



INCOTERMS	SELLER	FIRST CARRIER	ALONGSIDE SHIP	ON BOARD	ARRIVAL	ALONGSIDE SHIP	DESTINATION PLACE	BUYER WAREHOUSE
EX WORKS	EXW	[Red bar]						
FREE CARRIER	FCA	[Blue bar]	[Red bar]	[Red bar]				
FREE ALONGSIDE SHIP	FAS	[Blue bar]	[Red bar]	[Red bar]				
FREE ON BOARD	FOB	[Blue bar]	[Red bar]	[Red bar]	[Red bar]			
COST AND FREIGHT	CFR	[Blue bar]	[Red bar]	[Red bar]	[Red bar]			
COST, INSURANCE AND FREIGHT	CIF	[Blue bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]
CARRIAGE PAID TO	CPT	[Blue bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]
CARRIAGE AND INSURANCE PAID TO	CIP	[Blue bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]
DELIVERED AT PLACE UNLOADED	DPU	[Blue bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]
DELIVERED AT PLACE	DAP	[Blue bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]
DELIVERED DUTY PAID	DDP	[Blue bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]	[Red bar]

HEADQUARTER
Via Piedimonte, 46
23868 VALMADRERA (LC)
Tel. +39 0341 19111
Fax +39 0341 582686

MILAN OFFICE
Via Gorizia, 1/C
20096 PIOLTELLO (MI)
Tel. +39 02 86882286

TREVISO OFFICE
Via G. Galilei, 20 int. 13
31057 SILEA (TV)
Tel. +39 0422 360562

VICENZA OFFICE
Via Monte Novegno, 7
36061 BASSANO DEL GRAPPA (VI)
Tel. +39 0424 382796

CONTACTS:
www.ferfreight.com
info@ferfreight.com

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- SELLER'S OBLIGATION
- BUYER'S OBLIGATION
- ⚠ RISK TRANSFER POINTS