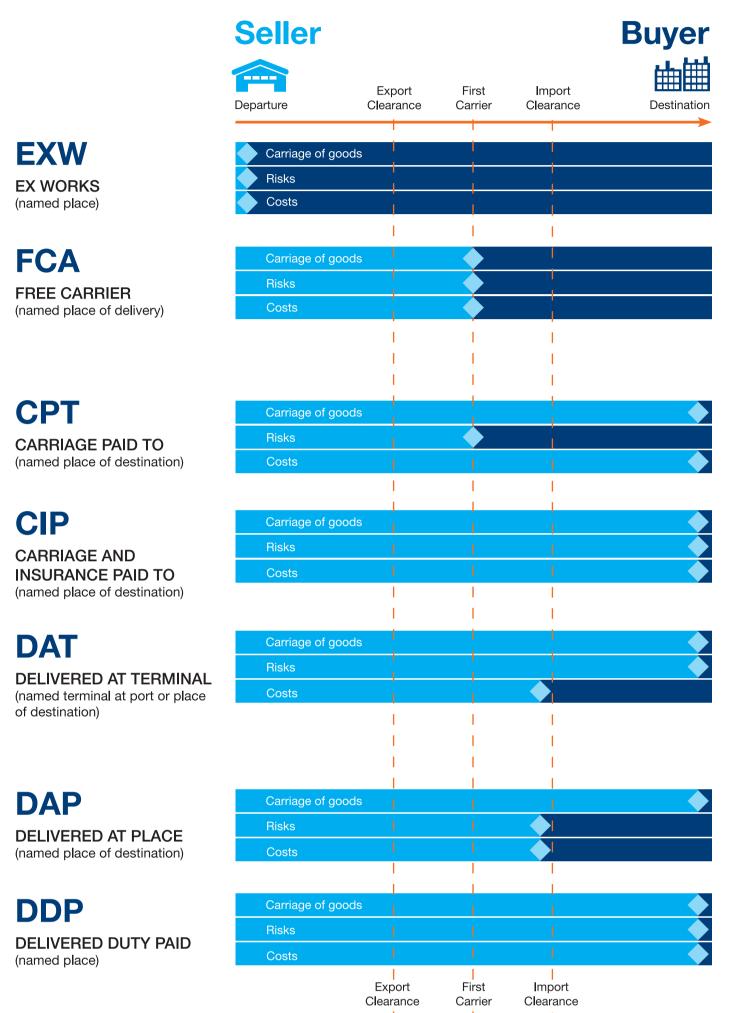
Incoterms® 2010 Rules

Transport obligations, costs and risk guide



Rules for any mode or modes of transport

This first class includes the seven Incoterms® rules that can be used irrespective of the mode of transport selected and irrespective of whether one or more modes of transport is employed. These rules can be used in cases where a ship is used for part of the carriage.



EXW The Seller's only responsibility is to make the goods available at the Seller's premises. The Buyer bears full costs and risks of moving the goods from there to destination.

FCA The Seller hands over the goods, cleared for export, into the disposal of the first carrier (named by the buyer) at the named place. The Seller pays for carriage to the named point of delivery, and risk passes when the goods are handed over to the first carrier.

CPT The Seller pays for moving the goods to destination. Risk transfers to the Buyer upon handing over goods to the first carrier.

CIP The Seller pays for moving the goods to destination. Risk transfers to the Buyer upon handing over goods to the first carrier. The Seller must in addition procure and pay for the insurance.

DAT The Seller pays for carriage to the terminal, except for costs related to import clearance, and assumes all risks up to the point that the goods are unloaded at the terminal. 'Terminal' includes any place, whether covered or not, such as quay, warehouse, container vard or road, rail, or air cargo terminal.

DAP The Seller pays for carriage to the named place, except for costs related to import clearance, and assumes all risks prior to the point that the goods are ready for unloading by the buyer.

DDP The Seller is responsible for delivering the goods to the named place in the country of the buyer, and pays all costs in bringing the goods to the destination including import duties and taxes. This term places the maximum obligations on the Seller and minimum obligations on the buyer.

Sea and Inland Waterway Rules

In this class of Incoterms® rules, the point of delivery and the place to which the goods are carried to the Buyer are both ports.



FAS The Seller must place the goods alongside the ship at the named port. The Seller must clear the goods for export. Typically used for heavy-lift or bulk cargo.

FOB The Seller must load the goods on board the vessel nominated by the Buyer. Cost and risk are divided when the goods are actually on board of the vessel. The Seller must clear the goods for export. The Buyer must instruct the Seller the details of the vessel and the port where the goods are to be loaded, and there is no reference to, or provision for, the use of a carrier or forwarder. Applicable for maritime and inland waterway transport.

CFR The Seller must pay the costs and freight to bring the goods to the port of destination. Risk is transferred to the Buyer once the goods are loaded on the vessel.

CIF As CFR, except that the Seller must in addition procure and pay for the insurance.

NOTE: FAS and FOB are not suitable for multimodal sea transport in containers.

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