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Incoterms 2010 Transfer of obligation for charges & risk (Importer/Buyer or Exporter/Seller)

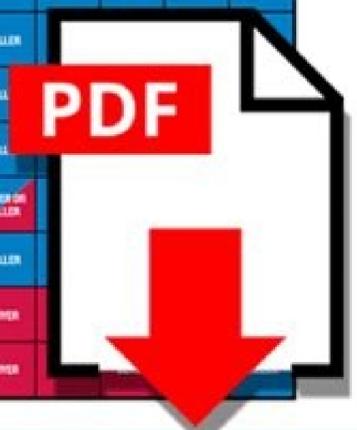
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 AIR FREIGHT AIR CHARTER AIR EXPEDITE OCEAN FREIGHT FCL LCL BREAKBULK RD/RO CHARTERS GROUND TRANSPORTATION FTL LTL FLAT BEDS
 PROJECT CARGO OVERSIZED SHIPMENTS INTERNATIONAL FREIGHT CONSULTING CROSS TRADE CRATING & CONTAINER SERVICES

Sales Terms	"E" Term Origin			"F" Terms Freight Charges Not Paid				"C" Terms Freight Charges Paid				"D" Terms Destination / Arrival		
	EXW Ex-Works (Place)	FCA Free Carrier (Place)	FAS Free Alongside Ship (Port)	FOB Free On Board (Port)	CFR Cost & Freight (Port)	CIF Cost, Freight & Insurance (Port)	CPT Carriage Paid To (Place)	CIP Carriage & Insurance Paid To (Place)	DAT Delivered At Terminal (Place/Port)	DAP Delivered At Place (Place)	DDP Delivered Duty Paid (Place)			
Responsibility & Charges														
Warehouse Services	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller		
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller		
Origin Loading	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller		
Inland Freight	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller		
Port Rec Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller		
Forwarder Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller		
Ocean/Air Freight	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller		
Dest Port Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller		
Customs Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller		
Customs Duties	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller		
Dest Delivery Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller		
Risk/Responsibility, Transfers														
Risk Transfers	At Warehouse Named Place	On Truck at Named Place	At Named Port Alongside Ship	At Named Port On Board Ship	On Board Vessel at Port of Shipment	On Board Vessel at Port of Shipment	On Board Vessel at Port of Shipment	On Board Vessel at Port of Shipment	On Board Vessel at Port of Shipment	Unloaded at the Port or Cargo Terminal Named Place	On Delivering Carrier at Named Place	On Delivering Carrier at Named Place Duty & Tax Paid		

EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAT	DAP	DDP
Warehouse										
Export										
Origin										
Inland										
Port										
Forwarder										
Ocean/Air										
Dest Port										
Customs										
Dest Delivery										

INCOTERMS

Incoterms and Services	Any Transport Mode			Sea/Inland Waterway Transport				Any Transport Mode				
	EXW Ex-Works	FCA Free Carrier	FAS Free Alongside Ship	FOB Free on Board	CFR Cost and Freight	CIF Cost, Insurance, & Freight	CPT Carriage Paid To	CIP Carriage Insurance Paid To	DAT Delivered at Terminal	DAP Delivered at Place	DDP Delivered Duty Paid	
	named place	named place	named port of destination	named port of destination	named place of destination	named place of destination	named place of destination	named place of destination	named place	named port of destination	named place of destination	
Incoterms and Services	BUYER OR SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	
Packing	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	
Loading/Unloading	BUYER	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	
Export Duty & Taxes	BUYER	SELLER*	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	
Origin Terminal Charges	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	
Loading on Vessel	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	
Unloading on Vessel	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	
Insurance	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	BUYER OR SELLER	BUYER OR SELLER	BUYER OR SELLER	BUYER OR SELLER	BUYER OR SELLER	
Destination Terminal Charges	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	
Delivery to Destination	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	
Import Duty & Taxes	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	



INCOTERMS 2010 QUICK REFERENCE CHART



SERVICES	Rules for any mode of transport							Rules for sea and inland waterway transport			
	EXW Ex-Works	FCA Free Carrier	CPT Carriage Paid To	DP Delivered at Place	DAT Delivered at Terminal	DAP Delivered at Place	DDP Delivered Duty Paid	FAS Free Alongside Ship	FOB Free on Board	CFR Cost and Freight	CIF Cost, Insurance & Freight
Export Packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Loading	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Inland Freight	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Port Rec Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Forwarder Charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Ocean/Air Freight	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Dest Port Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
Customs Clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
Customs Duties	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
Dest Delivery Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer

Notes:
 1 - Incoterms 2010 exclude seller's obligation to arrange with a carrier and transfer when relevant, the costs associated with the cargo cover.
 2 - EXW Ex-Works - Seller's responsibility ends at the origin, unless otherwise agreed in writing and subject to the "A" delivery.
 3 - Incoterms 2010 exclude seller's obligation to transfer to the buyer the costs of the goods, the costs of the goods, the costs of the goods, the costs of the goods.
 4 - Carriage paid to (CPT) or carriage paid to (CIP) - Seller's responsibility ends at the named place of destination.
 5 - Carriage paid to (CPT) or carriage paid to (CIP) - Seller's responsibility ends at the named place of destination.



Latest incoterms chart. Latest incoterms pdf. Latest incoterms 2020. Latest incoterms 2020 pdf.

4. Back to top What are the 7 key changes and updates for Incoterms 2020 Rules? Because Clause A covers a more comprehensive higher level of insurance (e.g. for the manufactured goods), whereas a lower level of cover from Clause C would probably apply to the commodities world. In short, Incoterms 2020: are optional rules, not laws; do not affect the transport contract, as they relate with the sales contract; do not concern the property transfer or any other sales right; do not govern all of the obligations undertaken by the parties of a sales contract, as they are confined to the delivery of the goods; do not concern the breach of the contract, with the relevant consequences for the party in breach. The risk of transporting the goods 'alongside ship' move from the seller to the buyer once the goods are delivered to a terminal or port and unloaded. The language that was agreed by incoterms guidance covers the following areas of international commerce and trade by the International Chambers of Commerce: Tasks involved in shipping Which parties hold contract Responsibility of risk Delivery of goods (buyers and sellers) Insurance duties Customs and taxes Download free PDF now The main purpose of Incoterms is to provide a uniform, constant and authentic interpretation of the commercial terms of delivery of goods, most frequently used in International transactions, and, by means of their application, removing any uncertainty due to divergent interpretations. Insurance cover differs between CIF and CIP Under CIF / CIP, the seller buys insurance for the buyer. Transfer of risks B 3. Export / import clearance A 8. Back to top Rule by Rule EXW - Ex Works Ex Works (EXW) is the term used to describe the delivery of goods to an available designation at their place of business, normally in their factory, offices or warehouse. The A9 sections in the Incoterms rules guide now collect together the costs, with the principle aim of clearly stating the costs to each party. Presentation and design Incoterms® 2020 rules have much more extensive explanatory notes, with better diagrams, a different structure for users and a reordering of rules to make delivery and risk more obvious. In terms of level of insurance, the cover level can be minimum, defined by the ICC's INCO Terms, and should they request a higher level of insurance, this would need to be agreed on the contract. Delivery B 2. Back to top DDP - Delivered Duty Paid "Delivered Duty Paid", or DDP, can be used for any mode of transport. Incoterms 2020 allows for own means of transport by the buyer in the FCA rules and by the seller in the D rules. CIF - Cost, Insurance and Freight "Cost, Insurance and Freight", also known as CIF, is also restricted to sea or inland waterway modes of transport. ICC, i.e. the International Chamber of Commerce, grouped the obligations of the Seller and the Buyer in 10 points, marked by the "A", for the Seller, and by the letter "B", for the Buyer, so that each point (title) related with the Seller, under the letter "A", matches with the position of the Buyer, under the letter "B". 6. It is furthermore important to keep in mind that Incoterms shall not be considered "laws" as their legal effect lies in the will of both parties to opt for them in their commercial transactions by making explicit written mention on. DAT Incoterm changed to DPU (Delivery at Place Unloaded) Following on from several rounds of consultation, the Drafting Group made the choice of removing the word 'terminal' as it often caused confusion. Notices B 10. Export / import clearance B 7. Back to top Incoterms 2020 Rules PDF A comprehensive 96 page guide on Incoterms® 2020, to be used in conjunction with The International Chamber of Commerce's (ICC) new book, INCOTERMS® 2020. Maritime related rules still haven't changed and remain at the back of the rule book as they still might be used for bulk commodities. The risk is then transferred from the seller onto the buyer once the goods reach the nominated point. An extension of DAT, the seller delivers the goods at a named destination, specified by the buyer, although under the ICC rules, the unloading of the goods are the responsibility of the buyer. FOB - Free On Board "Free On Board", or FOB, occurs when the seller delivers the goods to the port of shipment, at which then it becomes the responsibility of the buyer once unloaded onto a vessel. the obligation by the Buyer to take over the goods Although Incoterms deal with a large number of specific obligations, they do not govern the following aspects: transfer of property or any other sales right; breach of the contract, with the relevant consequences for the party in the breach; liabilities, financial conditions in connection with the execution of the main legal transaction; Incoterms 2020 do not belong to "international contracts". Insurance A 6. Allocation of costs A 10. In Incoterms® 2010, insurance is required under clause C, but in Incoterms® 2020, CIP requires insurance complying with Institute Cargo Clause (A) whereas CIF requires insurance under Clause C. It is essential for the Seller / Exporter not to misunderstand the actual application of Incoterms 2020 that refer to the sales contract and NOT to the transport contract, even though, in order to make a sale of goods, there are correlations with aspects and contracts that will be finalized later, such as transport, insurance, financing etc. Allocation of costs B 9. In the 2010 Incoterms rules, exporters of goods in containers were encouraged to use FCA, which seemed best for both parties. It's not recommended for goods that can be placed in a container (more on this below, see FCA). The Listing of Costs All costs are now listed in the 'Allocation of Costs' sections for each rule, to avoid confusions. Checking / packaging / marking B 8. "Free Alongside Ship", or FAS, is used in situations when the seller can place the goods alongside other non-containerised goods (e.g. on a vessel or barge). From a carriage requirements perspective, security related allocations have been added to A4 and A7 of each Incoterms rule, and the necessary costs associated have been added to A9/B9 (see 3). Introduction and layout of the rules A1 / B1: GENERAL OBLIGATIONS A2 / B2: DELIVERY A3 / B3: TRANSFER OF RISK A4 / B4: CARRIAGE A5 / B5: INSURANCE A6 / B6: DELIVERY/TRANSPORT DOCUMENT A7 / B7: EXPORT/IMPORT CLEARANCE A8 / B8: CHECKING / PACKAGING / MARKING A9 / B9: ALLOCATION OF COSTS A10 / B10: NOTICES Advantages and Disadvantages of each rule and whether they work with LCs Rules for Any Mode or Modes of Transport Rules for Sea and Inland Waterway Transport Conclusions Back to top Transfer of Risk in Incoterms The subject of Incoterms is restricted to the aspects relating to the rights and obligations of the parties, Seller and Buyer, of a commercial contract with reference to the delivery of the goods. Checking / packaging / marking A 9. FCA - Free Carrier Unlike EXW, Free Carrier pushes the responsibility of delivering the goods to the buyers nominated premises onto the seller, so they have to organise shipping and various export documents. Proof of Delivery A 7. Notices Therefore, the obligations governed by the Incoterms 2020 are the following: the Seller shall make the goods available for the Buyer, or his carrier, for transportation and delivery to the agreed destination. 3. Carriage A 5. Own transport Incoterms 2010 rules assumed that goods carried from the seller to the buyer were via a 3rd party. Carriers often changed their pricing structure to deal with add ons and sellers were often surprised by being back charged terminal handling charges. Written by Bob Ronal CDCS, a member of the ICC's Incoterms® 2020 Drafting Group, in partnership with Trade Finance Global (TFG). This 94 page guide provides an article by article commentary on Incoterms® 2020. DAP - Delivered At Place "Delivered at Place", or DAP, can also be used for any mode of transport. Back to top Obligations of the parties under Incoterms 2020 Seller's obligations Buyer's obligations A 1. Back to top Latest Incoterms News Back to top Incoterms Diagrams Incoterms Infographic Incoterms Infographics Back to top Incoterms Videos Introduction to Incoterms Incoterms - Origins and History Incoterms® 2020 - Key Changes Incoterms® Top Tips Back to top Download our free Incoterms guide Carriage Paid To can be used in any transport mode, and the risk transfers from the seller to the buyer as soon as the goods reach the nominated destination and the carrier takes charge of these. The Incoterms® 2020 FCA extra provision now states that if the parties have so agreed, the buyer must instruct the carrier to issue to the seller, at the buyers cost and risk, a transport document stating that the goods have been loaded (such as a Bill of Lading with an on board notation) 7. The seller delivers the goods up and takes all responsibility and cost right up until the ship has docked at the end point and the goods have been unloaded. Even sophisticated sellers said they wanted to use FOB, because a standard Letter of Credit requires an onboard Bill of Lading to be presented. The field of action and the function of Incoterms is identified through the acknowledgement of four "moments": Who pays for the main transport? Where does the delivery take place? Where and when the risk is transferred from the Seller to the Buyer? Who bears all the fees arising from transport, i.e. issue of documents, unloading of goods at destination, customs clearance when necessary, insurance of goods etc. DPU - Delivered at Place Unloaded "Delivered at Place Unloaded", or DPU, can be used for any mode of transport. CFR - Cost and Freight "Cost and Freight", or CFR, incurs more risk and responsibility onto the seller. Taking Delivery A 3. If the goods are damaged when on board the vessel, it's the responsibility of the buyer. Here are the key differences between Incoterms 2010 and Incoterms 2020: 1. The seller delivers the goods and transfers the risk to the buyer when goods once unloaded from the arriving means of transport are placed at the disposal of the buyer at a named destination at the agreed point within that place. 5. The buyer is also required to sort out duties and taxes, as well as clearing the goods through customs, the obligation to clear customs in export and import. Costs were a big issue in the 2010 Incoterms®. General obligations B 1. Why? The seller does not need to then load items onto a truck or ship, and the remainder of the shipment is the responsibility of the buyer (e.g. overseas shipment and customs duty). Therefore the delivery and arrival at the destination are the same, the breakdown of the risks between Seller and Buyer, as for the transportation of goods from the place of origin to the final destination. Instead, they only refer to the sales contract signed the Seller and the Buyer. The seller delivers the goods and transfers the risk to the buyer when the goods are placed at the disposal of the buyer, cleared for import, on the arriving means of transport, ready for unloading at the named place of destination. EXW is therefore more favourable to the seller as they do not need to worry about the freight once it has left their premises. The substance of Incoterms 2020 has not changed considerably, but the small subtle changes are absolutely crucial for trade specialists. Therefore the sellers were often taking the risk and using FOB instead, because they wanted to get paid under the LC. If you're selling FCA, your delivery point is different to FOB. Why? DAT required Delivery at Terminal (unloaded), however, following on from feedback to the drafting committee, it was decided to change the term to DPU (Delivery at Place Unloaded), to broadly cover 'any place, whether covered or not'. In this case, the seller insures the goods transported up until they arrive at the port, but it becomes the responsibility of the buyer (in terms of risk and insurance). The use of such clauses is discretionary and, for the sake of their validity, both parties of a sales contract have to agree upon in advance through a specific mention on such contract. There is a gap in delivery between FCA and FOB. 2. CIP - Carriage Insurance Paid To "Carriage and Insurance Paid to", or CIP, specifies that the seller needs to pay the costs of transport as well as the insurance cover for the goods in transit (by any transport mode) to the destination named by the buyer. Security Requirements Cargo security has been particularly important since 9/11, and the 2020 rules now address many of the security-related requirements that became so prevalent in the early part of this century. Operators from different countries, with different legislations, can, at last, rely on the uniform, unambiguous and authentic interpretive sources for properly and fairly sharing the costs and the risks arising from the delivery of the goods. Because the ordering of articles within the Incoterms 2020 rules have also changed, these now appear in the A9/B9 section of each rule. The difference between FCA and FOB to the seller is a significant cost and risk. However, many people were using FOB when they should've really been using FCA. Delivery / transport document B 6. The seller might do this if they have access to sea or inland waterway routes and want to place the goods en route to the buyer alongside other goods on the ship. The seller bears all risks involved in bringing the goods to and unloading them at the named place of destination. CPT - Carriage Paid To "Carriage Paid To", or CPT, goes into a little more detail than FCA, specifying that the seller bears the costs for transporting the goods to the nominated place that the buyer requests. Carriage B 4. The seller will also cover the cost of insurance at least the minimum level. Insurance B 5. Transfer of risks A 4. FCA and Bills of lading According to FCA, part B4, 'The buyer must contract or arrange at its own cost for the carriage of the goods'. General obligations A 2. The seller bears all risks involved in bringing the goods to the named place of destination or to the agreed point within that place.

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