

INCOTERMS 2010



Terms	E Terms	F Terms			C Terms				D Terms		
	EXW Ex Works Named place of delivery "any mode"	FCA Free Carrier Named place of delivery "any mode"	FAS Free Along-side Ship Named port of shipment "sea or inland waterway"	FOB Free on Board Named port of shipment "sea or inland waterway"	CFR Cost and Freight Named port of destination "sea or inland water way"	CIF Cost Insurance and Freight Named port of destination "sea or inland waterway"	CPT Carriage Paid To Named place of destination "any mode"	CIP Carriage and Insurance Paid To Named place of destination "any mode"	DAT Delivered at Terminal Named terminal at port or place of destination "any mode"	DAP Delivered at Place Named place of destination "any mode"	DDP Delivered Duty Paid Named place of destination "any mode"
Function	Obligation and Cost										
Warehouse Services	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 at point of origin	*Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Inland Freight	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Port Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Forwarder Fees	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Freight	Buyer	*Buyer	*Buyer	*Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Charges in Foreign Port	Buyer	Buyer	Buyer	Buyer	*Buyer	*Buyer	*Buyer	*Buyer	Seller	Seller	Seller
Customs Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Customs Duties	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Delivery Charges to Final Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	*Buyer	*Seller	*Seller

***Obligation Notes**

- EXW:** Seller's obligation to export pack should be clarified in sales contract. Buyer's obligation to load should be clarified in sales contract.
- "F" TERMS:** Seller not responsible for contract of carriage (main carriage), as such must understand his obligations under same should he choose to allow himself to be shown as shipper thereon.
- "C" TERMS:** Buyer is responsible for charges in foreign port unless the charges in the foreign port represent those included in the contract of carriage.
- "D" TERMS:** Clarify point of delivery as clearly as possible. Any term which requires the seller to deliver to a point at which the buyer will customs clear must realize that any delays (container demurrage/detention/storage) will be charged to the shipper/seller.

General Terms:

- While the official version groups terms as "rules for any mode or modes of transport" and "rules for sea and inland waterways transport", for ease of use we have maintained the original grouping.
- Incoterms are trade terms, not transport terms, and represent a globally accepted contractual standard, Incoterms do not address title transfer, the sale contract should.
- Use of a specific Incoterm is dictated by its identification accordingly i.e. ex works seller's warehouse Montreal Incoterms 2010. New versions are updated and old versions are not.
- Variations to terms can be agreed to between parties but often the need to do so is addressed by a better understanding of the terms.
- The need to insure is only identified in two Incoterms (CIP and CIF), however, in a practical sense seller and buyer should insure their risk to/from Incoterm delivery point.