VIP CARGO SERVICES
Your Promise, Delivered.

INCOTERMS® 2020 · QUICK GUIDE

WHO PAYS. WHO CARRIES THE RISK.

All 11 rules on one page. **Find your term, then read across.**

- S — Seller pays
- B — Buyer pays
- S/B — Seller, to the named place
- — Nobody has to insure

		Loading at origin	Export clearance	To port or terminal	Loading on board	Main freight	Final delivery	Unloading	Import duty + taxes	Insurance	WHERE THE RISK PASSES TO THE BUYER
ANY MODE OF TRANSPORT	Use these for containers and air freight										
EXW	Ex Works	B	B	B	B	B	B	B	B	—	At the pickup point, before loading
FCA	Free Carrier	S	S	S/B	B	B	B	B	B	—	When handed to the buyer's carrier
CPT	Carriage Paid To	S	S	S	S	S	S/B	B	B	—	When handed to the first carrier
CIP	Carriage & Insurance Paid To	S	S	S	S	S	S/B	B	B	S	When handed to the first carrier
DAP	Delivered at Place	S	S	S	S	S	S	B	B	—	At destination, ready for unloading
DPU	Delivered at Place Unloaded	S	S	S	S	S	S	S	B	—	At destination, once unloaded
DDP	Delivered Duty Paid	S	S	S	S	S	S	B	S	—	At destination, ready for unloading
SEA AND INLAND WATERWAY ONLY	Port to port, cargo placed alongside or on board the vessel										
FAS	Free Alongside Ship	S	S	S	B	B	B	B	B	—	Alongside the vessel at the origin port
FOB	Free On Board	S	S	S	S	B	B	B	B	—	On board the vessel at the origin port
CFR	Cost and Freight	S	S	S	S	S	B	B	B	—	On board the vessel at the origin port
CIF	Cost, Insurance & Freight	S	S	S	S	S	B	B	B	S	On board the vessel at the origin port

SHIPPING A CONTAINER?

Use **FCA**, **CPT** or **CIP**. FOB, CFR and CIF are written for cargo loaded straight onto the vessel.

WHO INSURES

Only **CIP** and **CIF** oblige the seller to insure. CIP calls for all-risks cover, CIF for minimum cover only.

WRITE IT IN FULL

Rule, named place, version. For example: **FCA Port Newark, NJ Incoterms® 2020**.

Not sure which term fits? Ask us before you quote.

vipcargoservices.com

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