

# INCOTERMS 2010



The following table shows a summary of the obligations of both the buyer and seller based on the 11 Incoterms which have been created by the International Chamber of Commerce (ICC) to facilitate contracts of sale regarding delivery of goods.

Incoterms 2010	Export-Customs Declaration	Carriage to Port of Export	Unloading of Truck in Port of Export	Loading Charges in Port of Export	Carriage (Sea /Air Freight) to arrival port	Unloading charges in port of Import	Loading on truck in port of import	Carriage to place of destination	Insurance	Import Customs Clearance	Import Taxes
<b>EXW</b>	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
<b>FCA</b>	Seller	Buyer OR Seller *	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
<b>FAS</b>	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
<b>FOB</b>	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
<b>CFR</b>	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer
<b>CIF</b>	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Seller	Buyer	Buyer
<b>CPT</b>	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer
<b>CIP</b>	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer
<b>DPU</b>	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer
<b>DAP</b>	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer
<b>DDP</b>	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller

**NOTES:**

:- "Incoterms" is a trademark of the International Chamber of Commerce (ICC)

:- \* Buyer must specify FCA (insert named place of delivery). Failure to specify the named place of delivery turns this into EXW, with the exception that the seller is required to make all export customs declarations.

If you'd like more information about INCOTERMS, how to use them, advice for shipping or quotes, please contact us on [business@sunburylogistics.co.uk](mailto:business@sunburylogistics.co.uk)