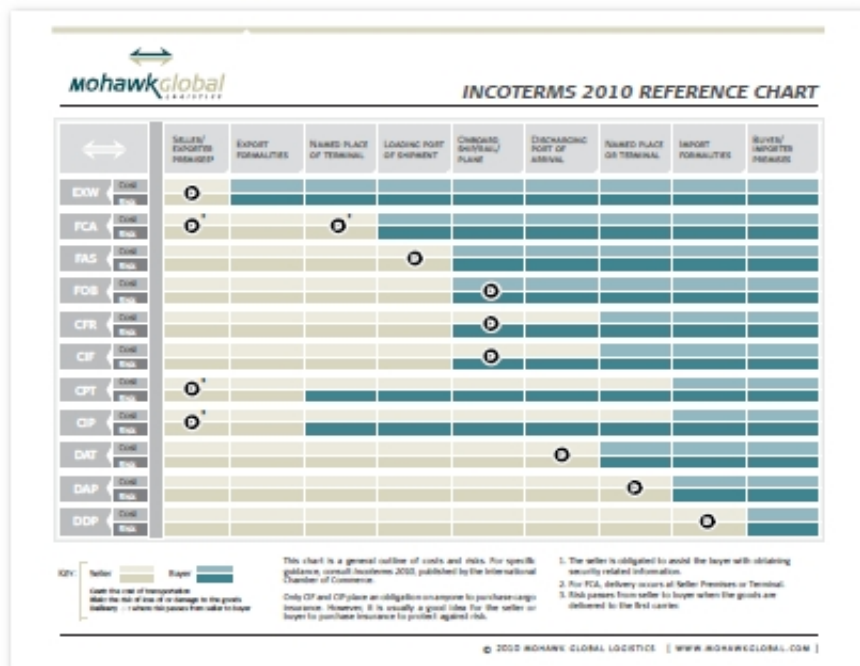


Free Incoterms 2010 Reference Chart

by Michelle Kelley - Tuesday, November 30, 2010



INCOTERMS 2010 REFERENCE CHART

| | SELLER'S/EXPORTER'S RESPONSIBILITY | EXPORT FORMALITIES | NAMED PLACE OF TERMINAL | LOADING PORT OF SHIPMENT | CHARGES (FREIGHT)/PLANE | DISCHARGING PORT OF ARRIVAL | NAMED PLACE OF TERMINAL | IMPORT FORMALITIES | SUITS/AGENTS (INSURED) |
|-----|------------------------------------|--------------------|-------------------------|--------------------------|-------------------------|-----------------------------|-------------------------|--------------------|------------------------|
| EXW | ○ | | | | | | | | |
| FCA | ○* | | ○* | | | | | | |
| FAS | | | | ○ | | | | | |
| FOB | | | | ○ | ○ | | | | |
| CFR | | | | ○ | ○ | | | | |
| CF | | | | ○ | ○ | | | | |
| CPT | ○* | | | | | | | | |
| CP | ○* | | | | | | | | |
| DAT | | | | | | ○ | | | |
| DAP | | | | | | | ○ | | |
| DDP | | | | | | | | ○ | |

KEY: Seller's responsibility (light blue), Buyer's responsibility (dark blue)

* Seller's responsibility to the extent of the cost of transportation to the named place of terminal or location to which the goods are to be transported.

This chart is a general outline of costs and risks. For specific guidance, consult Incoterms 2010, published by the International Chamber of Commerce.

Only CIP and CPT place an obligation on anyone to purchase cargo insurance. However, it is usually a good idea for the seller or buyer to purchase insurance to protect against risk.

- The seller is obligated to avoid the buyer with obtaining security related information.
- For FCA, delivery occurs at Seller's Premises or Terminal.
- Risk passes from seller to buyer when the goods are delivered to the first carrier.

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Download our free and printable Incoterms 2010 reference chart.

Our chart helps you to visualize each Incoterms rule as it relates to seller and buyer responsibility for transportation cost and risk of loss of or damage to the goods. This chart covers all Incoterms 2010 rules and depicts when delivery occurs.

Incoterms 2010 is effective January 1, 2011 and is published by the International Chamber of Commerce.

// [Incoterms 2010 Reference Chart \(pdf\)](#)



<http://mohawkglobal.com/global-news/free-incoterms-2010-reference-chart/>