



# incoterms

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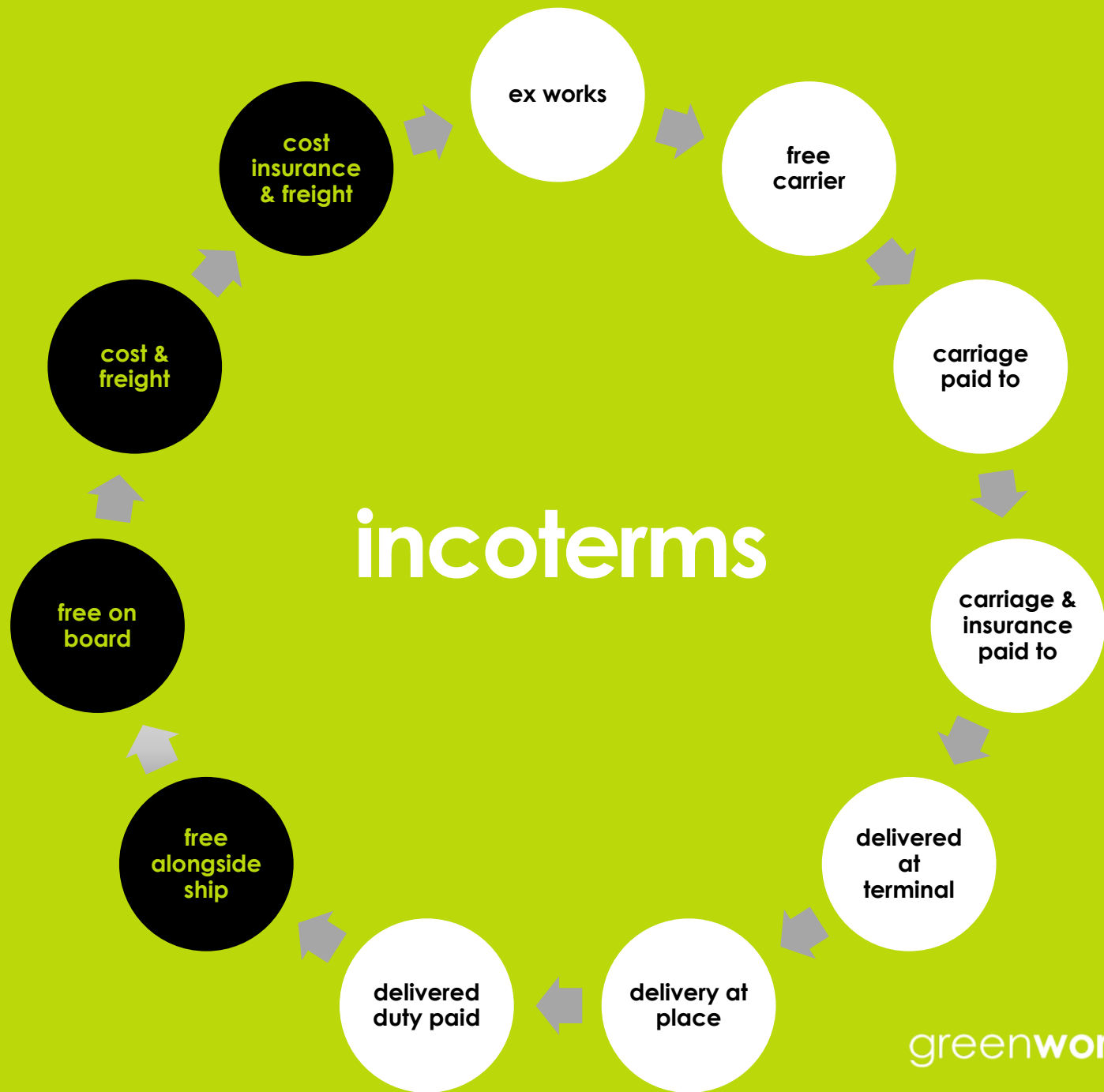


# overview

CREATED IN 1936 BY THE INTERNATIONAL CHAMBER OF COMMERCE (ICC), INTERNATIONAL COMMERCIAL TERMS ('INCOTERMS') ARE INTERNATIONALLY RECOGNIZED STANDARD TRADE TERMS USED IN SALES CONTRACTS.

INCOTERMS ARE USED TO GUARANTEE THAT THE BUYER & SELLER KNOW...

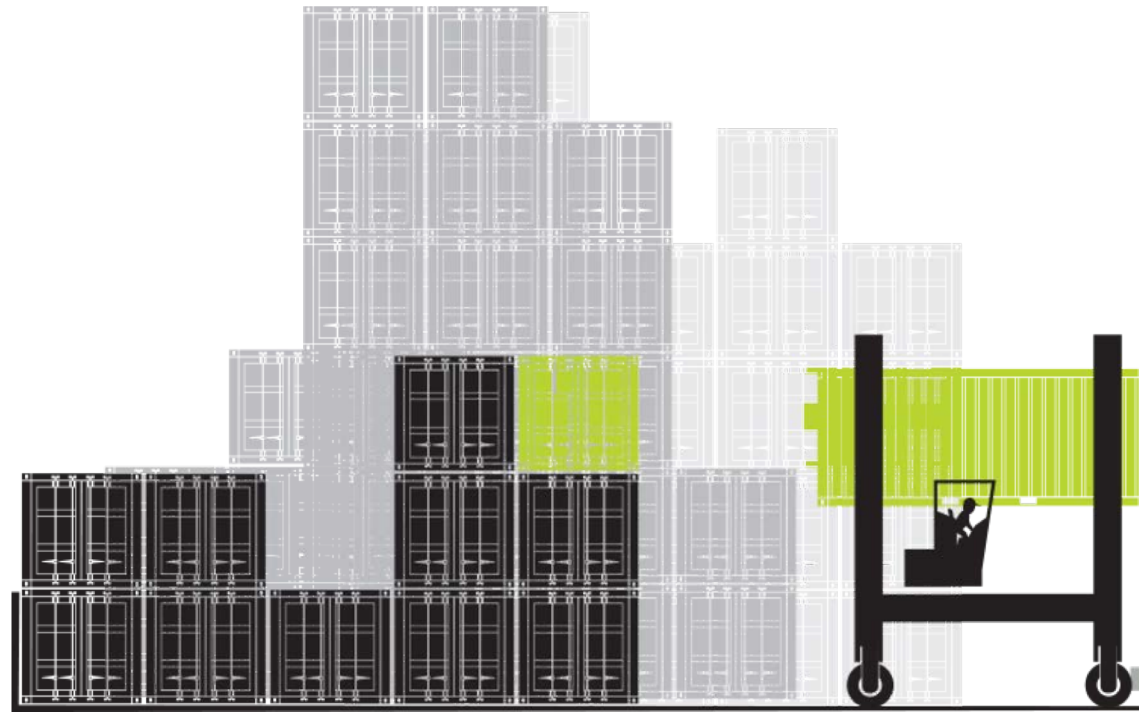
- 1. who is responsible for the cost of transporting the goods, including insurance, taxes, and duties; and**
- 2. where the goods should be picked up and transported to.**



# exworks (exw)

THE **SELLER** MAKES THE GOODS AVAILABLE TO BE COLLECTED AT THEIR PREMISES.

THE **BUYER** IS RESPONSIBLE FOR ALL OTHER RISKS, TRANSPORTATION COSTS, TAXES AND DUTIES FROM THAT POINT FORWARD.



# carriage paid to (cpt)

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THE **SELLER** DELIVERS THE GOODS TO THE CARRIER OR ANOTHER PARTY NOMINATED BY THE **SELLER** AT AN AGREED PLACE.

THE **SELLER** MUST CONTRACT **AND** PAY THE COSTS OF CARRIAGE NECESSARY TO BRING THE GOODS TO THE NAMED PLACE OF DESTINATION.



# carriage & insurance paid to (cip)

IDENTICAL TO CPT BUT THE  
SELLER MUST INSURE THE FREIGHT.

**cip is used for goods being transported by more than one mode of transport; but if the container is transporting only by sea, cif is used instead.**

# delivered at terminal (dat)

THE **SELLER** PAYS THE TRANSPORTATION TO A SPECIFIED TERMINAL AT THE AGREED DESTINATION.

THE **BUYER** IS RESPONSIBLE FOR THE COST OF IMPORTING THE GOODS AND TAKES RESPONSIBILITY ONCE THE GOODS ARE UNLOADED AT THE TERMINAL.



# delivered at place (dap)

THE **SELLER** PAYS FOR THE TRANSPORTATION TO THE **BUYER'S** DOOR,  
WHILE THE **BUYER** PAYS THE COST OF IMPORTING THE GOODS (CUSTOMS  
CLEARANCE, ISF, DUTIES AND TAXES).

THE **SELLER** MAINTAINS RESPONSIBILITY OF THE GOODS UNTIL THEY  
ARE UNLOADED AT THE **BUYER'S** DOOR.





# delivered duty paid (ddp)

THE **SELLER** IS RESPONSIBLE FOR DELIVERING THE GOODS TO A NAMED DESTINATION IN THE **BUYER'S** COUNTRY OR THE **BUYER'S** DOOR, INCLUDING **ALL** COSTS INVOLVED (TRANSPORTATION, DUTIES, TAXES, ISF, CUSTOMS CLEARANCE AND HANDLING FEES).

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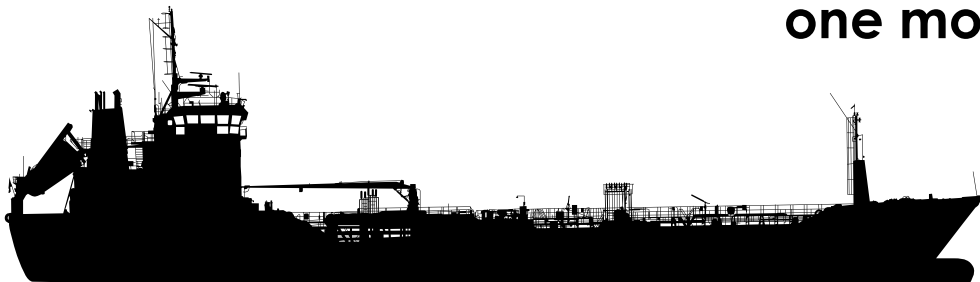


# free alongside ship (sap)

THE **SELLER** DELIVERS THE ITEMS ALONGSIDE THE SHIP AT THE SPECIFIED PORT THEY WILL BE SHIPPED FROM.

THE **SELLER** MUST PREPARE THE ITEMS READY FOR EXPORT, BUT THE **BUYER** IS RESPONSIBLE FOR THE COST AND RISK INVOLVED IN LOADING THEM.

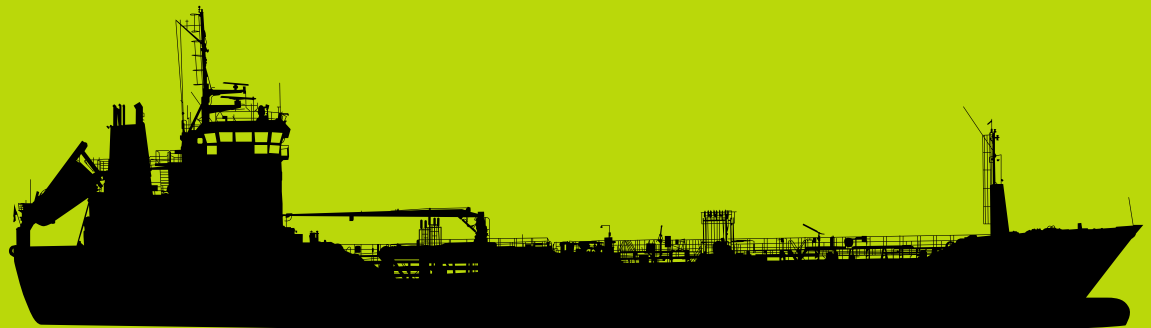
**sap is commonly used for heavy-lift or bulk cargo, but not for goods transported in containers by more than one mode of transport (fca is used).**



# free on board (fob)

THE **SELLER** MUST PREPARE THE GOODS FOR EXPORT AND LOAD THEM ONTO A SPECIFIED VESSEL NOMINATED BY THE **BUYER**.

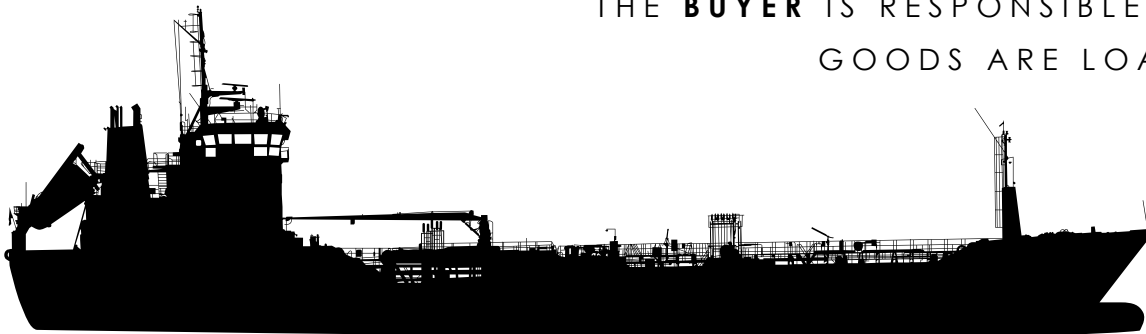
THE RISK PASSES WHEN THE **GOODS** ARE ON BOARD THE VESSEL, AND THE **BUYER** BEARS ALL COSTS FROM THAT MOMENT FORWARD.



# cost & freight (cfr)

THE **SELLER** MUST PAY THE COST OF TRANSPORTING  
THE GOODS TO A SPECIFIED PORT.

THE **BUYER** IS RESPONSIBLE FOR RISKS WHEN THE  
GOODS ARE LOADED ONTO THE SHIP.



# cost insurance & freight (cif)

THE **SELLER** MUST PAY THE COST OF TRANSPORTING THE GOODS TO A SPECIFIED PORT. **THEY ALSO PAY FOR INSURANCE.**

THE **BUYER** IS RESPONSIBLE FOR RISKS WHEN THE GOODS ARE LOADED ONTO THE SHIP.



**BOTTOM LINE,**

**we speak freight.**



**GREEN WORLDWIDE SHIPPING**  
IS A TECHNOLOGY-FORWARD  
PROVIDER OF INTERNATIONAL  
SUPPLY CHAIN SERVICES.

EMPOWERING OUR FREIGHT  
EXPERTS TO POWER YOUR FREIGHT.

PRIVATELY-OWNED,  
TO BE EFFECTIVELY MANAGED.



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