

Tailieuxnk.com

The Best Incoterm  
For International Transport  
**BUYER vs. SELLER**

Any international sales process always has two involved parties, buyer and seller, each with their own interests. Contract negotiations often include the conditions for international shipping of the transaction of goods, which includes the Incoterm which carries out the operation.

The following will give you an overview of the best Incoterms depending on whether you are the buyer or the seller.

# INCOTERMS FOR SELLERS

A decorative graphic consisting of several light blue squares of varying sizes and positions, arranged in a pattern that suggests a staircase or a grid, located in the bottom right corner of the slide.

# CFR-CIF or CPT-CIP

- 😊 Added value to the sale
- 😊 Cost control up to the destination port
- 😊 Potential cost savings

## DAP or DDP

- ☹️ The responsibility lies with the exporter throughout transport
- ☹️ Complex because it requires knowledge of the country, restrictions, time zone differences, etc.
- 😊 Only recommended for stable and safe countries with sufficient infrastructure and experience with imports, such as the USA. The shipping agent should have a dependency or direct control in the country of destination

## FOB-FCA

- ☹️ Low cost control because your client will choose the shipping line which creates uncertainty
- ☹️ Responsibility of the exporter up to the port of origin

## EXW

- ☹️ Exporter or seller prepares the goods for loading on their premises
- ☹️ This Incoterm leaves you with no responsibility in terms of international shipping, but there is ambiguity around the loading accountability
- ☹️ Less competitive

# INCOTERMS FOR BUYERS

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## FOB-FCA

- 😊 Greater flexibility and savings regarding shipping routes and times, prices, etc.
- 😊 Your responsibilities as an importer do not involve transportation formalities in the country of origin
- 😊 You are in charge of shipping cargo and therefore have to deal with costs on arrival
- 😊 You have greater cost control

## EXW

- ☹️ Complex because it requires knowledge of the country, restrictions, time zone differences, etc.
- 😊 Only recommended for stable and safe countries with sufficient infrastructure and experience with imports, such as the USA. The shipping agent should have a dependency or direct control in the country of destination

## CFR-CIF or CPT-CIP

- ☹️ The supplier controls the shipping and you will have to bear the BL-related costs
- ☹️ If the BL is not nominated to you or your agent, you may have to pay a fee for signing over the bill and ownership. Although transportation costs seemed economical, this Incoterm can end up being expensive

## DAP or DDP

- ☹️ This Incoterm excludes you from all transport-related responsibility
- ☹️ You are in charge of unloading the shipment and in the case of DAP you also have to deal with customs and taxes
- ☹️ The product cost increases with rising transportation costs, but you have no bargaining power because you won't bear responsibility



iContainers is a digital platform that's fueling the future of freight services, on a mission to make the international trade industry more transparent and turnkey. Its platform allows users to browse freight services, shipping rates, and scheduling times, with an option for door-to-door pickup – so that businesses can save time, money and improve on their bottom line.

iContainers serves more than 250,000 ocean trade routes to more than 300 sites in the US, Europe, Asia, Australia, Latin America, and Africa. Founded in 2007 by Iván Tintore and Carlos Hernández, iContainers is headquartered in Miami with offices in Barcelona and India.

Learn more about iContainers at

[www.icontainers.com](http://www.icontainers.com)

The logo icon consists of a grid of white squares of varying sizes, arranged in a pattern that suggests a stack of containers or a grid layout.

# iContainers