

INCOTERMS 2010

■ Costs ■ Risks ■ Insurance

■ All modes of transport

■ Sea and Inland waterways



Incoterm	Costs	Risks	Insurance	Buyer
EXW Ex- Works	Seller			Buyer
	Seller			Buyer
	Seller			Buyer
FCA Free Carrier	Seller			Buyer
	Seller			Buyer
	Seller			Buyer
CPT Carriage Paid to	Seller			Buyer
	Seller			Buyer
	Seller			Buyer
CIP Carriage and Insurance Paid to	Seller			Buyer
	Seller			Buyer
	Seller			Buyer
DAT Delivered at Terminal	Seller			Buyer
	Seller			Buyer
	Seller			Buyer
DAP Delivered at Place	Seller			Buyer
	Seller			Buyer
	Seller			Buyer
DDP Delivered Duty Paid	Seller			Buyer
	Seller			Buyer
	Seller			Buyer
FAS Free Alongside Ship	Seller			Buyer
	Seller			Buyer
	Seller			Buyer
FOB Free On Board	Seller			Buyer
	Seller			Buyer
	Seller			Buyer
CFR Cost and Freight	Seller			Buyer
	Seller			Buyer
	Seller			Buyer
CIF Cost, Insurance and Freight	Seller			Buyer
	Seller			Buyer
	Seller			Buyer



BEFORE YOU BEGIN

It is critical you are familiar with these terms before you import or export any merchandise.



WHEN IN BUSINESS

Avoid misunderstandings and errors by making sure both parties are in accord as to when the loss liability is transferred in each INCOTERM. It is best if you include this in your sales agreement and purchase order.



BE SPECIFIC

When using INCOTERMS, it is necessary to identify which INCOTERM rule is applicable [i.e. FCA, CPT, CIF, etc.], state "INCOTERMS 2010" and specify place or port in the most precise way you can.



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