

INCOTERMS

EXW (*EX Works*) - The goods are placed at the disposal of the buyer on the seller's premises or another named place (factory, warehouse, etc.), without being ready for export or loaded on any collecting vehicle.

FCA (*Free Carrier*) - The seller completes his obligations when delivering the goods ready for export, to the carrier's care indicated by the buyer, in international designated place.

FAS (*Free Alongside Ship*) - The seller completes his obligations at the time that he puts the goods ready for export, beside the carrier at the port of shipment called (at the pier or vessels used for loading).

FOB (*Free on Board*) - The seller has completed his obligations when implementing the ship's goods at the port of shipment indicated and, from that moment, the buyer assumes all responsibilities for losses and damages;

CFR (*Costs and Freight*) - The seller is responsible for the payment of the costs required to put the goods on board the ship, for the freight payment until the designated port of destination and dispatch for exportation.

CIF (*Costs Insurance and Freight*) - The seller is responsible for the payment of the costs required to put the goods on board of the ship along with the main transport insurance premium until the designated port of destination and the export order.

CPT (*Carriage Paid To*) - The seller hires and pays the freight to take the goods to the place of designated destination, being responsible for dispatching the goods for export. From the moment that the goods are delivered to the custody of the carrier, the risks for loss or damage shall be transferred to the buyer, as well as possible additional costs they might incur.

CIP (*Carriage and Insurance Paid*) - The seller's responsibilities are the same as those described in CPT, plus the hiring and payment of insurance up to the destination.

DAP (*Delivered At Place*) - The seller's responsibility consists in placing the goods at the disposal of the buyer, ready to be discharged, not dealing with the formalities for import in the designated destination terminal, or elsewhere, assuming costs and combined risks inherent in the carriage to their destination.

DAT (*Delivered at Terminal*) - The seller ends his responsibility when he places the goods at the disposal of the buyer, not dealing with the formalities for import at the terminal of the designated destination, assuming the costs and risks of transport to the port of destination and with the unloading of the goods.

DDP (*Delivered Duty Paid*) - Is is the Incoterm which establishes major degree of commitment to the seller, to the extent that he assumes all risks and costs related to the transportation and delivery of the goods at the place of designated destination. The seller delivers the goods to the buyer, handling import formalities, at the place of the designated destination.