



# Incoterms® 2010

# Quick Reference Chart

SERVICES ↓	Rules for any modes of transport							Rules for Sea and inland waterway transport			
	EXW <i>Ex Works</i>	FCA <i>Free Carrier</i>	CPT <i>Carriage Paid To</i>	CIP <i>Carriage Insurance Paid To</i>	DAT <i>Delivered At Terminal</i>	DAP <i>Delivered At Place</i>	DDP <i>Delivered Duty Paid</i>	FAS <i>Free Alongside Ship</i>	FOB <i>Free On Board</i>	CFR <i>Cost &amp; Freight</i>	CIF <i>Cost Insurance &amp; Freight</i>
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Marking & Labeling	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Block & Brace	1	1	1	1	1	1	1	1	1	1	1
Export clearance (License, EEI/AES)	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Forwarder's Documentation fees	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller
Inland Freight to Main Carrier	Buyer	2	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller
Vessel Loading Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Seller	Seller
Ocean/Air Freight	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller
Nominate Export Forwarder	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Seller	Seller
Marine Insurance	3	3	3	Seller	3	3	3	3	3	3	Seller
Unload Main Carrier Charges	Buyer	Buyer	4	4	Seller	Seller	Seller	Buyer	Buyer	4	4
Destination Terminal Charges	Buyer	Buyer	4	4	4	Seller	Seller	Buyer	Buyer	4	4
Nominate On-carrier	Buyer	Buyer	5	5	5	5	Seller	Buyer	Buyer	Buyer	Buyer
Security Information Requirements	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
Customs Broker Clearance fees	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer	Buyer
Duty, Customs Fees, Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Buyer	Buyer	Buyer	Buyer
Delivery to Buyer Destination	Buyer	Buyer	5	5	5	5	Seller	Buyer	Buyer	Buyer	Buyer
Delivering Carrier Unloading	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer

Notes:

- Incoterms® 2010 do not deal with parties' obligations for stowage within a container and therefore, where relevant, the parties should deal with this in the sales contract.
- FCA Seller's facility: Buyer pays inland freight, other FCA qualifiers. Seller arranges and loads pre-carriage carrier and pays inland freight to the "F" delivery place.
- Incoterms® 2010 does not obligate the Buyer or the Seller to insure the goods, therefore this issue be addressed elsewhere in the sales contract.
- Charges paid to the Buyer or Seller depending on the contract of carriage.
- Charges paid by Seller if thorough Bill of lading or door-to-door rate to Buyer's destination.

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