

# Basic overview of the Incoterms® 2010 rules

This guide is designed to give you a quick overview of the Incoterms® rules frequently used worldwide in international and domestic contracts, illustrating responsibilities between buyer and seller for costs and risk, as well as cargo insurance.

"Incoterms" is a registered trademark of the International Chamber of Commerce.

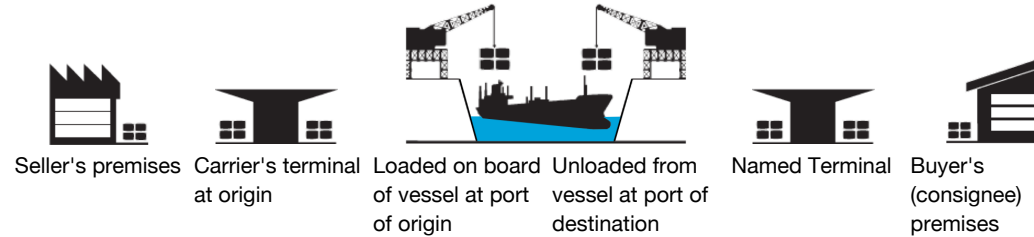
Read more about Incoterms® rules from the official International Chamber of Commerce (ICC) website. You can also order the "Incoterms® 2010" publication and sign up for online training on the Incoterms® rules at [www.iccwbo.org](http://www.iccwbo.org).



**todays»**

Performance logistics. Delivered.

# Basic overview of the Incoterms® 2010 rules



"Collect" terms	EXW	EX Works	named place of delivery						
	FCA	Free Carrier	named place of delivery						
	FOB	Free On Board (Ocean freight only)	named port of shipment						
	FAS	Free Along Side (Ocean freight only)	named port of shipment						
"Prepaid" terms	CFR	Cost and Freight (Ocean freight only)	named port of destination						
	CIF	Cost Insurance and Freight	named port of destination						
	CPT	Carriage Paid To	named place of destination						
	CIP	Carriage and Insurance Paid To	named place of destination						
	DAT	Delivered At Terminal	named terminal or place of destination						
	DAP	Delivered At Place	named place of destination						
	DDP	Delivered Duty Paid	named place of destination						

## Legend

- Seller's cost
- Buyer's (consignee) cost
- Seller's risk
- Buyer's (consignee) risk
- Seller's obligation to arrange cargo insurance

