

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

EXW (EX WORKS) NAMED PLACE	TRANSPORT ALL MODES	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
FAS (Free Alongside Ship) NAMED PORT	OCEAN ONLY	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
FCA (Free Carrier) NAMED PLACE	ALL MODES	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
FOB (Free on Board) NAMED PORT	OCEAN ONLY	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
CFR (Cost and Freight) NAMED PORT	OCEAN ONLY	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
CIF (Cost, Insurance and Freight) NAMED PORT	OCEAN ONLY	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
CPT (Carriage Paid To) NAMED PLACE OF DESTINATION	ALL MODES	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
CIP (Carriage and Insurance Paid To) NAMED PLACE OF DESTINATION	ALL MODES	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
DAT (Delivered at Terminal) PLACE/PORT	ALL MODES	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)
DAP (Delivered at Place) PLACE	ALL MODES	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)
DDP (Delivery Duty Paid) NAMED PLACE OF DESTINATION	ALL MODES	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)



WE ♥ LOGISTICS™

* 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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