxes and other charges including transshipment.
7.) Notice to Seller-If, according to the sales contract, the buyer is able to specify a time for shipping and/or specify a port of destination, to give the seller sufficient notice.
8.) Proof of Delivery, Transport Document-Accept the seller’s transport document so long as it is in conformity with the sales contract.
9.) Inspection(s)-Pay for the costs of pre-shipment inspection except inspections required by the country of export.
10.) Other-Pay all costs of securing documentation from the country of origin or export as required for import. Reimburse seller for costs in providing such documentation or assistance.

****Insurance Note****
While the seller may not be legally responsible for the goods once they pass the ship's rail in the port of shipment, he may have "insurable interest" during the voyage. Prudence may dictate purchase of additional insurance coverage.
### Cost, Insurance and Freight (including named port of destination)

In Cost, Insurance and Freight, the seller/exporter/manufacturer clears the goods for export and is responsible for delivering the goods past the ship’s rail at the port of shipment (not destination).

#### Seller’s Responsibilities (summary)

1. **Goods** - Provide the goods, commercial invoice or electronic message, and other documentation as required by the sales contract.
2. **Licenses and Customs Formalities** - Obtain at own risk and cost any export licenses and authorizations and carry out all export formalities and procedures.
3. **Carriage and Insurance** - Contract for and pay costs of carriage by sea or inland waterway and insurance for 110 percent of the value of the contract to the named port of destination. The insurance policy must allow the buyer to make claim directly from the insurer. Deliver the insurance document to the buyer.
4. **Delivery** - Deliver the goods on board the named vessel at the named port and at the date or within the time period stipulated in the sales contract.
5. **Risk Transfer** - Assume all risks of loss or damage to the goods until they have passed over the ship’s rail at the port of shipment.
6. **Costs** - Pay all costs of carriage and insurance until the goods have been delivered to the named port of shipment and passed over the ship’s rail, plus costs of loading, carriage to the port of destination and normal unloading. Also to pay all costs relating to export including duties, taxes and customs formalities.
7. **Notice to the Buyer** - Provide sufficient notice to the buyer that the goods have been delivered on board the named vessel.
8. **Proof of Delivery, Transport Documents** - Provide the buyer with a transport document that will allow the buyer to claim the goods at the destination and (unless otherwise agreed) allow the buyer to sell the goods while in transit through the transfer of the transport document or by notification to the sea carrier.
9. **Checking, Packing, Marking** - Pay all costs associated with checking the quality and quantity of the goods to be in conformity with the sales contract. Provide appropriate packing (unless the goods are traditionally delivered unpackaged) as required for the transport of the goods, to the extent that the buyer has made transport circumstances known to the seller prior to the execution of the sales contract. Provide marking appropriate to the packaging.
10. **Security** - Where applicable, the seller must obtain, at its own risk and expense, any export license or other official authorization and carry out all customs formalities necessary for the export of the goods.
11. **Other** - Provide the buyer at the buyer’s request, risk and cost any and all assistance in securing documentation originating in the country of export or of origin required for import and for transshipment.

#### Buyer’s Responsibilities (summary)

1. **Payment** - Pay for the goods as provided in the sales contract.
2. **Licenses and Customs Formalities** - Obtain and pay costs of all import licenses and authorizations and carry out all import formalities.
3. **Carriage and Insurance** - No obligation to the seller to pay for carriage or insurance.
4. **Taking Delivery** - Take delivery of the goods at the port of destination as provided in the sales contract.
5. **Risk Transfer** - Assume all risk of loss or damage from the time the goods have passed over the ship’s rail at the port of shipment.
6. **Costs** - Pay all supplemental costs for the goods once they have passed over the ship’s rail at the port of shipment, including unloading, lighterage and wharfage at the port of destination. Pay all costs relating to import formalities including duties, taxes and other charges including transshipment.
7. **Notice to Seller** - If, according to the sales contract, the buyer is able to specify a time for shipping and/or specify a port of destination, to give the seller sufficient notice.
8. **Proof of Delivery, Transport Document** - Accept the seller’s transport document so long as is in conformity with the sales contract.
9. **Inspection(s)** - Pay for the costs of pre-shipment inspection except inspections required by the country of export.
10. **Other** - Pay costs of securing documentation from the country of origin or export as required for import. Reimburse seller such costs. Provide information necessary to obtain insurance.

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**Insurance Note**

While the seller is responsible for procuring and paying for insurance cover during the voyage to the named port of destination, the buyer may exercise prudence and purchase additional insurance coverage.
Carriage Paid To (named port of destination)

In Carriage Paid To, the seller/exporter/manufacturer clears the goods for export, delivers them to the carrier, and is responsible for paying for carriage to the named port of destination. However, once the seller delivers the goods to the carrier, the buyer becomes responsible for all additional costs.

**Seller's Responsibilities (summary)**

1. **Goods** - Provide the goods, commercial invoice or electronic message, and other documentation as required by the sales contract.
2. **Licenses and Customs Formalities** - Obtain all export licenses and authorizations and carry out all export formalities and procedures.
3. **Carriage and Insurance** - Contract for and pay all costs of carriage to the agreed point.
4. **Delivery** - Deliver the goods to the carrier (or first of multiple carriers) for carriage to the named port of destination within the time period stipulated in the sales contract.
5. **Risk Transfer** - Assume all risks of loss or damage to the goods until they have been delivered to the carrier or first of multiple carriers.
6. **Costs** - Pay all costs until the goods have been delivered to the carrier plus costs of loading, carriage to the port of destination and normal unloading. Also to pay all costs related to export including duties, taxes, and customs formalities. Pay the costs of unloading, customs clearance, duties, and other costs if such costs are included in the cost of carriage.
7. **Notice to the Buyer** - Provide sufficient notice to the buyer that the goods have been delivered to the carrier.
8. **Proof of Delivery, Transport Documents** - Provide the buyer with a transport document.
9. **Checking, Packing, Marking** - Pay all costs associated with checking the quality and quantity of the goods to be in conformity with the sales contract. Provide appropriate packaging (unless the goods are traditionally delivered unpackaged) as required for the transport of the goods, to the extent that the buyer has made transport circumstances known to the seller prior to the execution of the sales contract. Provide marking appropriate to the packaging.
10. **Security** - Where applicable, the seller must obtain, at its own risk and expense, any export license or other official authorization and carry out all customs formalities necessary for the export of the goods.

**Buyer's Responsibilities (summary)**

1. **Payment** - Pay for the goods as provided in the sales contract.
2. **Licenses and Customs Formalities** - Obtain and pay costs of all import licenses and authorizations and carry out all import formalities.
3. **Carriage and Insurance** - No obligation to the seller for either carriage or insurance.
4. **Taking Delivery** - Take delivery of the goods from the carrier at the port of destination as provided in the sales contract.
5. **Risk Transfer** - Assume all risk of loss or damage from the time the goods have been delivered to the carrier by the seller.
6. **Costs** - Pay all additional costs (not covered in the seller's contract of carriage in Seller's #6) for the goods once they have been delivered to the carrier, including unloading, lighterage and wharfage at the port of destination. Pay all costs relating to import formalities including duties, taxes and other charges including transshipment.
7. **Notice to Seller** - If, according to the sales contract, the buyer is able to specify a time for shipping and/or specify a port of destination, to give the seller sufficient notice.
8. **Proof of Delivery, Transport Document** - Accept the seller's transport document so long as it is in conformity with the sales contract.
9. **Inspection(s)** - Pay for the costs of pre-shipment inspection(s) except inspections required by the country of export.
10. **Other** - Pay all costs associated with securing documentation from the country of origin or export as required for import. Reimburse seller for costs in providing such documentation or assistance.

**Insurance Note**

While neither the buyer nor seller have obligation for providing insurance during the main voyage, both may have "insurable interest" and prudence may dictate purchase of insurance coverage.
### Carriage and Insurance Paid To (...named port of destination)

In Carriage and Insurance Paid To, the seller/exporter clears the goods for export, delivers them to the carrier, and is responsible for paying for carriage and insurance to the named port of destination. However, once the goods are delivered to the carrier, the buyer is responsible for all additional costs.

#### Seller's Responsibilities (summary)

1. **Goods**: Provide the goods, commercial invoice or electronic message, and other documentation as required by the sales contract.
2. **Licenses and Customs Formalities**: Obtain at own risk and cost any export licenses and authorizations and carry out all export formalities and procedures.
3. **Carriage and Insurance**: Contract for and pay all costs of carriage and insurance to the named port of destination. The insurance policy or document must allow the buyer to make a claim directly from the insurer. Deliver the insurance document to the buyer.
4. **Delivery**: Deliver the goods to the carrier (or first of multiple carriers) for carriage to the named port of destination within the time period stipulated in the sales contract.
5. **Risk Transfer**: Assume all risks of loss or damage from the time the goods have been delivered to the carrier or first of multiple carriers.
6. **Costs**: Pay all costs until the goods have been delivered to the carrier, plus costs of loading, carriage, insurance to the named port of destination plus normal unloading. Also pay all costs relating to export including duties, taxes and customs formalities. Pay the costs of unloading, customs clearance, duties, and other costs if such costs are included in the cost of carriage.
7. **Notice to the Buyer**: Provide sufficient notice to the buyer that the goods have been delivered to the carrier.
8. **Proof of Delivery, Transport Documents**: Provide the buyer with a transport document.
9. **Checking, Packing, Marking**: Pay all costs associated with checking the quality and quantity of the goods to be in conformity with the sales contract. Provide appropriate packing (unless the goods are traditionally delivered unpackaged) as required for the transport of the goods, to the extent that the buyer has made transport circumstances known to the seller prior to the execution of the sales contract. Provide marking appropriate to the packaging.
10. **Security**: Where applicable, the seller must obtain, at its own risk and expense, any export license or other official authorization and carry out all customs formalities necessary for the export of the goods.
11. **Other**: Provide the buyer at the buyer’s request, risk and expense any and all assistance in securing documentation originating in the country of export or of origin required for import and for transshipment (as necessary). Provide the buyer with information necessary to procure additional insurance.

#### Buyer's Responsibilities (summary)

1. **Payment**: Pay for the goods as provided in the sales contract.
2. **Licenses and Customs Formalities**: Obtain and pay costs of all import licenses and authorizations and carry out all import formalities.
3. **Carriage and Insurance**: No obligation to the seller for either carriage or insurance.
4. **Taking Delivery**: Take delivery of the goods from the carrier at the port of destination as provided in the sales contract.
5. **Risk Transfer**: Assume all risk of loss or damage from the time the goods have been delivered to the carrier by the seller.
6. **Costs**: Pay all additional costs (not covered in the seller’s contract of carriage in Seller’s #6) for the goods once they have been delivered to the carrier, including unloading, lighterage and wharfage at the port of destination. Pay all costs relating to import formalities including duties, taxes and other charges including transshipment.
7. **Notice to Seller**: If, according to the sales contract, the buyer is able to specify a time for shipping and/or specify a port of destination, to give the seller sufficient notice.
8. **Proof of Delivery, Transport Document**: Accept the seller’s transport document so long as it is in conformity with the sales contract.
9. **Inspection(s)**: Pay for the costs of pre-shipment inspection(s) except inspections required by the country of export.
10. **Other**: Pay all costs associated with securing documentation from the country of origin or export required for import. Reimburse seller for costs in providing such documentation or assistance.

### Insurance Note

While the seller is responsible for insurance coverage during the main voyage, the buyer may have additional "insurable interest" and prudence may dictate purchase of additional coverage.
Delivered at Terminal (...named place of destination)

“Delivered at Terminal” means that the seller delivers when the goods, once unloaded from the arriving means of transport, are placed at the disposal of the buyer at a named terminal at the named port or place of destination. “Terminal” includes any place, whether covered or not, such as a quay, warehouse, container yard or road, rail or air cargo 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.

Seller's Responsibilities (summary)

1. Goods- Provide the goods, commercial invoice or electronic message, and other documentation as required by the sales contract.
2. Licenses and Customs Formalities- Obtain at own risk and cost any export licenses and authorizations and carry out all export formalities and procedures, including those associated with transshipment to the named port of destination.
3. Carriage and Insurance- Contract for and pay all costs of carriage and transshipment (if necessary) to the named destination. No obligation to provide insurance.
4. Delivery- Make the goods available to the buyer at the named destination on the date or within the period specified in the sales contract.
5. Risk Transfer- Assume all risks of loss or damage to the goods until they have been made available to the buyer at the named destination.
6. Costs- Pay all costs until the goods have been delivered to the named destination, including carriage, all export formalities, export duties and taxes, and transshipment (if necessary) to the named destination.
7. Notice to the Buyer- Provide sufficient notice of dispatch and projected arrival that the buyer can take appropriate action to arrange pick-up of the goods.
8. Proof of Delivery, Transport Documents- Provide the buyer with the delivery order and/or a transport document enabling the buyer to take delivery at the named place of destination.
9. Checking, Packing, Marking- Pay all costs associated with checking the quality and quantity of the goods to be in conformity with the sales contract. Provide appropriate packing (unless the goods are traditionally delivered unpackaged) as required for the transport of the goods, to the extent that the buyer has made transport circumstances known to the seller prior to the execution of the sales contract. Provide marking appropriate to the packaging.
10. Security- Where applicable, the seller must obtain, at its own risk and expense, any export license or other official authorization and carry out all customs formalities necessary for the export of the goods.
11. Other- Provide the buyer at the buyer’s request, risk and expense any and all assistance in securing documentation originating in the country of export or of origin required for import. Provide the buyer with information necessary to obtain insurance.

Buyer's Responsibilities (summary)

1. Payment- Pay for the goods as provided in the sales contract.
2. Licenses and Customs Formalities- Obtain and pay costs of all import licenses, documentation and authorizations and carry out all import formalities.
3. Carriage and Insurance- No obligation to the seller for either carriage or insurance.
4. Taking Delivery- Take delivery of the goods once they are made available at the named destination.
5. Risk Transfer- Assume all risk of loss or damage from the time the goods have been made available at the named place of destination.
6. Costs- Pay all costs for the goods once they have been made available at the named place of destination. Pay all costs relating to import formalities including duties, taxes and other charges.
7. Notice to Seller- If, according to the sales contract, the buyer is able to specify a time for and/or a place of delivery, to give the seller sufficient notice.
8. Proof of Delivery, Transport Document- Accept the seller’s transport document so long as it is in conformity with the sales contract.
9. Inspection(s)- Pay for the costs of pre-shipment inspection(s) except inspections required by the country of export.
10. Other- Pay all costs associated with securing documentation from the country of origin or export required for import. Reimburse seller for costs in providing such documentation or assistance.
**Delivered at Place (...named place of destination)**

“Delivered at Place” means that the seller delivers when the goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading at the named place of destination. The seller bears all risks involved in bringing the goods to the named place.

**Seller’s Responsibilities (summary)**

1. **Goods**: Provide the goods, commercial invoice or electronic message, and other documentation as required by the sales contract.
2. **Licenses and Customs Formalities**: Obtain at own risk and cost any export licenses and authorizations and carry out all export formalities and procedures, including those associated with transshipment to the named port of destination.
3. **Carriage and Insurance**: Contract for and pay all costs of carriage and transshipment (if necessary) to the named destination. No obligation to provide insurance.
4. **Delivery**: Make the goods available to the buyer at the named destination on the date within the period specified in the sales contract.
5. **Risk Transfer**: Assume all risks of loss or damage to the goods until they have been made available to the buyer at the named destination.
6. **Costs**: Pay all costs until the goods have been delivered to the named destination, including carriage, all export formalities, export duties and taxes, and transshipment (if necessary) to the named destination.
7. **Notice to the Buyer**: Provide sufficient notice of dispatch and projected arrival that the buyer can take appropriate action to arrange pick-up of the goods.
8. **Proof of Delivery, Transport Documents**: Provide the buyer with the delivery order and/or a transport document enabling the buyer to take delivery at the named place of destination.
9. **Checking, Packing, Marking**: Pay all costs associated with checking the quality and quantity of the goods to be in conformity with the sales contract. Provide appropriate packing (unless the goods are traditionally delivered unpackaged) as required for the transport of the goods, to the extent that the buyer has made transport circumstances known to the seller prior to the execution of the sales contract. Provide marking appropriate to the packaging.
10. **Security**: Where applicable, the seller must obtain, at its own risk and expense, any export license or other official authorization and carry out all customs formalities necessary for the export of the goods.
11. **Other**: Provide the buyer at the buyer’s request, risk and expense any and all assistance in securing documentation originating in the country of export or of origin required for import. Provide the buyer with information necessary to obtain insurance.

**Buyer’s Responsibilities (summary)**

1. **Payment**: Pay for the goods as provided in the sales contract.
2. **Licenses and Customs Formalities**: Obtain and pay costs of all import licenses, documentation and authorizations and carry out all import formalities.
3. **Carriage and Insurance**: No obligation to the seller for either carriage or insurance.
4. **Taking Delivery**: Take delivery of the goods once they are made available at the named destination.
5. **Risk Transfer**: Assume all risk of loss or damage from the time the goods have been made available at the named place of destination.
6. **Costs**: Pay all costs for the goods once they have been made available at the named place of destination. Pay all costs relating to import formalities including duties, taxes and other charges.
7. **Notice to Seller**: If, according to the sales contract, the buyer is able to specify a time for and/or a place of delivery, to give the seller sufficient notice.
8. **Proof of Delivery, Transport Document**: Accept the seller’s transport document so long as it is in conformity with the sales contract.
9. **Inspection(s)**: Pay for the costs of pre-shipment inspection(s) except inspections required by the country of export.
10. **Other**: Pay all costs associated with securing documentation from the country of origin or export required for import. Reimburse seller for costs in providing such documentation or assistance.