



INCOTERMS ® 2010 RULES

Who's Responsible for what?

	Any Transport Mode		Sea/Inland Waterway Transport					Any Transport Mode			
	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAT	DAP	DDP
Charges/Fees	<i>Ex Works</i>	<i>Free Carrier</i>	<i>Free Alongside Ship</i>	<i>Free On Board</i>	<i>Cost & Freight</i>	<i>Cost Insurance & Freight</i>	<i>Carriage Paid To</i>	<i>Carriage Insurance Paid To</i>	<i>Delivered At Terminal</i>	<i>Delivered At Place</i>	<i>Delivered Duty Paid</i>
<i>Packaging</i>	Buyer or Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
<i>Loading Charges</i>	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
<i>Delivery to Port/Place</i>	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
<i>Export Duty & Taxes</i>	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
<i>Original Terminal Charges</i>	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
<i>Loading on Charges</i>	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
<i>Carriage Charges</i>	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
<i>Insurance</i>	**	**	**	**	**	Seller	**	Seller	**	**	**
<i>Destination Terminal Charges</i>	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
<i>Delivery to Destination</i>	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller
<i>Import Duty & Taxes</i>	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
			TERRA LOGISTICS, LLC 50 Market Street Suite 7 Saddle Brook NJ 07663 Tel: 201-708-6188 / Fax: 201-708-6189 / www.terralogistics.com					* Seller is responsible for loading charges, if the terms state FCA at seller's facility. ** Negotiable between Buyer and Seller			
***This chart is for informational purposes only. Please refer to the full version of Incoterms ® 2010 for up to date information and description.											