

Incoterms 2010 Rules Quick Reference

	Incoterm Rules for any mode of transport							Incoterm Rules for Sea and Inland Waterway Transport			
	EXW	FCA	CPT	CIP	DAT	DAP	DDP	FAS	FOB	CFR	CIF
Transportation Obligation	Ex-Works (Named Origin)	Free Carrier (Named Origin or Port)	Carriage Paid to (Named Destination Port)	Carriage & Insurance Paid to (Named Destination Port)	Delivered At Terminal (Named Destination Terminal City)	Delivered At Place (Named Destination Door)	Delivered Duty Paid (Named Destination Door)	Free Along Side (Named Port of Departure)	Free On Board (Named Origin or Port of Departure)	Cost & Freight (Named Port of Entry)	Cost, Insurance & Freight (Named Port of Entry)
Export Pack, Marking, Labeling	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper
Export Clearance License, EEI	Consignee	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper
Arrange Pre-Carriage	Consignee	2	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper
Load Pre-Carrier	Consignee	2	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper	Shipper
Nominate Main Carriage	Consignee	Consignee	Shipper	Shipper	Shipper	Shipper	Shipper	Consignee	Consignee	Shipper	Shipper
Nominate Forwarder / Documentation	Consignee	Consignee	Shipper	Shipper	Shipper	Shipper	Shipper	Consignee	Consignee	Shipper	Shipper
Unload Pre-Carrier	Consignee	Consignee	Shipper	Shipper	Shipper	Shipper	Shipper	Consignee	Shipper	Shipper	Shipper
Load Main Carrier	Consignee	Consignee	Shipper	Shipper	Shipper	Shipper	Shipper	Consignee	Shipper	Shipper	Shipper
Arrange Insurance	3	3	3	Shipper	3	3	3	3	3	3	Shipper
Stow Main Carrier	Consignee	Consignee	Shipper	Shipper	Shipper	Shipper	Shipper	Consignee	Shipper	Shipper	Shipper
Unload Main Carrier	Consignee	Consignee	4	4	Shipper	Shipper	Shipper	Consignee	Consignee	4	4
On-Carriage To Buyer Destination	Consignee	Consignee	Consignee	Consignee	Shipper	Shipper	Shipper	Consignee	Consignee	Consignee	Consignee
Unload from On-Carriage	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee
Nominate Customs Broker	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee	Shipper	Consignee	Consignee	Consignee	Consignee
Import Clearance (License)	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee
Destination Duty, Taxes & Fees	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee	Consignee

- Notes
- 1 - Incoterms 2010 do not provide for obligations of stowage within a container. This issue should be dealt with within the sales contract
 - 2 - Seller may choose to sell product from their facility: FCA Sellers Facility. In this case the pre-carriage is required to be paid by the consignee
 - 3 - Only CIP and CIF require that Insurance be provided within the sales price. Insurance is not required within other incoterms
 - 4 - Charges are paid by Buyer or Seller depending on contract of carriage.