Incoterms® 2010 - Terms and condition

Consignor duties | Consignee duties | By appointment | Critical point of delivery process consigner - consignee.

EXW - Ex Works
(named place) ex factory, ex mill, ex warehouse etc.)

Delivered when shipper has made goods available for consignee.

FCA - Free carrier
(...named place)

Specify the critical point of delivery in the sales agreement contract.

Delivered when goods is loaded onto transport of the consignee.

FAS - Free alongside ship
(Only seafreight)
(...named port of shipment)

Delivered when goods is placed along side vessel.

FOB - Free on board
(Only seafreight)
(...named port of shipment)

Delivered when goods is loaded onto vessel.

CFR - Cost and freight
(Only seafreight)
(...named port of destination)

Delivered when goods is loaded onto vessel, port of delivery should be named. Consigner is responible for insurance.

CIF - Cost
(Only seafreight)
(...named port of destination)

Delivered when goods is loaded onto vessel, port of delivery should be named.

CPT - Carrige paid to
(...named place of destination)

Delivered when goods is passed onto 1.carrier og terminal.

CIP - Carriage and insurance paid to
(...named place of destination)

Delivered when goods is passed onto 1.carrier og terminal, consignor is responsible for insurance.

DAT - Delivered at terminal
(...named place of destination)

Delivered when goods is unloaded to a named terminal. Consignee responsible for cost of importing the goods.

DAP - Delivered at place
(...named place of destination)

Delivered when goods is ready to be unloaded by the buyer at a named destination. Consignee responsible for cost of importing the goods.

DDP[1] - Delivered duty paid
(...named place of destination)

Delivered when goods is loaded onto vessel, port of delivery should be named.

1) The sales contract should specify which customs, VAT and other fees the consignee are responsible to pay at customs clearance in the recipient's country.

Delivery = when the consigner has put the goods at disposal for the consignee at a given place and witin a given time. The consignee then receives the goods.

Risk = risks and responsibilities between consignor and consignee. Determined by when and where the delivery takes place. Transport insurance is the only type of insurance that normally covers the value of the goods.

Cost = normal transport costs according to contract.
Formalities = the actual responsiblilty for custom clearance, documentation, other export and import documents.

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