

▶ Easy reference guide to International Incoterms

	FAS	FOB	CFR	CIF	EXW	FCA
	Free alongside ship	Free on board	Cost & freight	Cost, insurance & freight	Ex works	Free carrier
Packing costs	Seller	Seller	Seller	Seller	Seller	Seller
Export documentation	Seller	Seller	Seller	Seller	Seller	Seller
load & deliver to place of shipment	Seller	Seller	Seller	Seller	Buyer	Seller
Export customs clearance	Seller	Seller	Seller	Seller	Buyer	Buyer
contract of carriage and freight	Buyer	Buyer	Seller	Seller	Buyer	Buyer
Transport document (BL)	Buyer	Buyer	Seller	Seller	Buyer	Buyer
contract of insurance	Buyer	Buyer	Buyer	Seller	Buyer	Buyer
loading charges (wharf/airport)	Buyer	Buyer	Seller	Seller	Buyer	Buyer
freight	Buyer	Buyer	Seller	Seller	Buyer	Buyer
unloading charges (wharf/airport)	Buyer	Buyer	Seller	Seller	Buyer	Buyer
Deliver at & risk transfer	alongside ship departure	loaded on board	named destination port	named destination port	Sellers premises (not loaded)	First carrier (not unloaded)
Import customs & clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
Import duties and taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
Delivery to destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer

	CPT	CIP	DAT	DAP	DDP
	carriage paid to	carriage & insurance paid to	Delivered at terminal	delivered at place	Delivered duty paid
Packing costs	Seller	seller	seller	seller	seller
Export documentation	seller	seller	seller	seller	seller
load & deliver to place of shipment	seller	seller	seller	seller	seller
Export customs clearance	seller	seller	seller	seller	seller
contract of carriage and freight	seller	seller	seller	seller	seller
Transport document (BL)	seller	seller	seller	seller	seller
contract of insurance	buyer	seller	seller	seller	seller
loading charges (wharf/airport)	seller	seller	seller	seller	seller
freight	seller	seller	seller	seller	seller
unloading charges (wharf/airport)	seller	seller	seller	seller	seller
Deliver at & risk transfer	first carrier	first carrier	named terminal (unloaded)	named place (not unloaded)	named place (not unloaded)
Import customs & clearance	buyer	buyer	buyer	buyer	seller
Import duties and taxes	buyer	buyer	buyer	buyer	seller
Delivery to destination		buyer	seller	seller	seller

A guide to be used in conjunction with International Chamber of Commerce Incoterms

	EXW	FCA	CPT	CIP	DAT	DAP	DDP
	ex works	Free carrier	carriage paid to	Carriage & Insurance Paid to	Delivery at terminal	Delivery at place	Delivery Duty Paid
Packing costs	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export documentation	Seller	Seller	Seller	Seller	Seller	Seller	Seller
loading & delivery to place of shipment	Buyer	Seller	Seller	Seller	Seller	Seller	Seller
Export customs clearance	Buyer	Seller	Seller	Seller	Seller	Seller	Seller
contract of carriage and freight	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Transport document (BL)	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
contract of insurance	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller
loading charges (wharf/airport)	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
freight	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
unloading charges (wharf/airport)	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller
Import customs & clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Import duties and taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Delivery to destination	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller

Incoterms are a set of acronyms and terms following international rules for standard trade terms as established by the International Chamber of Commerce in order to avoid confusion

Commonly used 'Incoterms'

BAF – bunker adjustment factor that adjust freight to reflect current fuel costs

B/L – Bill of lading acts as a receipt for the cargo and contains terms of carriage and is a document of title to the goods

CAF – currency adjustment factor. Adjusts freight to reflect fluctuations according to shipping company rates

CFR - Cost and freight

CFS container freight station

CIF - Cost, insurance and freight

CIP - Carriage and insurance paid to

CNEE – consignee (the party to whom a consignment is despatched)

CNOR – Consignor (the sender of the goods)

COD – full payment of goods on delivery

CPT - Carriage paid to

CY – Container yard

DAF - Delivered at frontier

DAFF – dept of agriculture, fisheries and forestry

DDP - Delivered duty paid

DDU - Delivered duty unpaid

DEQ - Delivery ex quay

DES - Delivery ex ship

D/O – Delivery Order document authorising a third party to take delivery of goods on surrender of the original Bill of Lading

ETA – Estimated time of ship's arrival

ETD – Estimated time of ships departure

EXW - Ex works

FAK – Freight all kinds (mixed shipments for different consignees)

FAS - Free alongside ship

FCA - Free carrier

FCL – full container load

FCX – full container shipments for one consignee from multiple suppliers

FOB - Free on board Vessel

GST – Goods & services tax (10% of the CIF amount plus duty)

HLB – House Bill of Lading. Issued by a freight forwarder covering a single shipment containing details and specifics of the goods shipped

L/C – letter of credit documenting terms of credit transactions

LCL – less than container load

L/I – letter of indemnity if an original bill of lading becomes delayed or lost, allows delivery of goods to take place

PSC – port service charge

RO/RO – roll on roll off. Vessel whereby goods can be driven on and off

SOB – Shipped on board and endorsement on Bill of Lading confirming the goods have been loaded on board

TEU-Twenty foot equivalent unit ie 1x20ft = 1 TEU

THC – terminal handling charge

Packing List – document required by buyer and customs indicating contents of each package being shipped

Packing Declaration – required by DAFF stating how shipment has been packed regarding timber, straw and bark

Routing order – document given to a supplier to instruct which logistics agent cargo is

to be routed through in country of origin

REEFER – refrigerated container

Shipper – the person that tenders the goods for carriage (supplier)

Short Shipped – goods not carried on the intended vessel

Slot – the space on a vessel occupied by a container.

Time slot – time booked to deliver a container to the wharf

Tare Weight – weight of the empty container

Tariff – the terms, conditions and scale of charges for carriage

Demurrage – charge incurred for cargo containers or trailers detained for longer than provided for in the tariff

Freight – the cost of the carriage of goods

Transship – when cargo is discharged from one ship to another in order to reach a port of no direct service or as a cheaper option to the direct service

Waybill – A bill of lading that acts as a receipt for the goods and evidence of the contract for carriage but is not a document. Under a waybill delivery can take place to a nominated consignee upon proof of identity. It is a personal contract between the shipper and carrier only

Please find the above as a general guide only

For more information on any Customs and Border Protection matter, contact the Customs Information and Support Centre on 1300 363 263 or browse the website www.customs.gov.au

