


# INCOTERMS® 2010

|  |  | Appropriate for any mode of transportation |                  | Ocean or Inland Waterway Only |                     |                  | Appropriate for any mode of transportation |                  |                              |                       |                    |                     |                  |        |
|---|--|--|------------------|-------------------------------|---------------------|------------------|--|------------------|------------------------------|-----------------------|--------------------|---------------------|------------------|--------|
|   |  | EXW  | FCA              | FAS                           | FOB                 | CFR              | CIF  | CPT              | CIP                          | DAT                   | DAP                | DDP                 |                  |        |
|   |  | Ex Works                                   | Free Carrier     | Free Alongside Ship           | Free Onboard Vessel | Cost & Freight   | Cost Insurance & Freight                   | Carriage Paid to | Carriage & Insurance Paid to | Delivered at Terminal | Delivered at Place | Delivered Duty Paid |                  |        |
| Elements of Cost / Responsibility   | Prepare Product for Shipment (packaging)           | Seller                                     |                  |                               |                     |                  |  |                  |                              |                       |                    |                     |                  |        |
|   |  | Transfer of Risk                           |                  |                               |                     |                  |  |                  |                              |                       |                    |                     |                  |        |
|   |  | Transfer of Cost                           |                  |                               |                     |                  |  |                  |                              |                       |                    |                     |                  |        |
|   | Loading Charges on carrier on Seller's Side        |  |                  |                               |                     |                  |  |                  |                              |                       |                    |                     |                  |        |
|   | Inland Freight on Seller's Side to the NAMED PLACE |  | Seller           | Seller                        | Seller              | Seller           | Seller                                     | Seller           | Seller                       | Seller                | Seller             | Seller              | Seller           | Seller |
|   | Insurance  |  |                  |                               |                     |                  |  |                  |                              |                       |                    |                     |                  |        |
|   | Export Clearance on Seller's Side                  |  |                  |                               |                     |                  |  |                  |                              |                       |                    |                     |                  |        |
|   |  |  | Transfer of Risk | Transfer of Risk              |                     |                  |  |                  |                              |                       |                    |                     |                  |        |
|   |  |  | Transfer of Cost | Transfer of Cost              |                     |                  |  |                  |                              |                       |                    |                     |                  |        |
|   | Loading on Vessel                                  |  |                  |                               |                     |                  |  |                  |                              |                       |                    |                     |                  |        |
|   |  |  |                  |                               | Transfer of Risk    | Transfer of Risk | Transfer of Risk                           | Transfer of Risk | Transfer of Risk             |                       |                    |                     |                  |        |
|   |  |  |                  |                               | Transfer of Cost    |                  |  |                  |                              |                       |                    |                     |                  |        |
|   | Freight "Main Carriage"                            |  |                  |                               |                     | Seller           | Seller                                     | Seller           | Seller                       |                       |                    |                     |                  |        |
|   |  |  |                  |                               |                     |                  |  |                  |                              |                       | Transfer of Risk   |                     |                  |        |
|   |  |  |                  |                               |                     | Transfer of Cost | Transfer of Cost                           |                  |                              |                       | Transfer of Cost   |                     |                  |        |
| Unloading Charges   |  |  |                  |                               |                     |                  |  |                  |                              |                       |                    |                     |                  |        |
|   |  |  |                  |                               |                     |                  | Transfer of Cost                           | Transfer of Cost |                              |                       |                    |                     |                  |        |
| Inland Freight to Destination on Buyer's Side                                     |  |  |                  |                               |                     |                  |  |                  |                              |                       |                    |                     |                  |        |
|   |  |  |                  |                               |                     |                  |  |                  |                              |                       | Transfer of Risk   |                     |                  |        |
|   |  |  |                  |                               |                     |                  |  |                  |                              |                       | Transfer of Cost   |                     |                  |        |
| Import Customs Clearance on Buyer's Side  | Buyer  | Buyer                                      | Buyer            | Buyer                         | Buyer               | Buyer            | Buyer                                      | Buyer            | Buyer                        | Buyer                 | Buyer              |                     |                  |        |
| Duty & Taxes  |  |  |                  |                               |                     |                  |  |                  |                              |                       |                    |                     |                  |        |
|   |  |  |                  |                               |                     |                  |  |                  |                              |                       |                    |                     | Transfer of Risk |        |
|   |  |  |                  |                               |                     |                  |  |                  |                              |                       |                    |                     | Transfer of Cost |        |



IMPORT | EXPORT | COMPLIANCE

## Know Your Customer Guidance

- <http://www.bis.doc.gov/index.php/enforcement/oeec/compliance/23-compliance-a-training/47-know-your-customer-guidance>

## Customer Screening

- <http://www.bis.doc.gov/index.php/the-denied-persons-list>
- [http://export.gov/ecr/eg\\_main\\_023148.asp](http://export.gov/ecr/eg_main_023148.asp)
- <https://wwwapps.ups.com/tradeability>

## The International Chamber of Commerce

- <http://www.iccwbo.org/>

## The World Trade Organization

- <https://www.wto.org/>

## Bureau of Industry and Security

- <http://www.bis.doc.gov/>