

## APPENDIX C

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### **Incoterms – 13 Terms**

EXW - Ex Works (named place)

FCA – Free Carrier (named place)

FAS – Free Alongside Ship (named place)

FOB – Free On Board (named port of shipment)

CFR – Cost and Freight (named port of destination)

CIF – Cost, Insurance and Freight (named port of destination)

CPT – Carriage Paid To (named place of destination)

CIP – Carriage and Insurance Paid To (named place of destination)

DAF – Delivered at Frontier (named place)

DES – Delivered Ex Ship (named port of destination)

DEQ – Delivered Ex Quay (named port of destination)

DDU – Delivered Duty Unpaid (named place of destination)

DDP – Delivered Duty Paid (named place of destination)

### **4 General Groups of Terms**

“E” term: seller’s obligation (& control of shipment) is at its minimum

“F” terms: require the seller to deliver the goods for carriage as instructed by the buyer

“C” terms: require the seller to contract carriage on usual terms at his own expense

“D” terms: seller’s obligation & control at its maximum