

Chart of Responsibility

.smalltext {font-size: 12px;} When negotiating an international sales contract, both parties need to p

The following chart summarizes the responsibilities of both the buyer and seller for each of the current 1

Note: To see what each term means, please hold your mouse on the term!

S = Seller / B = Buyer

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SERVICES

{tooltip}

EXW

{end-link}

Ex-Works

, name

Origin Term

International Carriage NC

International Carriage F

Warehouse Storage

S

S

S

S

S

S

S

S

S

S

S

S

Warehouse Labor

S

S

S

S

S

S

S

S

S

S

S

S

Export Packing

S

S

S

S

S

S

S

S

S

S

S

S

Chart of Responsibility

Loading Charges	B	S	S	S	S	S	S	S	S	S	S	S	S
Inland Freight	B	B/S*	S	S	S	S	S	S	S	S	S	S	S
Terminal Charges	B	B	S	S	S	S	S	S	S	S	S	S	S
Forwarder's Fees	B	B	B	B	S	S	S	S	S	S	S	S	S
Loading On Vessel	B	B	B	S	S	S	S	S	S	S	S	S	S
Ocean/Air Freight	B	B	B	B	S	S	S	S	S	S	S	S	S
Charges On Arrival At Destination	B	B	B	B	B	B	S	S	B	B	S	S	S
Duty, Taxes & Customs Clearance	B	B	B	B	B	B	B	B	B	B	B	B	B
Delivery To Destination	B	B	B	B	B	B	B	B	B	B	B	B	S