

## INCOTERMS 2020 Responsibility Guide

	EXW	FCA	FAS	FOB PORT	CFR	CIF	CPT	CIP	DAP	DPU	DDP
	EX Works	Free Carrier	Free Along-Side Ship	Free On Board	Cost & Freight	Cost, Insurance & Freight	Carriage Paid To	Carriage Insurance Paid To	Delivered at Place	Delivered at Place Unloaded	Delivered Duty Paid
Transfer of Risk	when seller places the goods at the buyers disposal at a named place	1. when seller loads goods to buyers carrier OR 2. when goods are at the buyers disposal and ready for unloading at a named place	when goods are along side a vessel nominated by the buyer at named port	when goods are onboard a vessel nominated by the buyer at a named port	when the goods are onboard a vessel nominated by the seller at origin	when the goods are onboard a vessel nominated by the seller at origin	when the goods are handed over to the seller's nominated carrier at a named place	when the goods are handed over to the seller's nominated carrier at a named place	when the goods are placed at the buyer's disposal at a named place or agreed point within that place	when the goods are delivered and unloaded at a named place or agreed point within that place	when the goods are placed at the buyer's disposal at a named place or agreed point within that place
Commercial Invoice	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
Packaging, Quality Control & Marketing	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
Loading & Inland Delivery	BUYER	*SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
Export Duty & Taxes	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
Origin Terminal Handling	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
Insurance	NEGOTIABLE	NEGOTIABLE	NEGOTIABLE	NEGOTIABLE	NEGOTIABLE	Seller "Free of Particular Average"	NEGOTIABLE	Seller "All Risks"	NEGOTIABLE	NEGOTIABLE	NEGOTIABLE
Carriage Charges	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
Destination Terminal Handling	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER
Delivery to Destination	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER
Unloading at Destination	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	**SELLER	BUYER
Import Duty & Taxes	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER
	Any Transport Mode		Sea or Inland Waterway Transport				Any Transport Mode				

**\*Seller is responsible for loading if the terms state FCA at the sellers facility.**

**\*\*DPU is the only Incoterm that requires the seller to unload goods at destination.**

\* If seller incurs destination terminal or unloading costs under its carriage contract, it is entitled to recover such costs from buyer, unless otherwise agreed upon. If other destination unloading and terminal handling charges exist outside of carriage contract, buyer is responsible to pay.

THIS CHART IS FOR REFERENCE ONLY AND DOES NOT REPLACE A CONTRACT BETWEEN BUYER / SELLER.

\*Subject to terms & conditions found at [www.rlswearer.com](http://www.rlswearer.com)