

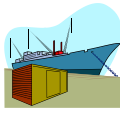







INCO Terms 2010

Incoterms are terms of shipment and delivery created by the International Chamber of Commerce (ICC) for use in sales contracts. They provide an accepted definition of responsibilities of Buyer and Seller and define allocation of delivery costs and risks. We would advise always specifying INCO terms in the sales contract to avoid any confusion or unexpected costs.

								
	Seller	Carrier	Port	Ship	Port	Terminal	Named Place	Buyer
EXW (Ex Works)	[Green bar from Seller to Buyer]							
FCA (Free Carrier)	[Green bar from Seller to Carrier]							
CPT (Carriage Paid To)	[Green bar from Seller to Terminal]							
CIP (Carriage and Insurance Paid To)	[Green bar from Seller to Terminal]							
DAT (Delivered at Terminal)	[Green bar from Seller to Terminal]							
DAP (Delivered at Place)	[Green bar from Seller to Named Place]							
DDP (Delivered Duty Paid)	[Green bar from Seller to Buyer]							
FAS (Free Alongside Ship)	[Green bar from Seller to Ship]							
FOB (Free On Board)	[Green bar from Seller to Ship]							
CFR (Cost and Freight)	[Green bar from Seller to Ship]							
CIF (Cost, Insurance and Freight)	[Green bar from Seller to Ship]							

All transport types	 Seller bears cost	 Seller bears risk	 Seller must take out insurance on buyer's behalf
Sea & Inland water transport	 Buyer bears cost	 Buyer bears risk	