

INCOTERMS® 2010 QUICK REFERENCE CHART

INCOTERMS® 2010	EXW	FCA	CPT	CIP	DAT	DAP	DDP
SERVICES	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays
Export Packing	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper
Marking & Labeling	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper
Block and Brace	1	1	1	1	1	1	1
Export Clearance (License, EEI/AES)	Buyer	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper
Freight Forwarder Documentation Fees	Buyer	Buyer	Shipper	Shipper	Shipper	Shipper	Shipper
Inland Freight to Main Carrier	Buyer	2	Shipper	Shipper	Shipper	Shipper	Shipper
Origin Terminal Charges	Buyer	Buyer	Shipper	Shipper	Shipper	Shipper	Shipper
Vessel Loading Charges	Buyer	Buyer	Shipper	Shipper	Shipper	Shipper	Shipper
Ocean Freight / Air Freight	Buyer	Buyer	Shipper	Shipper	Shipper	Shipper	Shipper
Nominate Export Forwarder	Buyer	Buyer	Shipper	Shipper	Shipper	Shipper	Shipper
Marine Insurance	3	3	3	Shipper	3	3	3
Unload Main Carrier Charges	Buyer	Buyer	4	4	Shipper	Shipper	Shipper
Destination Terminal Charges	Buyer	Buyer	4	4	4	Shipper	Shipper
Nominate On-Carrier	Buyer	Buyer	5	5	5	5	Shipper
Security Information Requirements	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
Customs Broker Clearance Fees	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Shipper
Duty, Customs Fees, Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Shipper
Delivery to Buyer Destination	Buyer	Buyer	5	5	5	5	Shipper
Delivering Carrier Unloading	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer

Notes:

- 1 – Incoterms® 2010 does not allocate this task to the Buyer or the Seller and therefore it should be addressed in the sales contract
- 2 – FCA Seller’s Facility – Buyer pays inland freight; other FCA qualifiers. Seller arranges and loads pre-carriage carrier and pays inland freight to the “F” delivery place
- 3 – Marine Insurance – The obligation to arrange insurance is only covered under CIP & CIF. Under all other terms it must be addressed in the sales contract
- 4 – Terminal Charges paid by Buyer or Seller depending on Carrier practice to include/exclude in transport charges
- 5 – Delivery to Buyer Destination paid by Seller if through Bill of Lading or door-to-door rate to Buyer’s destination

INCOTERMS® IS A REGISTERED TRADEMARK OF THE INTERNATIONAL CHAMBER OF COMMERCE. THIS DOCUMENT IS NOT INTENDED AS LEGAL ADVICE BUT IS BEING PROVIDED FOR REFERENCE PURPOSES ONLY. USERS SHOULD SEEK SPECIFIC GUIDANCE FROM INCOTERMS® 2010 AVAILABLE THROUGH THE LOCAL CHAMBER OF COMMERCE OR INTERNATIONAL CHAMBER OF COMMERCE AT WWW.ICCBOKS.COM

INCOTERMS® 2010 QUICK REFERENCE CHART

INCOTERMS® 2010	FAS	FOB	CFR	CIF
SERVICES	Who Pays	Who Pays	Who Pays	Who Pays
Export Packing	Shipper	Shipper	Shipper	Shipper
Marking & Labeling	Shipper	Shipper	Shipper	Shipper
Block and Brace	1	1	1	1
Export Clearance (License, EEI/AES)	Shipper	Shipper	Shipper	Shipper
Freight Forwarder Documentation Fees	Buyer	Buyer	Shipper	Shipper
Inland Freight to Main Carrier	Shipper	Shipper	Shipper	Shipper
Origin Terminal Charges	Buyer	Shipper	Shipper	Shipper
Vessel Loading Charges	Buyer	Shipper	Shipper	Shipper
Ocean Freight / Air Freight	Buyer	Buyer	Shipper	Shipper
Nominate Export Forwarder	Buyer	Buyer	Shipper	Shipper
Marine Insurance	3	3	3	Shipper
Unload Main Carrier Charges	Buyer	Buyer	4	4
Destination Terminal Charges	Buyer	Buyer	4	4
Nominate On-Carrier	Buyer	Buyer	Buyer	Buyer
Security Information Requirements	Buyer	Buyer	Buyer	Buyer
Customs Broker Clearance Fees	Buyer	Buyer	Buyer	Buyer
Duty, Customs Fees, Taxes	Buyer	Buyer	Buyer	Buyer
Delivery to Buyer Destination	Buyer	Buyer	Buyer	Buyer
Delivering Carrier Unloading	Buyer	Buyer	Buyer	Buyer

RULES FOR ANY MODE OR MODES OF TRANSPORT

EXW = EX WORKS

FCA = FREE CARRIER

CPT = CARRIAGE PAID TO

CIP = CARRIAGE AND INSURANCE PAID TO

DAT = DELIVERED AT TERMINAL

DAP = DELIVERED AT PLACE

DDP = DELIVERED DUTY PAID

RULES FOR SEA AND INLAND WATERWAY TRANSPORT

FAS = FREE ALONGSIDE SHIP

FOB = FREE ON BOARD

CFR = COST AND FREIGHT

CIF = COST, INSURANCE AND FREIGHT

INCOTERMS® IS A REGISTERED TRADEMARK OF THE INTERNATIONAL CHAMBER OF COMMERCE. **THIS DOCUMENT IS NOT INTENDED AS LEGAL ADVICE BUT IS BEING PROVIDED FOR REFERENCE PURPOSES ONLY.** USERS SHOULD SEEK SPECIFIC GUIDANCE FROM INCOTERMS® 2010 AVAILABLE THROUGH THE LOCAL CHAMBER OF COMMERCE OR INTERNATIONAL CHAMBER OF COMMERCE AT WWW.ICCBKOOKS.COM