



# INCOTERMS<sup>®</sup> 2010 QUICK REFERENCE CHART

## INCOTERMS<sup>®</sup> 2010

	<i>Rules for any mode or modes of transport</i>							<i>Rules for sea and inland waterway transport</i>			
	<b>EXW</b>	<b>FCA</b>	<b>CPT</b>	<b>CIP</b>	<b>DAT</b>	<b>DAP</b>	<b>DDP</b>	<b>FAS</b>	<b>FOB</b>	<b>CFR</b>	<b>CIF</b>
	<b>Ex Works</b>	<b>Free Carrier</b>	<b>Carriage Paid To</b>	<b>Carriage &amp; Insurance Paid To</b>	<b>Delivered at Terminal</b>	<b>Delivered at Place</b>	<b>Delivered Duty Paid</b>	<b>Free Alongside Ship</b>	<b>Free on Board</b>	<b>Cost &amp; Freight</b>	<b>Cost, Insurance &amp; Freight</b>
<b>SERVICES</b>	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>	<i>Who Pays</i>
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Marking & Labeling	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Block and Brace	1	1	1	1	1	1	1	1	1	1	1
Export Clearance (License, EEI/AES)	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Freight Forwarder Documentation Fees	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller
Inland Freight to Main Carrier	Buyer	2	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller
Vessel Loading Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller
Ocean Freight / Air Freight	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller
Nominate Export Forwarder	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller
Marine Insurance	3	3	3	Seller	3	3	3	3	3	3	Seller
Unload Main Carrier Charges	Buyer	Buyer	4	4	Seller	Seller	Seller	Buyer	Buyer	4	4
Destination Terminal Charges	Buyer	Buyer	4	4	4	Seller	Seller	Buyer	Buyer	4	4
Nominate On-Carrier	Buyer	Buyer	5	5	5	5	Seller	Buyer	Buyer	Buyer	Buyer
Security Information Requirements	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
Customs Broker Clearance Fees	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer
Duty, Customs Fees, Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer
Delivery to Buyer Destination	Buyer	Buyer	5	5	5	5	Seller	Buyer	Buyer	Buyer	Buyer
Delivering Carrier Unloading	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer

- Notes:**
- 1 – Incoterms<sup>®</sup> 2010 do not deal with the parties' obligations for stowage within a container and therefore, where relevant, the parties should deal with this 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 – Incoterms<sup>®</sup> 2010 does not obligate the buyer nor must the seller to insure the goods, therefore this issue be addressed elsewhere in the sales contract.
  - 4 – Charges paid by Buyer or Seller depending on contract of carriage.
  - 5 – Charges paid by Seller if through Bill of Lading or door-to-door rate to Buyer's destination