



United Shipping
Local People. Worldwide Trust.

INCOTERMS 2010 SELECTION CHART

ANY MODE OF TRANSPORT			Sea & Inland Waterway Transport	General Obligations
OCEAN TRANSPORT LCL/FCL/RORO (Other than port to port bill of lading)	AIR TRANSPORT	TRUCK/RAIL TRANSPORT TL/LTL	OCEAN TRANSPORT Vessel/Sea Port to Port BOL Break-bulk	DELIVERY PLACE Risk Transfer Freight Charges
EXW - EX Works	EXW - EX Works	EXW - EX Works		"E" Delivery Point Seller places shipment at disposal of buyer at Seller's facility. Seller is not responsible to load buyer's carrier. Export clearance is buyer's responsibility. Qualifier: EXW Seller's Facility Risk Transfer: EXW = Seller's Premises Freight Collect from EXW point
FCA - Free CArrier	FCA - Free CArrier	FCA - Free CArrier	FAS - Free Alongside Ship FOB - Free On Board	"F" Delivery Point Seller delivers shipment to Buyer's selected carrier at "F" geographic location. Seller loads first carrier. Qualifiers FAS Vessel (Seller's Country Port of Loading) FOB Vessel (Seller's Country Port of Loading) FCA Seller's Facility FCA Forwarder's Warehouse (Seller's Country) FCA Airport (Seller's Country) FCA Steamship Terminal (Seller's Country) Risk Transfers: FCA=named place of delivery. FAS =named port or vessel FOB =ship's rail named port of vessel loading Freight Collect from F delivery point
CPT - Carriage Paid To CIP - Carriage, Insurance Paid to...	CPT - Carriage Paid To CIP - Carriage, Insurance Paid to...	CPT - Carriage Paid To CIP - Carriage, Insurance Paid to...	CFR - Cost and Freight CIF - Cost, Insurance and Freight	"C" Delivery Point Seller arranges transport to "C" delivery port or place. "I" requires seller to obtain minimum insurance coverage. Seller fulfills delivery obligation upon delivery to carrier. Qualifiers CFR or CIF Destination Port CPT or CIP Destination Airport CPT or CIP Destination Terminal CPT or CIP Buyer's Destination Risk Transfers: CFR & CIF = at point cargo passes ship's rail. CPT & CIP = at point cargo delivered to carrier. Freight Prepaid by seller to "C" destination port or place.
DAT - Delivered At Terminal DAP - Delivered At Place DDP - Delivered Duty Paid	DAT - Delivered At Terminal DAP - Delivered At Place DDP - Delivered Duty Paid	DAT - Delivered At Terminal DAP - Delivered At Place DDP - Delivered Duty Paid		"D" Delivery Point Seller arranges and delivers to destination place. DAT - Destination terminal at port or place DAP - Destination place DDP - Destination place, includes Customs clearance, duty AND taxes Qualifiers DAT – Destination Carrier Terminal DAP – Destination Warehouse, Point, or named Place DDP - Buyer's Destination Risk Transfers : DAT, DAP, DDP = Destination delivery named terminal at port or place, or destination place. Freight Prepaid to "D" destination terminal, or place.

Terminology Key:

Break-bulk	Non-containerized cargo, loaded loose on vessel	BOL or B/L	Carrier bill of lading
LCL, FCL	Less than container load, Full container load	LTL, TL	Less than truck load, Truck load
RORO	Roll-on Roll-off	EEI	Electronic Export Information



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INCOTERMS 2010 BUYER/SELLER RESPONSIBILITY

Service/Event: Party Responsible to Perform/Arrange

Service/Event	ANY MODE OF TRANSPORT							VESSEL – PORT to PORT			
	EXW	FCA	CPT	CIP	DAT	DAP	DDP	FAS	FOB	CFR	CIF
Export Pack	S	S	S	S	S	S	S	S	S	S	S
Mark & Label	S	S	S	S	S	S	S	S	S	S	S
Block and Brace S/S Container	B	B	B	B	B	B	B	B	B	B	B
Export Clearance (License, EEI/AES)	B	S	S	S	S	S	S	S	S	S	S
Arrange Insurance	B	B	B	S	S	S	S	B	B	B	S
Select Carrier	B	B	S	S	S	S	S	B	B	S	S
Select Freight Forwarder	B	B	S	S	S	S	S	B	B	S	S
Arrange Pre-Carriage	B	S/B	S	S	S	S	S	S	S	S	S
Load-Pre Carriage	B	S/B	S	S	S	S	S	S	S	S	S
Unload Pre-Carrier	B	B	S	S	S	S	S	S	S	S	S
Load Main Carrier	B	B	S	S	S	S	S	B	S	S	S
Stow Main Carrier	B	B	B	B	S	S	S	B	B	B	B
Unload Main Carrier	B	B	B	B	S	S	S	B	B	B	B
Nominate On-Carrier	B	B	B	B	B	S	S	B	B	B	B
Arrange On-Carrier	B	B	B	B	B	S	S	B	B	B	B
Load On-Carrier	B	B	B	B	B	S	S	B	B	B	B
Security Information Requirements	S	S	S	S	S	S	S	S	S	S	S
Nominate Import Broker	B	B	B	B	B	B	S	B	B	B	B
Import Clearance (License)	B	B	B	B	B	B	S	B	B	B	B
Pay Duty, Taxes, Fees	B	B	B	B	B	B	S	B	B	B	B
Unload from On-Carrier	B	B	B	B	B	B	B	B	B	B	B

S= Seller Responsible B= Buyer Responsible

Service/Event: Party Responsible to Pay for Service

Costs	ANY MODE OF TRANSPORT							VESSEL – PORT to PORT			
	EXW	FCA	CPT	CIP	DAT	DAP	DDP	FAS	FOB	CFR	CIF
Export Packing	S	S	S	S	S	S	S	S	S	S	S
Mark & Label	S	S	S	S	S	S	S	S	S	S	S
Block and Brace S/S Container	B	B	B	B	B	B	B	B	B	B	B
Export Clearance (License, EEI/AES)	B	S	S	S	S	S	S	S	S	S	S
Freight Forwarder Document Fees	B	B	S	S	S	S	S	B	B	S	S
Inland Freight to main carrier	B	S/B	S	S	S	S	S	S	S	S	S
Origin Terminal Charges	B	B	S	S	S	S	S	B	S	S	S
Vessel Loading Charges	B	B	S	S	S	S	S	B	S	S	S
Ocean Freight/Air Freight	B	B	S	S	S	S	S	B	B	S	S
Nominate Export Forwarder	B	B	S	S	S	S	S	B	B	S	S
Marine Insurance	B	B	B	S	S	S	S	B	B	B	S
Unload Main Carrier Charges	B	B	B	B	S	S	S	B	B	B	B
Destination Terminal Charges	B	B	B	B	S/B	S	S	B	B	S/B	S/B
Nominate On-Carrier	B	B	B	B	B	B	S	B	B	B	B
Security Information Requirements	B	B	B	B	B	B	B	B	B	B	B
Customs Broker Clearance Fees	B	B	B	B	B	B	S	B	B	B	B
Duty, Customs Fee, Taxes	B	B	B	B	B	B	S	B	B	B	B
Delivery to Buyer Destination	B	B	S/B	S/B	B	S/B	S	B	B	B	B
Delivering Carrier Unloading	B	B	B	B	B	B	B	B	B	B	B

S= Seller Responsible B= Buyer Responsible

- 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
- Terminal charges paid by buyer or seller depending on carrier practice to include/exclude in transport charges.
- Delivery to Buyer Destination paid by seller if through bill of lading or door to door rate to buyer's destination.