

**INCOTERMS 2010 ANY MODE OF TRANSPORT**

**EXW (insert named place of delivery) Incoterms® 2010**

<b>EXW</b>	The only responsibility of the seller is to place the goods at the disposal of the buyer at the seller's premises or at the named place. The buyer bears all costs, is responsible for all risks and insurance. It's the term with the minimum obligation for the seller (opposite of DDP).
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Applied to	All mode of transport
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<b>Seller / buyer obligation</b>			
SELLER		Packaging	
TO NEGOCIATE		Loading	
BUYER		Origin Inland/Ground Transportation	
		Export Customs Clearance	
		Type of International Freight	
		Transport - Insurance	
		Destination terminal charges	
		Import Customs Clearance	
		Destination Inland/Ground transport	
		Unloading	

**Free carrier (insert named place of delivery) Incoterms® 2010**

<b>FCA</b>	The buyer decides the main transport and pays for it. The seller must deliver the goods cleared for export to the designated location as agreed. If there is no agreed location, the seller decides the place of delivery. The transfer of the risks, charges and damages occur when the carrier takes over the goods.
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Applied	All mode of transport
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<b>Seller / buyer obligation</b>			
SELLER		Packaging	
TO NEGOCIATE		Loading	
BUYER		Origin Inland/Ground Transportation	
		Export Customs Clearance	
		Type of International Freight	
		Transport - Insurance	
		Destination terminal charges	
		Import Customs Clearance	
		Destination Inland/Ground transport	
		Unloading	

**INCOTERMS 2010 ANY MODE OF TRANSPORT**

**Carriage paid to  
(insert named place of destination) Incoterms® 2010**

<b>CPT</b>	The transport is for the seller's account up to an agreed destination. The risks are transferred as soon as the goods are delivered to the first carrier.
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Applied to	All mode of transport
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<b>Seller / buyer obligation</b>			
SELLER		Packaging	
TO NEGOCIATE		Loading	
BUYER		Origin Inland/Ground Transportation	
		Export Customs Clearance	
		Type of International Freight	
		Transport - Insurance	
		Destination terminal charges	
		Import Customs Clearance	
		Destination Inland/Ground transport	
		Unloading	

**Carriage and insurance paid to  
(insert named place of destination) Incoterms® 2010**

<b>CIP</b>	The transport is for the seller's account up to an agreed destination. The risks are transferred as soon as the goods are delivered to the first carrier. The insurance is for the seller's account.
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Applied to	All mode of transport
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<b>Seller / buyer obligation</b>			
SELLER		Packaging	
TO NEGOCIATE		Loading	
BUYER		Origin Inland/Ground Transportation	
		Export Customs Clearance	
		Type of International Freight	
		Transport - Insurance	
		Destination terminal charges	
		Import Customs Clearance	
		Destination Inland/Ground transport	
		Unloading	

**INCOTERMS 2010 ANY MODE OF TRANSPORT**

**Delivered at terminal**

**(insert named terminal at port or place of destination) Incoterms® 2010**

<b>DAT</b>	Risks are for the seller's account until the goods are placed at the buyer's disposal at the agreed terminal in the destination port.
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Applied to	All mode of transport
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<b>Seller / buyer obligation</b>			
SELLER		Packaging	
TO NEGOCIATE		Loading	
BUYER		Origin Inland/Ground Transportation	
		Export Customs Clearance	
		Type of International Freight	
		Transport - Insurance	
		Destination terminal charges	
		Import Customs Clearance	
		Destination Inland/Ground transport	
		Unloading	

**Delivered at place**

**(insert named place of destination) Incoterms® 2010**

<b>DAP</b>	The seller does everything: export customs formalities, transport, insurance, taxes. The transfer of risks is done at the buyer premises at time of delivery. The unloading is on the seller's account. Only the import customs formalities are for buyer's account.
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Applied to	All mode of transport
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<b>Seller / buyer obligation</b>			
SELLER		Packaging	
TO NEGOCIATE		Loading	
BUYER		Origin Inland/Ground Transportation	
		Export Customs Clearance	
		Type of International Freight	
		Transport - Insurance	
		Destination terminal charges	
		Import Customs Clearance	
		Destination Inland/Ground transport	
		Unloading	

**INCOTERMS 2010 ANY MODE OF TRANSPORT**

**Delivered duty paid  
(insert named place of destination) Incoterms® 2010**

<b>DDP</b>	It's the opposite of EXW: the seller does everything: export customs formalities, transport, insurance, taxes. The transfer of risks is done at the buyer premises at time of delivery. The unloading is for the seller's account.
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Applied to	All mode of transport
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<b>Seller / buyer obligation</b>		
SELLER	Packaging Loading Origin Inland/Ground Transportation Export Customs Clearance Type of International Freight	    
TO NEGOCIATE	Transport - Insurance Destination terminal charges	 
BUYER	Import Customs Clearance Destination Inland/Ground transport Unloading	  

**INCOTERMS 2010 MARITIME**

**Free alongside ship  
(insert named port of shipment) Incoterms® 2010**

<b>FAS</b>	The incoterm FAS means that the seller is no more responsible as soon as the goods are being placed alongside the vessel. It also means that the buyer takes over all charges and risks of loss and damages from that moment. The incoterm FAS implies that the seller do the export custom clearance. The incoterm FAS should not be used if the goods are being shipped in a container.
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<b>Seller / buyer obligation</b>		
SELLER	Packaging Loading Origin Inland/Ground Transportation Export Customs Clearance Type of International Freight	    
TO NEGOCIATE	Transport - Insurance Destination terminal charges	 
BUYER	Import Customs Clearance Destination Inland/Ground transport Unloading	  

**INCOTERMS 2010 MARITIME**

**Free on board (insert named port of shipment) Incoterms® 2010**

<b>FOB</b>	The transfer of risk is done once the goods are onboard the vessel. The buyer chooses and pays the ocean freight. Export customs formalities are for the seller's account. The incoterm FOB should not be used if the goods are shipped in a container.
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<b>Seller / buyer Obligation</b>		
SELLER		Packaging
TO NEGOCIATE		Loading
BUYER		Origin Inland/Ground Transportation
		Export Customs Clearance
		Type of International Freight
		Transport - Insurance
		Destination terminal charges
		Import Customs Clearance
		Destination Inland/Ground transport
		Unloading

**Cost and freight (insert named port of destination) Incoterms® 2010**

<b>CFR</b>	The seller chooses and pays the ocean freight up to the agreed port. The export customs formalities and the loading are for the seller's account. The transfer of risk is done as soon as the goods is delivered at the port of loading. The incoterm FOB should not be used if the goods are shipped in a container.
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<b>Seller / buyer Obligation</b>		
SELLER		Packaging
TO NEGOCIATE		Loading
BUYER		Origin Inland/Ground Transportation
		Export Customs Clearance
		Type of International Freight
		Transport - Insurance
		Destination terminal charges
		Import Customs Clearance
		Destination Inland/Ground transport
		Unloading

**INCOTERMS 2010 MARITIME**

**Cost insurance and freight  
(insert named port of destination) Incoterms® 2010**

<b>CIF</b>	The seller chooses and pays the ocean freight up to the agreed port. The export custom formalities and the loading are for the seller's account. The transfer of risk is done once the goods are onboard the vessel. The incoterm FOB should not be used when the goods are shipped in a container..
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Seller / buyer Obligation		
SELLER		Packaging
TO NEGOCIATE		Loading
BUYER		Origin Inland/Ground Transportation
		Export Customs Clearance
		Type of International Freight
		Transport - Insurance
		Destination terminal charges
		Import Customs Clearance
		Destination Inland/Ground transport
		Unloading