

**2010 Incoterms® QUICK REFERENCE GUIDE**

2010 Incoterms® QUICK REFERENCE GUIDE	EXW Ex-Works	FCA Free Carrier	FAS Free Alongside Ship	FOB Free On- Board	CIF Cost, Insurance & Freight	CFR Cost & Freight	CPT Carriage Paid To	CIP Carriage and Insurance	DAT Delivered at Terminal	DAP Delivered at Place	DDP Delivery Duty Paid
SERVICE	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays	Who Pays
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading onto the 1st carrier	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Security or Origin Customs Clearance	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Pre-Carriage to the International Port of Origin	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Terminal Handling at the origin Terminal	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
International Freight - Main Carriage	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Terminal Handling at the destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Delivery from the Port or Destination Terminal to Final Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller
Customs Clearance at the destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Duties and/or other taxes - including VAT	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Marine Insurance*	Not Specific	Not Specific	Not Specific	Not Specific	Seller	Not Specific	Not Specific	Seller	Not Specific	Not Specific	Not Specific

*This reference sheet has been created as guidance. It does not and should not replace a sound understanding of the Incoterms and other international laws and treaties which may effect a subject transaction. All Incoterms can be further clarified by the parties, and in many cases this is strongly recommended. All Incoterms MUST INCLUDE a Named Point.*

\* Marine Insurance is a critical component, although Buyers are not responsible for purchase in most instances, they are exposed to risk.

Not recommended for International Transactions

Recommended for Containerized Shipments

These terms valid ONLY for Ocean Shipments