

Incoterms Selector

Logistics & Trade

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This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Recommends the right Incoterms 2020 rule for your transaction with a full responsibility matrix, risk-transfer point, cost split and common mistakes. Use it when negotiating who bears freight, insurance and customs. For a side-by-side matrix of several terms, use the Incoterms Responsibility Matrix; to compare supplier quotes on different terms, use the Quote Comparison Across Incoterms.

Purpose of this tool & output

Describe your trade transaction and we recommend the right Incoterms with a responsibility matrix

How the output is used

Use the recommendation and responsibility matrix to agree who bears freight, insurance and customs before you finalise the deal.

Who should vet it

A freight forwarder or trade lawyer, to confirm the Incoterm fits the mode and deal.

Important cautions

AI-generated guidance. Confirm with your freight forwarder and legal counsel.

Companion documents

- Incoterms Responsibility Matrix
- Risk-Transfer Point Explainer
- Quote Comparison Across Incoterms

This is AI-assisted guidance. Verify with a qualified professional before any binding decision. Fees, authorities and processes vary by state and change over time — confirm with your state authority.