

Buyer's and Seller's Responsibilities under Incoterms

terms in dark green are for delivery to vessel only

S=seller, B=buyer												
	EXW	FCA (origin)	FCA (other point)	FAS	FOB	CFR	CIF	CPT	CIP	DAT	DAP	DDP
Origin warehouse storage/labor	S	S	S	S	S	S	S	S	S	S	S	S
Package/mark goods for export & make available	S	S	S	S	S	S	S	S	S	S	S	S
Load goods onto first conveyance or container for pre-carriage	B	S	S	S	S	S	S	S	S	S	S	S
Arrange/pay pre-carriage to specified delivery point (may be origin port or airport)	B	B	S	S	S	S	S	S	S	S	S	S
Unload goods at pre-carriage delivery point	B	B	B	S	-	-	-	-	-	-	-	-
Arrange export clearance (licenses, inspections, etc.)	B*	S	S	S	S	S	S	S	S	S	S	S
Prepare shipping documents (other than main contract of carriage)	B	B	B	S	S	S	S	S	S	S	S	S
Pay for main conveyance loading & provide a clean receipt (clean on board for vessel)	-	-	-	B	S	S	S	-	-	-	-	-
Contract for main carriage & pay freight to specified port, airport or other point	B	B	B	B	B*	S	S	S	S	S	S	S
Arrange buyer's risk insurance	-	-	-	-	-	-	S	-	S	-	-	-
Pay main carriage unloading costs if not included in the freight	B	B	B	B	B	B	B	-	-	S	S	-
Contract and pay for on-carriage to named point if beyond destination port or airport	-	-	-	-	-	-	-	S	S	S	S	-
Provide documents to enable buyer to take delivery from carrier at named point	B	B	B	B	B	S	S	S	S	S	S	S
Unload goods from delivering conveyance at <i>delivery point</i>	-	-	B	B	B	B	B	B	B	S	B	B
Arrange destination customs clearance and pay customs duty and taxes due upon importation	B	B	B	B	B	B	B	B	B	B	B	S**

*The buyer's responsibility, but seller must render assistance at request. It is at the risk and expense of the buyer to accomplish this task.

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