

# INCOTERMS® 2010: TERMS OF SALE\*

International trade terms to describe the rights and liabilities with regard to the sale and transport of goods.

← SELLER'S RESPONSIBILITY

BUYER'S RESPONSIBILITY →

SELLER

BUYER

Incoterms	Transport Modes	Product Cost and Export Boxing	Export Document Formalities	Inland Freight	Consular Work	Terminal Loading Fees	Air or Surface Freight	Unloading from Vessel	Insurance	Inland Freight	Import Duty/GST	Import Broker's Fees
<b>EXW (EX WORKS)</b> NAMED PLACE	<b>ALL MODES</b>	PRODUCT COST AND EXPORT BOXING	EXPORT DOCUMENT FORMALITIES	INLAND FREIGHT	CONSULAR WORK	TERMINAL LOADING FEES	AIR OR SURFACE FREIGHT	UNLOADING FROM VESSEL	INSURANCE (1)	INLAND FREIGHT	IMPORT DUTY/GST	IMPORT BROKER'S FEES
<b>FAS (Free Alongside Ship)</b> NAMED PORT	<b>OCEAN ONLY</b>	PRODUCT COST AND EXPORT BOXING	EXPORT DOCUMENT FORMALITIES	INLAND FREIGHT	CONSULAR WORK (5)	TERMINAL LOADING FEES (2)	OCEAN FREIGHT	UNLOADING FROM VESSEL	INSURANCE (1)	INLAND FREIGHT	IMPORT DUTY/GST	IMPORT BROKER'S FEES
<b>FCA (Free Carrier)</b> NAMED PLACE	<b>ALL MODES</b>	PRODUCT COST AND EXPORT BOXING	EXPORT DOCUMENT FORMALITIES	INLAND FREIGHT	CONSULAR WORK	TERMINAL LOADING FEES (4)	AIR OR SURFACE FREIGHT	UNLOADING FROM VESSEL	INSURANCE (1)	INLAND FREIGHT	IMPORT DUTY/GST	IMPORT BROKER'S FEES
<b>FOB (Free on Board)</b> NAMED PORT	<b>OCEAN ONLY</b>	PRODUCT COST AND EXPORT BOXING	EXPORT DOCUMENT FORMALITIES	INLAND FREIGHT	CONSULAR WORK	TERMINAL LOADING FEES	OCEAN FREIGHT	UNLOADING FROM VESSEL	INSURANCE (1)	INLAND FREIGHT	IMPORT DUTY/GST	IMPORT BROKER'S FEES
<b>CFR (Cost and Freight)</b> NAMED PORT	<b>OCEAN ONLY</b>	PRODUCT COST AND EXPORT BOXING	EXPORT DOCUMENT FORMALITIES	INLAND FREIGHT	CONSULAR WORK	TERMINAL LOADING FEES	OCEAN FREIGHT	UNLOADING FROM VESSEL	INSURANCE (1)	INLAND FREIGHT	IMPORT DUTY/GST	IMPORT BROKER'S FEES
<b>CIF (Cost, Insurance and Freight)</b> NAMED PORT	<b>OCEAN ONLY</b>	PRODUCT COST AND EXPORT BOXING	EXPORT DOCUMENT FORMALITIES	INLAND FREIGHT	CONSULAR WORK	TERMINAL LOADING FEES	OCEAN FREIGHT	UNLOADING FROM VESSEL	INSURANCE <u>REQUIRED</u>	INLAND FREIGHT	IMPORT DUTY/GST	IMPORT BROKER'S FEES
<b>CPT (Carriage Paid To)</b> NAMED PLACE OF DESTINATION	<b>ALL MODES</b>	PRODUCT COST AND EXPORT BOXING	EXPORT DOCUMENT FORMALITIES	INLAND FREIGHT	CONSULAR WORK	TERMINAL LOADING FEES	AIR OR SURFACE FREIGHT	UNLOADING FROM VESSEL (3)	INSURANCE (1)	INLAND FREIGHT (3)	IMPORT DUTY/GST	IMPORT BROKER'S FEES
<b>CIP (Carriage and Insurance Paid To)</b> NAMED PLACE OF DESTINATION	<b>ALL MODES</b>	PRODUCT COST AND EXPORT BOXING	EXPORT DOCUMENT FORMALITIES	INLAND FREIGHT	CONSULAR WORK	TERMINAL LOADING FEES	AIR OR SURFACE FREIGHT	UNLOADING FROM VESSEL (3)	INSURANCE <u>REQUIRED</u>	INLAND FREIGHT (3)	IMPORT DUTY/GST	IMPORT BROKER'S FEES
<b>DAT (Delivered at Terminal)</b> PLACE/PORT	<b>ALL MODES</b>	PRODUCT COST AND EXPORT BOXING	EXPORT DOCUMENT FORMALITIES	DELIVERY CHARGES TO FINAL DESTINATION	CONSULAR WORK	TERMINAL LOADING FEES	AIR OR SURFACE FREIGHT	UNLOADING FROM VESSEL	INSURANCE (1)	INLAND FREIGHT	IMPORT DUTY/GST	IMPORT BROKER'S FEES (1)
<b>DAP (Delivered at Place)</b> PLACE	<b>ALL MODES</b>	PRODUCT COST AND EXPORT BOXING	EXPORT DOCUMENT FORMALITIES	DELIVERY CHARGES TO FINAL DESTINATION	CONSULAR WORK	TERMINAL LOADING FEES	AIR OR SURFACE FREIGHT	UNLOADING FROM VESSEL	INSURANCE (1)	INLAND FREIGHT	IMPORT DUTY/GST	IMPORT BROKER'S FEES (1)
<b>DDP (Delivery Duty Paid)</b> NAMED PLACE OF DESTINATION	<b>ALL MODES</b>	PRODUCT COST AND EXPORT BOXING	EXPORT DOCUMENT FORMALITIES	INLAND FREIGHT	CONSULAR WORK	TERMINAL LOADING FEES	AIR OR SURFACE FREIGHT	UNLOADING FROM VESSEL	INSURANCE (1)	INLAND FREIGHT	IMPORT DUTY/GST	IMPORT BROKER'S FEES (1)

\* Risk does not follow cost

- 1) Negotiated outside of the INCOTERMS. Buyer or seller may have additional "insurable interest" and prudence may indicate purchase of additional coverage.
- 2) Terminal fee goes to seller, vessel loading to buyer.
- 3) Item depends on named place.
- 4) Terminal charge goes to seller if loaded at seller's door, terminal charge goes to buyer if loaded at carrier's terminal.
- 5) Seller assists in obtaining consular work. International Chamber of Commerce (ICC) arbitration is available if noted as part of the contract between the seller and buyer.

Note: This chart is for informational purposes only. UPS Ocean Freight Services, Inc. recommends consulting a trade attorney for all international transactions.

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