



INCOTERMS 2010

Responsibility Matrix for Contract of Sale

(Note: This chart is a general guide only. For full definitions see INCOTERMS 2010)

INCOTERMS 2010	EXW	FCA	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAT	DAP	DDP
	Ex-Works	Loaded	Not Unloaded	Free Alongside Ship	Free On Board (Port)	Cost & Freight	Cost, Insurance & Freight	Carriage Paid To	Carriage & Insurance Paid	Delivered At Terminal	Delivered At Place	Delivered Duty Paid
		Free Carrier (Warehouse)	Free Carrier (Port/Airport)									
Any Mode of Transport	Any Mode of Transport	Any Mode of Transport	Maritime & Inland Waterway Only	Maritime & Inland Waterway Only	Maritime & Inland Waterway Only	Maritime & Inland Waterway Only	Any Mode of Transport	Any Mode of Transport	Any Mode of Transport	Any Mode of Transport	Any Mode of Transport	
Service:	Obligations of Importers (Buyers) and Exporters (Sellers)											
Export Packaging	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Formalities	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading at Point of Origin	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Inland Freight	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Port Receiving Fee	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Forwarder Fees	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Int'l Freight	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Charges in Foreign Port / Airport Fees	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller
Customs Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Customs Duties	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Delivery Charges to Final Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller

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Classification of International Trade Terms

MODE	ABBREVIATIONS	INCOTERMS 2010 CLASSIFICATION
ANY MODE OF TRANSPORT INCLUDING MULTIMODAL	EXW	Ex Works (...Named Place of Delivery)
	FCA	Free Carrier (...Named Place of Delivery)
	CPT	Carriage Paid to (...Named Place of Destination)
	CIP	Carriage and Insurance Paid To (...Named Place of Destination)
	DAT	Delivered at Terminal (...Named Terminal at port or place of Destination)
	DAP	Delivered At Place (...Named Place of Destination)
	DDP	Delivered Duty Paid (...Named Place of Destination)
OCEAN	FAS	Free Alongside Ship (...Named Port of Shipment)
	FOB	Free On Board (...Named Port of Shipment)
	CFR	Cost and Freight (...Named Port of Destination)
	CIF	Cost, Insurance and Freight (...Named Port of Destination)

Incoterms 2010 Rules and Standards

1. Incoterms relate only to trade terms in the contract of sale between the buyer and seller.
2. The roles and responsibilities listed on this page can be altered/changed as long as there is an agreement between the buyer and seller.
3. Only two incoterms express when insurance is to be bought and issued - CIP and CIF.
4. This chart is a general guide only. For the complete INCOTERMS 2010, indicating the full responsibilities of buyers and sellers, please contact the International Chamber of Commerce. ICC Publishing Inc, 156 Fifth Avenue, New York, N.Y. 10010, Phone: 212-206-1150 Fax: 212-633-6025

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