

# GLOBAL — INCOTERMS

## RULES FOR ANY MODE(S) OF TRANSPORT

The **eight** rules defined by Incoterms 2010 for any mode(s) of transportation are:

### **EXW – EX WORKS (NAMED PLACE OF DELIVERY)**

The seller makes the goods available at its premises. This term places the maximum obligation on the buyer and minimum obligations on the seller. The Ex Works term is often used when making an initial quotation for the sale of goods without any costs included. EXW means that a seller has the goods ready for collection at his premises (works, factory, warehouse, plant) on the date agreed upon. The buyer pays all transportation costs and also bears the risks for bringing the goods to their final destination. The seller doesn't load the goods on collecting vehicles and doesn't clear them for export. If the seller does load the goods, he does so at buyer's risk and cost. If parties wish seller to be responsible for the loading of the goods on departure and to bear the risk and all costs of such loading, this must be made clear by adding explicit wording to this effect in the contract of sale.

### **FCA – FREE CARRIER (NAMED PLACE OF DELIVERY)**

The seller hands over the goods, cleared for export, into the disposal of the first carrier (named by the buyer) at the named place. The seller pays for carriage to the named point of delivery, and risk passes when the goods are handed over to the first carrier.

### **CPT - CARRIAGE PAID TO (NAMED PLACE OF DESTINATION)**

The seller pays for carriage. Risk transfers to buyer upon handing goods over to the first carrier.

### **CIP – CARRIAGE AND INSURANCE PAID TO (NAMED PLACE OF DESTINATION)**

The containerized transport/multimodal equivalent of CIF. Seller pays for carriage and insurance to the named destination point, but risk passes when the goods are handed over to the first carrier.

### **DAT – DELIVERED AT TERMINAL (NAMED TERMINAL AT PORT OR PLACE OF DESTINATION)**

Seller pays for carriage to the terminal, except for costs related to import clearance, and assumes all risks up to the point that the goods are unloaded at the terminal.

### **DAP – DELIVERED AT PLACE (NAMED PLACE OF DESTINATION)**

Seller pays for carriage to the named place, except for costs related to import clearance, and assumes all risks prior to the point that the goods are ready for unloading by the buyer.

### **DDU – DELIVERED DUTY UNPAID (NAMED PLACE OF DESTINATION)**

Replaced by DAP. Seller is responsible for making the goods available to the buyer at a named place of destination but not cleared for import. The seller is also responsible for all the

costs involved to deliver the goods to the named place of destination. The seller's risk also does not end until it reaches the named place of destination.

### **DDP – DELIVERED DUTY PAID (NAMED PLACE OF DESTINATION)**

Seller is responsible for delivering the goods to the named place in the country of the buyer, and pays all costs in bringing the goods to the destination including import duties and taxes. This term places the maximum obligations on the seller and minimum obligations on the buyer.

## **RULES FOR SEA AND INLAND WATERWAY TRANSPORT**

The **four** rules defined by Incoterms 2010 for international trade where transportation is entirely conducted by water are:

### **FAS – FREE ALONGSIDE SHIP (NAMED PORT OF SHIPMENT)**

The seller must place the goods alongside the ship at the named port. The seller must clear the goods for export. Suitable only for maritime transport but NOT for multimodal sea transport in containers (see Incoterms 2010, ICC publication 715). This term is typically used for heavy-lift or bulk cargo.

### **FOB – FREE ON BOARD (NAMED PORT OF SHIPMENT)**

The seller must load the goods on board the vessel nominated by the buyer. Cost and risk are divided when the goods are actually on board of the vessel (this rule is new!). The seller must clear the goods for export. The term is applicable for maritime and inland waterway transport only but NOT for multimodal sea transport in containers (see Incoterms 2010, ICC publication 715). The buyer must instruct the seller on the details of the vessel and the port where the goods are to be loaded, and there is no reference to, or provision for, the use of a carrier or forwarder. This term has been greatly misused over the last three decades ever since Incoterms 1980 explained that FCA should be used for container shipments.

### **CFR – COST AND FREIGHT (NAMED PORT OF DESTINATION)**

Seller must pay the costs and freight to bring the goods to the port of destination. However, risk is transferred to the buyer once the goods are loaded on the vessel (this rule is new!). Maritime transport only and Insurance for the goods is NOT included. This term is formerly known as CNF (C&F).

### **CIF – COST, INSURANCE AND FREIGHT (NAMED PORT OF DESTINATION)**

Exactly the same as CFR except that the seller must, in addition, procure and pay for the insurance. Maritime transport only.