



INCOTERM® 2010 REFERENCE CHARTS

		SELLER/ EXPORTER PREMISES ¹	EXPORT FORMALITIES	NAMED PLACE OF TERMINAL	LOADING PORT OF SHIPMENT	ONBOARD SHIP/RAIL/ PLANE	DISCHARGING PORT OF ARRIVAL	NAMED PLACE OR TERMINAL	IMPORT FORMALITIES	BUYER/ IMPORTER PREMISES
EXW	Cost	D								
	Risk									
FCA	Cost	D ²		D ²						
	Risk									
FAS	Cost				D					
	Risk									
FOB	Cost					D				
	Risk									
CFR	Cost					D				
	Risk									
CIF	Cost					D				
	Risk									
CPT	Cost	D ³								
	Risk									
CIP	Cost	D ³								
	Risk									
DAT	Cost						D			
	Risk									
DAP	Cost							D		
	Risk									
DDP	Cost								D	
	Risk									

KEY: Seller  Buyer 
Cost: the cost of transportation
Risk: the risk of loss of or damage to the goods
Delivery D: where risk passes from seller to buyer

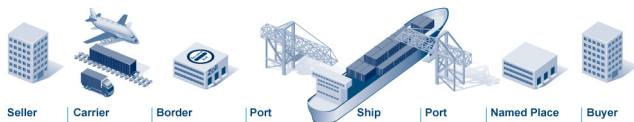
This chart is a general outline of costs and risks. For specific guidance, consult *Incoterms 2010*, published by the International Chamber of Commerce.

Only CIF and CIP place an obligation on anyone to purchase cargo insurance. However, it is usually a good idea for the seller or buyer to purchase insurance to protect against risk.

1. The seller is obligated to assist the buyer with obtaining security related information.

2. For FCA, delivery occurs at Seller Premises or Terminal.

3. Risk passes from seller to buyer when the goods are delivered to the first carrier.



EXW (EX WORKS)



FCA (FREE CARRIER)



CPT (CARRIAGE PAID TO)



CIP (CARRIAGE AND INSURANCE PAID TO)



DAT (DELIVERED AT TERMINAL)

Seller delivers when the goods, once unloaded from the arriving means of transport, are placed at the disposal of the buyer at a named terminal at the named port or place of destination.



DAP (DELIVERED AT PLACE)

Seller delivers when the goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading at the named place of destination.



DDP (DELIVERED DUTY PAID)



FAS (FREE ALONGSIDE SHIP)





FOB (FREE ON BOARD)



CFR (COST AND FREIGHT)



CIF (COST, INSURANCE AND FREIGHT)

 The risk is borne by the seller
 The costs are borne by the seller
 Transport insurance is the responsibility of the seller
 The risk is borne by the buyer
 The costs are borne by the buyer
 Clauses for sea and inland water transport

International Terms and Conditions (INCOTERMS® 2010)

Rules for Sea and Inland Waterway Transport:

FAS - Free Alongside Ship: Risk passes to buyer, including payment of all transportation and insurance costs, once delivered alongside the ship (realistically at named port terminal) by the seller. The export clearance obligation rests with the seller.

FOB - Free On Board: Risk passes to buyer, including payment of all transportation and insurance costs, once delivered on board the ship by the seller. A step further than FAS.

CFR - Cost and Freight: Seller delivers goods and risk passes to buyer when on board the vessel. Seller arranges and pays cost and freight to the named destination port. A step further than FOB.

CIF - Cost, Insurance and Freight: Risk passes to buyer when delivered on board the ship. Seller arranges and pays cost, freight and insurance to destination port. Adds insurance costs to CFR.

Rules for Any Mode or Modes of Transportation:

EXW - Ex Works: Seller delivers (without loading) the goods at disposal of buyer at seller's premises. Long held as the most preferable term for those new-to-export because it represents the minimum liability to the seller. On these routed transactions, the buyer has limited obligation to provide export information to the seller.

FCA - Free Carrier: Seller delivers the goods to the carrier and may be responsible for clearing the goods for export (filing the EEI). More realistic than EXW because it includes loading at pick-up, which is commonly expected, and sellers are more concerned about export violations

CPT - Carriage Paid To: Seller delivers goods to the carrier at an agreed place, shifting risk to the buyer, but seller must pay cost of carriage to the named place of destination.

CIP - Carriage and Insurance Paid To: Seller delivers goods to the carrier at an agreed place, shifting risk to the buyer, but seller pays carriage and insurance to the named place of destination.

DAT - Delivered at Terminal: Seller bears cost, risk and responsibility until goods are unloaded (delivered) at named quay, warehouse, yard, or terminal at destination. Demurrage or detention charges may apply to seller. Seller clears goods for export, not import. DAT replaces DEQ, DES.

DAP - Delivered at Place: Seller bears cost, risk and responsibility for goods until made available to buyer at named place of destination. Seller clears goods for export, not import. DAP replaces DAF, DDU.

DDP - Delivered Duty Paid: Seller bears cost, risk and responsibility for cleared goods at named place of destination at buyers disposal. Buyer is responsible for unloading. Seller is responsible for import clearance, duties and taxes so buyer is not "importer of record".

