


INCOTERMS® 2020 – ACCOUNTABILITY CHART

	TRANSPORT MODE		SEA/INLAND WATERWAY TRANSPORT				TRANSPORT MODE				
	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAP	DPU	DDP
	Ex Works	Free Carrier	Free Alongside Ship	Free On Board	Cost & Freight	Cost Insurance & Freight	Carriage Paid To	Carriage Insurance Paid To	Delivered at Place	Delivered at Place Unloaded	Delivered Duty Paid
Transfer of Risk	At Buyer's Disposal	On Buyer's Transport	Alongside Ship	On Board Vessel	On Board Vessel	On Board Vessel	At Carrier	At Carrier	At Named Place	At Named Place Unloaded	At Named Place
Charges and Fees											
Packaging	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Delivery to Port/ Place	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Duty, Taxes & Security Clearance	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading on Carriage	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Carriage Charges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Insurance						Seller		Seller			
Destination Terminal Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Seller
Import Duty, Taxes & Security Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller

“Incoterms[®]” is an acronym standing for international commercial terms. “Incoterms[®]” is a trademark of International Chamber of Commerce, registered in several countries.

Eastern Region

Charleston

Roy Beagle
roy.beagle@ol-usa.com

Charlotte

Michelle Mierswa
Michelle.Mierswa@ol-usa.com

Exeter

Katie Painter
Katie.Painter@ol-usa.com

New Jersey

Giancarlo Jaramillo
Giancarlo.Jaramillo@ol-usa.com

New York

Alan Baer
Alan.baer@ol-usa.com

Norfolk

Kim Tuthill
Kim.Tuthill@ol-usa.com

Central & Western Regions

Chicago I

Carrie Murphy
Carrie.murphy@ol-usa.com

Chicago II

Joanne Chan
Chan.joanne@ol-usa.com

Cleveland

Susan Brockway
Susan.Brockway@ol-usa.com

Los Angeles

Robert Doktorczyk
Robert.Doktorczyk@ol-usa.com

San Francisco

Robert Doktorczyk
Robert.Doktorczyk@ol-usa.com

Please contact your local OL USA office with any questions you may have regarding changes to the 2020 Incoterms.

Glossary of Incoterms

Rules for Sea and Inland Waterway Transport:	
CFR	Cost and Freight: Seller clears the goods for export and delivers them when they are on board the vessel at the port of shipment. Seller bears the cost of freight to the named port of destination. Buyer assumes all risks for the goods from the time the goods have been delivered on board the vessel at the port of shipment.
CIF	Cost, Insurance and Freight: Seller clears the goods for export and delivers them when they are on board the vessel at the port of shipment. Seller bears the cost of freight and insurance to the named port of destination. The seller is required to purchase the minimum level of insurance under Clause C of the Institute Cargo Clauses. <i>This requirement is unchanged from Incoterms 2010.</i> Buyer is responsible for all costs associated with unloading the goods at the named port of destination and clearing goods for import. Risk passes from seller to buyer once the goods are on board the vessel at the port of shipment.
FAS	Free Alongside Ship: Seller clears the goods for export and delivers them when they are placed alongside the vessel at the named port of shipment. Buyer assumes all risks/costs for goods from this point forward.
FOB	Free On Board: Seller clears the goods for export and delivers them when they are on board the vessel at the named port of shipment. Buyer assumes all risks and cost for goods from this moment forward.
Rules for Any Mode or Modes of Transportation:	
CIP	Carriage and Insurance Paid To: Seller clears the goods for export and delivers them to the carrier or another person stipulated by the seller at a named place of shipment, at which point risk transfers to the buyer. Seller is responsible for the transportation costs associated with delivering goods and procuring insurance coverage to the named place of destination. The seller is now responsible for purchasing a higher level of insurance coverage - at least 110% of the value of the goods as detailed in Clause A of the Institute Cargo Clauses.
EXW	Ex Works: The seller fulfills its obligations by having the goods available for the buyer to pick up at its premises or another named place (i.e. factory, warehouse, etc.). Buyer bears all risk and costs starting when it picks up the products at the seller's location or other named place until the products are delivered to its location. Seller has no obligation to load the goods or clear them for export.
FCA	Free Carrier: The seller is responsible for either making the goods available at its own premises or at a named place. In either case, the seller is responsible for loading the goods on the buyer's transport and is responsible for delivery to the port and export clearance including security requirements. Risk transfers once the goods are loaded on the buyer's transport. FCA allows the parties to agree in the sales contract that the buyer should instruct its carrier to issue a bill of lading with the on-board notation to the seller.
CPT	Carriage paid to: Seller clears the goods for export and delivers them to the carrier or another person stipulated by the seller at a named place of shipment, at which point risk transfers to the buyer. Seller is responsible for the transportation costs associated with delivering goods to the named place of destination but is not responsible for procuring insurance.
DPU	Delivered at Place Unloaded (Place of Destination, Where Seller Unloads): Previously named Delivered at Terminal (DAT), this incoterm has been renamed Delivered at Place Unloaded (DPU) because the buyer and/or seller may want the delivery of goods to occur somewhere other than a terminal.
DAP	Delivered at Place: Seller clears the goods for export and bears all risks and costs associated with delivering the goods to the named place of destination not unloaded. DAP means the buyer is responsible for all costs and risks associated with unloading the goods and clearing customs to import the goods into the named country of destination.
DDP	Delivered Duty Paid: the seller bears all risks and costs associated with delivering the goods to the named place of destination ready for unloading and cleared for import.