

## International Incoterms

Int'l Rep wants:	CAPS Selection					Insurance	Does GFC bill customer for freight?
	Incoterm	Drop Point	Named Country	Named City	Freight		
GFC to deliver to destination port (Ocean)	CIF	Destination Port	Customer Country	City of Port	Prepaid	Greenheck purchased insurance to cover buyers risk – minimal coverage	Yes
GFC to deliver to destination port/airport/place	CPT	Destination Port/Airport/place	Customer Country	City of Port/Airport	Prepaid	No insurance purchased by Greenheck. Buyer needs to purchase on their own.	Yes
To send in their own Carrier to pick-up from GFC Factory	FCA	Inland Origin	US	GFC FACTORY	Collect – (freight is billed back to ship to)	No insurance purchased by Greenheck. Buyer needs to purchase on their own.	No
To send in their own Carrier to pick-up from GFC Factory	FCA	Inland Origin	US	GFC FACTORY	3rd-Party - (freight is billed back to a separate party)	No insurance purchased by Greenheck. Buyer needs to purchase on their own.	No
GFC to deliver to a US forwarder	FCA	Inland Origin	US	City of US Forwarder	Prepaid	No insurance purchased by Greenheck. Buyer needs to purchase on their own.	Yes