

# INCOTERMS 2010



	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAT	DAP	DDP
SERVICES	Ex Works	Free Carrier	Free Alongside Ship	Free Onboard Vessel	Cost & Freight	Cost Insurance & Freight	Carriage Paid to	Carriage Insurance Paid to	Delivered at Terminal	Delivered at Place	Delivered Duty Paid
Warehouse Storage	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Warehouse Labor	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Inland Freight	Buyer	Buyer/Seller*	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Forwarder's Fees	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading on Vessel	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Ocean/Air Freight	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Charges on arrival at destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Duty, Taxes & Customs Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller

\*Two FCA Terms: FCA Seller's Premises where the seller is responsible *only* for loading the goods and *not* responsible for inland freight; and FCA Named Place (International Carrier) where the seller is responsible for inland freight.

**EXW - Ex Works:** Title and risk pass to buyer including payment of all transportation and insurance cost from the seller's door. Used for any mode of transportation.

**FCA - Free Carrier:** Title and risk pass to buyer including transportation and insurance cost when the seller delivers goods cleared for export to the carrier. Seller is obligated to load the goods on the Buyer's collecting vehicle.

**FAS - Free Alongside Ship:** Title and risk pass to buyer including payment of all transportation and insurance cost once delivered alongside ship by the seller. Used for sea or inland waterway transportation. The export clearance obligation rests with the seller.

**FOB - Free On Board:** Title and risk pass to buyer including payment of all transportation and insurance cost once delivered on board the ship by the seller. Used for sea or inland waterway transportation.

**CFR - Cost and Freight:** Title, risk and insurance cost pass to buyer when delivered on board the ship by seller who pays the transportation cost to the destination port. Used for sea or inland waterway transportation.

**CIF - Cost, Insurance and Freight:** Title and risk pass to buyer when delivered on board the ship by seller who pays transportation and insurance cost to destination port. Used for sea or inland waterway transportation.

**CPT - Carriage Paid To:** Title, risk and insurance cost pass to buyer when delivered to carrier by seller who pays transportation cost to named destination. Used for any mode of transportation.

**CIP - Carriage and Insurance Paid To:** Title and risk pass to buyer when delivered to carrier by seller who pays transportation and insurance cost to named destination. Used for any mode of transportation.

**DAT - Delivered At Terminal:** Title and risk pass to buyer upon arrival and unloading at a named destination terminal. Seller pays for freight and insurance costs to this point. This term is used for any mode of transportation.

**DAP - Delivered At Place:** Title and risk pass to buyer upon arrival at named place of destination, not unloaded, not cleared. Seller pays for all transportation costs to this named point. This term is used for any mode of transportation.

**DDP - Delivered Duty Paid:** Title and risk pass to buyer when seller delivers goods to named destination point cleared for import. Used for any mode of transportation.