

INCOTERMS 2010 RULES - CHART OF RESPONSIBILITY

CHARGES / FEES	ANY TRANSPORT MODE		SEA / INLAND WATERWAY TRANSPORT					ANY TRANSPORT MODE				
	Ex Works (EXW)	Free Carrier (FCA)	Free Alongside Ship (FAS)	Free On Board (FOB)	Cost & Freight (CFR)	Cost Insurance & Freight (CIF)		Carriage Paid To (CPT)	Carriage Insurance Paid To (CIP)	Delivered at Terminal (DAT)	Delivered at Place (DAP)	Delivered Duty Paid (DDP)
Packaging	Buyer or Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading Charges	Buyer	Seller*	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Delivery to Port / Place	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Duty & Taxes	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading on Carriage	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Carriage Charges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Insurance						Seller		Seller				
Destination Terminal Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller
Import Duty & Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller

KEY

SELLER



BUYER



CIF and CIP place an obligation to purchase cargo insurance.

Redfort strongly recommend that seller / buyer purchase insurance to protect against risk.

- The seller is obligated to assist the buyer with obtaining security related information
- For FCA, delivery occurs at seller premises or terminal
- Risk passes from seller to buyer when goods are delivered to the first carrier

* Seller is responsible for loading charges, if the terms state FCA at seller's facility.

INCOTERMS 2010 REFERENCE CHART

		SELLER / EXPORTER PREMISES	EXPORT FORMALITIES	NAMED PLACE OF TERMINAL	LOADING PORT OF SHIPMENT	ONBOARD SHIP / RAIL / PLANE		DISCHARGING PORT OF ARRIVAL	NAMED PLACE OR TERMINAL	IMPORT FORMALITIES	BUYER / IMPORTER PREMISES
EXW	Cost	D									
	Risk										
FCA	Cost	D		D							
	Risk										
FAS	Cost				D						
	Risk										
FOB	Cost					D					
	Risk										
CFR	Cost					D					
	Risk										
CIF	Cost					D					
	Risk										
CPT	Cost	D									
	Risk										
CIP	Cost	D									
	Risk										
DAT	Cost						D				
	Risk										
DAP	Cost							D			
	Risk										
DDP	Cost									D	
	Risk										

KEY

SELLER



BUYER



COST: The cost of transportation

RISK: The risk of loss of, or damage to the goods

DELIVERY Where risk passes from seller to buyer

CIF and CIP place an obligation to purchase cargo insurance.

Redfort strongly recommend that seller / buyer purchase insurance to protect against risk.

- The seller is obligated to assist the buyer with obtaining security related information
- For FCA delivery occurs at seller premises or terminal
- Risk passes from seller to buyer when goods are delivered to the first carrier