



## INTERNATIONAL INCO TERMS

INCO terms play a vital role in our shipping options. It determines the responsibility of each party. Our company has been using EXW terms for a very long time on international shipments, and it really is not a good term for us to use. It makes us the responsible party for export clearance in whatever country it's coming from. That is not a responsibility we should be taking on. We don't know the governing laws in other countries, and what is and isn't required. While most of our suppliers with that term do take care of it, they are not required to. The term FCA supplier location would be the same thing but would require the supplier to actually be responsible for the export clearance. For us as a company to have the best shipping options, I recommend the below. If below will just not work for a supplier then drop back to FCA supplier location please.

Preferred INCO Terms		
Region	Full Container Loads	Less than container Loads
Asia	FOB Port	FCA Supplier Location
Europe	FOB Port	FCA Supplier Location
LAM	POB Port	FCA Supplier Location

If you have any questions, please feel free to call me.

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