



GRAVO EXPORT CONVERSIONES DE DISTANCIAS

Incoterms
2000

Transport obligations, cost and risks

Seller

Carrier

Buyer



Export Clearance



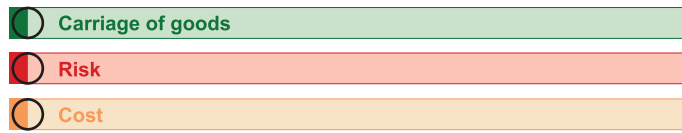
Export Clearance

Group **E**

Departure

Critical points

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

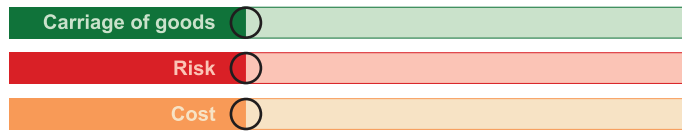


- Carriage to be arranged by the buyer
- Risk transfer from the seller to the buyer when the goods are at disposal of the buyer
- Cost transfer from the seller to the buyer when the goods are at disposal of the buyer

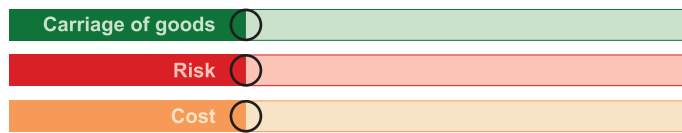
Group **F**

Main carriage bot paid by seller

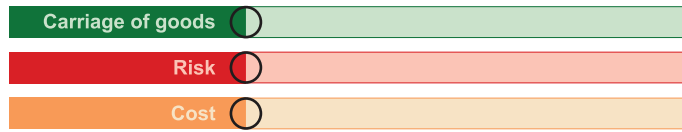
Under F Terms, and FCA unless otherwise agreed, the seller arranges and pays for the pre-carriage in the country of export



- Carriage to be arranged by the buyer or by the seller on the buyer's behalf
- Risk transfer from the seller to the buyer when the goods have been delivered to the carrier at de named place
- Cost transfer from the seller to the buyer when the goods have been delivered to the carrier at de named place



- Carriage to be arranged by the buyer
- Risk transfer from the seller to the buyer when the goods have been placed alongside the ship
- Cost transfer from the seller to the buyer when the goods have been placed alongside the ship



- Carriage to be arranged by the buyer
- Risk transfer from the seller to the buyer when the goods pass the ship's rail
- Cost Risk transfer from the seller to the buyer when the goods pass the ship's rail



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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 carriage

Incoterm	Carriage of goods	Risk	Cost	Notes
CFR Cost and Freight (...named port of destination)				<ul style="list-style-type: none"> Carriage to be arranged by the buyer Risk transfer from the seller to the buyer when the goods pass the ship's rail Cost transfer at port of destination, buyer paying such cost as are not for the seller's account under the contract of carriage
CIF Cost, Insurance and Freight (...named port of destination)				<ul style="list-style-type: none"> Carriage and insurance to be arranged by the seller Risk transfer from the seller to the buyer when the goods pass the ship's rail Cost transfer at port of destination, buyer paying such cost as are not for the seller's account under the contract of carriage
CPT Carriage Paid To (...named place of destination)				<ul style="list-style-type: none"> Carriage and insurance to be arranged by the seller Risk transfer from the seller to the buyer when the goods have been delivered to the carrier Cost transfer at port of destination, buyer paying such cost as are not for the seller's account under the contract of carriage
CIP Carriage and insurance Paid To (...named place of destination)				<ul style="list-style-type: none"> Carriage and insurance to be arranged by the seller Risk transfer from the seller to the buyer when the goods have been delivered to the carrier Cost transfer at port of destination, buyer paying such cost as are not for the seller's account under the contract of carriage



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Seller Carrier Buyer



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

Incoterm	Carriage of goods	Risk	Cost	Carriage insurance	Risk transfer	Cost transfer
DAF Delivered At Frontier (...named place) 	100% Seller	100% Buyer	100% Seller	100% Buyer	At Frontier	At Frontier
DES Delivered Ex Ship (...named port of destination) 	100% Seller	100% Buyer	100% Seller	100% Seller	On Board Ship	On Board Ship
DEQ Delivered Ex Quay (...named port of destination) 	100% Seller	100% Buyer	100% Seller	100% Seller	On Quay	On Quay
DDU Delivered Duty Unpaid (...named place of destination) 	100% Seller	100% Buyer	100% Seller	100% Seller	At Destination	At Destination
DDP Delivered Duty Paid (...named place of destination) 	100% Seller	100% Buyer	100% Seller	100% Seller	At Destination	At Destination

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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 definition 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 N°560) and the ICC guide to Incoterms 2000 (ICC publications N°620) can be obtained through ICC Publishing at the address below or from over 60 national committees and distributors worldwide.