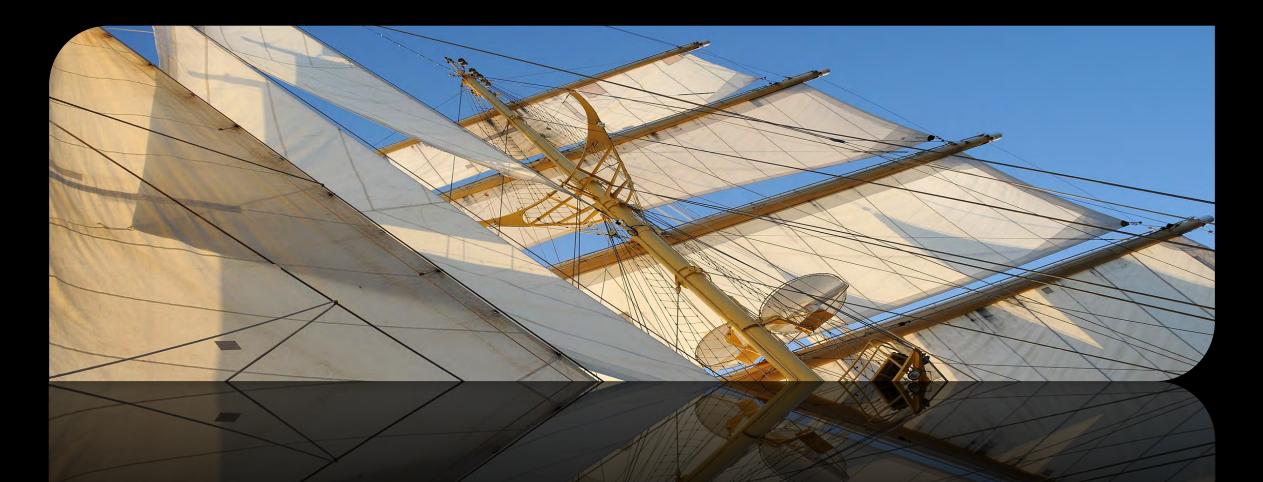
SESSION 7:

INCOTERMS 2020*

INTERNATIONAL COMMERCIAL SHIPPING TERMS



Export-U.com is operated by the Georgia District Export Council and the US Export Assistance Center, in Atlanta. Photo: shutterstock_1164679735.jpg-downloaded-6-11-19.

* 2020 Incoterms are the most current.

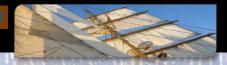


Bin

Session 7: INCOTERMS 2020

MOHY/A Incoterms?





SESSION 7: INCOTERMS 2020

Incoterms Clarify

Shipping Responsibilities



WHO HANDLES?

- Transportation
 - Customs
 - Insurance

• Costs

Risks



Utroget

TELEPHONE

BONNET

(hood)

Session 7: INCOTERMS 2020

HOOD (convertible top)

BOOT (trunk)

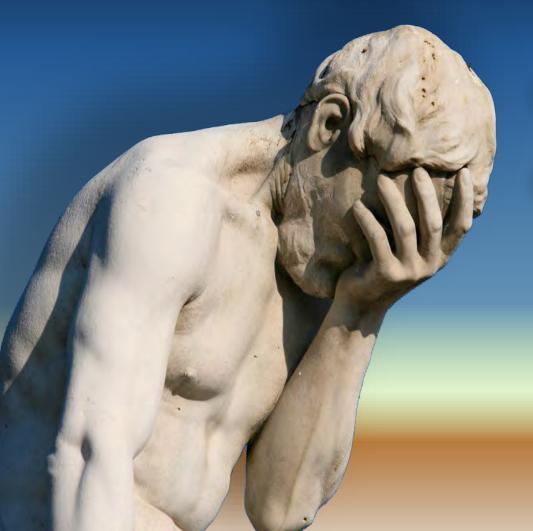
MISCOMMUNICATION



use for all quotes, invoices, shipping documents



INCOTERMS DON'T



Define the ownership transfer point
Help if your customer:

won't pay or
breaks the sales contract*

* (except when passing risks or costs as defined by Incoterms)



1. WORKS

(factory or warehouse)

SHIPPING STEPS

2. INLAND

CARRIER

3. INTERNATIONAL

4. CUSTOMS

5. DELIVERY

公日

57



LEVEL

Session 7: INCOTERMS 2020

MAX

OW SHARED MAX 1 1/2////MAX 3/

INCOTERMS RISK

LOW

1. Low Risk

THE IS

Customer picks-up the goods (EXW)

F

2. Shared Risk

You hand-off shipping responsibility (FCA, CPT, CIP, FAS, FOB, CFR, CIF)







INCOTERMS SOUP:

EXW, FCA, CPT, CTP, FAS, FCA, CPT, CTP, FAS, CFR, CFR, CFF, DAR, DPU, DPU



LOW RISK INCOTERM (Ex Works)



1. Low Risk



Your

Stuff



Customer Picks Up Your Stuff

Your Business (Your "Works")



SH

Session 7: INCOTERMS 2020

ARED RISK INCOTERMS



2. Shared Risk

FREE CARRIER AT (FCA)

You're Done!

You Hand-off to Carrier



2. Shared Risk

CARRIAGE PAID TO (CPT)

You Pay <u>Shipping</u> to a Specified Place

2. Shared Risk

Session 7: INCOTERMS 2020





PLACE



2. Shared Risk

FREE ÅLONGSIDE SHIP (FAS)





2. Shared Risk

Ocean Only

FREE ONBOARD (FOB)

You Pay Shipping and Insurance Onto the Ship



FOB Baltimore



2. Shared Risk

customs

guy

ALL DEPARTURE OF ALL PROPERTY OF ALL PROPERTY

CFR Shanghai

COST & FREIGHT (CFR)

You Pay Shipping to Overseas Port

Ocean Only

00





2. Shared Risk

COST INSURANCE & FREIGHT (CIF)

You Pay Shipping and Insurance to Overseas Port



A per l'Independences a la fina de la della del per della de la dependence para a finalemente de la carda per de la della della

Ocean Only

00

CIF Shanghai

customs

guy



100

The "D" Terms



"Do You Feel Lucky?"





DELIVERED AT PLACE (DAP)

You Pay to Ship and Deliver



1 111 111 111

PLACE

tid a lite , band a , is feld ba feld i felder birthe standid for A

and an an and the state of the state of the second state of

CALIF CONTRACTOR OF A CALIFORNIA OF A CALIFORN

promotive concentration of the Providence of the Providence of the Providence of Antonia and Antonia

3. MAXIMUM Risk

Session 7: INCOTERMS 2020

DELIVERED AT PLACE UNLOADED (DPU)



You Pay to Ship, Deliver and Unload

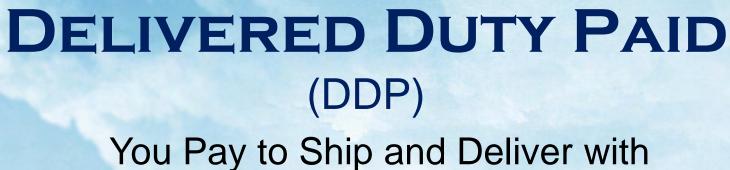




The second s



And Provide an Analysis and a straight and the straight and the straight of the second statement of the product of t



Import Duty Paid

 $\Box \Box$



PLACE



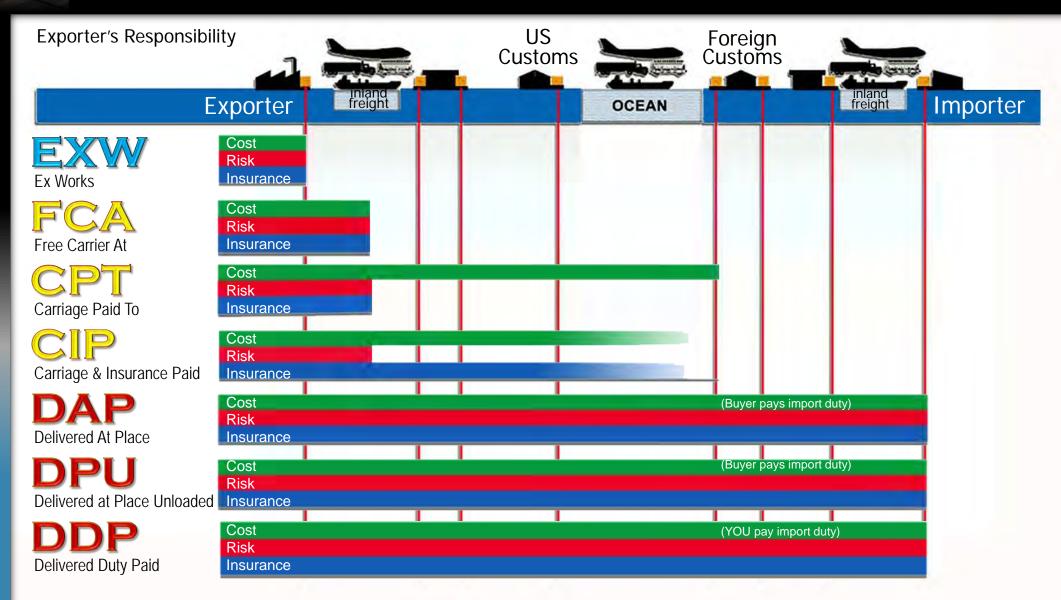
DDP Warning!

Risky where customs officials may be corrupt



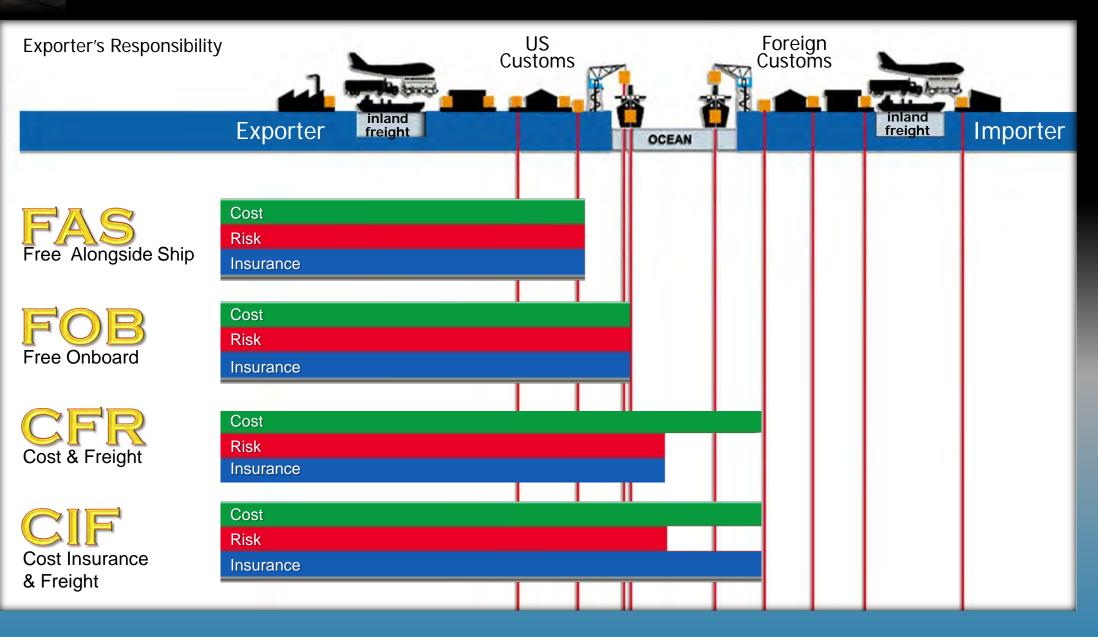
VL - Land der - - Nom H-F







n S





WHICH INCOTERM?

MAINTAIN

EXPERIENCE



THE

RICHT

AN EARLY HAND-OFF (if you can ship there at all)

Photos: 1.Kim Un, All over web; 2. Old Canadian Mountie recruiting poster, all over web; 3. Antique sea captain photo: www.bfi.org.uk





Quiz 7

Quiz - 7 questions

Last modified: Tuesday, March 23, 2021 at 1:45:42 PM

Properties

On passing, 'Finish' button:	Goes to next slide
On failing, 'Finish' button:	Goes to next slide
Allow user to leave quiz:	At any time
User may view slides after quiz:	Any time
Show quiz in menu as:	Multiple Items







THE END

INCOTERMS 2020

