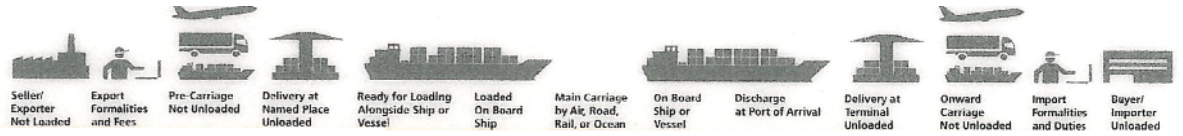


Incoterms 2010 Rules



EXW EX Works (...named place of delivery)	Carriage	Loading and carriage of the goods from the "named place of delivery" are arranged by the BUYER
	Risks	Risk transfers from SELLER to BUYER when the goods are made available to BUYER at SELLER'S "named place of delivery," not loaded
	Costs	Costs transfer from SELLER to BUYER when the goods are made available to BUYER at SELLER'S "named place of delivery," not loaded
FCA Free Carrier (...named place of delivery)	Carriage	Carriage is arranged by the BUYER or by the SELLER on behalf of the BUYER
	Risks	Risk transfers from the SELLER to the BUYER when the goods have been delivered to the CARRIER at the "named place of delivery"
	Costs	Costs transfer from the SELLER to the BUYER when the goods have been delivered to the CARRIER at the "named place of delivery"
CPT Carriage Paid To (...named place of destination)	Carriage	Carriage of the goods to the "named place of destination" is arranged by the SELLER
	Risks	Risk transfers from the SELLER to the BUYER when the goods have been delivered to the (first) CARRIER
	Costs	Costs transfer from the SELLER to the BUYER at the "named place of destination"
CIP Carriage and Insurance Paid to (...named place of destination)	Carriage	Carriage of the goods and insurance to the "named place of destination" are arranged by the SELLER
	Risks	Risk transfers from the SELLER to the BUYER when the goods have been delivered to the (first) CARRIER
	Costs	Costs transfer from the SELLER to the BUYER at the "named place of destination"
DAT Delivered At Terminal (...named terminal at port or place of destination)	Carriage	Carriage of the goods to the "named terminal at port or place of destination," unloaded, is arranged by the SELLER
	Risks	Risk transfers from the SELLER to the BUYER when the goods are made available to the BUYER at the "named terminal at port or place of destination"/unloaded
	Costs	Costs transfer from the SELLER to the BUYER when the goods are made available to the BUYER at the "named terminal at port or place of destination"/unloaded
DAP Delivered At Place (...named place of destination)	Carriage	Carriage of the goods to the "named place of destination," ready for unloading, is arranged by the SELLER
	Risks	Risk transfers from the SELLER to the BUYER when the goods are made available, ready for unloading at the "named place of destination"
	Costs	Costs transfer from the SELLER to the BUYER when the goods are made available, ready for unloading at the "named place of destination"
DDP Delivered Duty Paid (...named place of destination)	Carriage	Carriage of the goods to the "named place of destination," ready for unloading, is arranged by the SELLER
	Risks	Risk transfers from the SELLER to the BUYER when the goods are made available ready for unloading at the "named place of destination"
	Costs	Costs transfer from the SELLER to the BUYER when the goods are made available ready for unloading, cleared for import, at the "named place of destination"
Rules for Shipment by Sea and Inland Waterway Only		
FAS Free Alongside Ship (...named port of shipment)	Carriage	Pre-carriage of the goods is arranged by the SELLER Main carriage of the goods is arranged by the BUYER
	Risks	Risk transfers from the SELLER to the BUYER when the goods have been placed alongside the ship at the "named port of shipment"
	Costs	Costs transfer from the SELLER to the BUYER when the goods have been placed alongside the ship at the "named port of shipment"
FOB Free On Board (...named port of shipment)	Carriage	Pre-carriage of the goods is arranged by the SELLER Main carriage of the goods is arranged by the BUYER
	Risks	Risk transfers from the SELLER to the BUYER when the goods are loaded on board the ship at the "named port of shipment"
	Costs	Costs transfer from the SELLER to the BUYER when the goods are loaded on board the ship at the "named port of shipment"
CFR Cost and Freight (...named port of destination)	Carriage	Carriage of the goods to the "named port of destination" is arranged by the SELLER Onward carriage is arranged by the BUYER
	Risks	Risk transfers from the SELLER to the BUYER when the goods are loaded on board the ship at the "named port of shipment" (not destination)
	Costs	Costs transfer from the SELLER to the BUYER upon delivery of the goods, not unloaded, at the "named port of destination"
CIF Cost, Insurance and Freight (...named port of destination)	Carriage	Carriage of the goods and Insurance to the "named port of destination" is arranged by the SELLER Onward carriage is arranged by the BUYER
	Risks	Risk transfers from the SELLER to the BUYER when the goods are loaded on board the ship at the "named port of shipment" (not destination)
	Costs	Costs transfer from the SELLER to the BUYER upon delivery of the goods, not unloaded, at the "named port of destination"

If you can't see the letters press +/- for Zoom