



					<b>CFR</b>	<b>CPT</b>	<b>INCOTERMS 2010</b>		
					Cost and Freight (named <b>Port</b> of Destination)	Carriage Paid to named <b>Place</b> of Destination	<b>"GUIDE" to the ICC Official Rules for the Interpretation of Trade Terms</b>		
	<b>EXW</b>	<b>FCA</b>	<b>FAS</b>	<b>FOB</b>	<b>CIF</b>	<b>CIP</b>	<b>DAT</b>	<b>DAP</b>	<b>DDP</b>
	Ex Works.... (named <b>place</b> ) seller's side	Free Carrier... (named <b>place</b> ) seller's side	Free <b>Alongside</b> Ship (named <b>Port</b> of <b>Shipment</b> )	Free On Board (named <b>Port</b> of <b>Shipment</b> )	Cost, <b>Insurance</b> and Freight (named <b>Port</b> of Destination)	Carriage+Insurance Paid to named <b>Place</b> of Destination	Delivered at <b>Terminal</b> (at Destination)	Delivered at named <b>Place</b> (at Destination)	Delivered Duty Paid (named destination Port or Place)
	<b>Any mode or modes</b>		<b>Rules for Sea &amp; Inland Waterway transport</b>			<b>Other Rules for any mode or modes of Transport</b>			

<b>Export Documents</b>	<b>Country Regulations (USPPI), Commodity Concerns, Security and/or Liability may determine who will File!</b>								
<b>Handling Fees</b>									
<b>Loading ... at point of origin</b>		When FCA seller's premise							
<b>Pick up, Loading, Inland Freight</b>		FCA other origin point		Place "On Board"					
<b>Container Loading</b>			Rule should not be used	Rule should not be used					
<b>Ocean Freight</b>									
<b>Terminal Charges</b>									
<b>Inland to "named"</b>									
<b>Container Unloading</b>									
<b>Import Handling</b>									
<b>Door Delivery</b>								Will depend on "place"	
<b>Customs Clearance</b>	<b>Country Regulations, Commodity Concerns and/or Liability may determine who will File!</b>								
<b>Duties and Taxes</b>									

The Seller should make it clear in their contract and/or Invoice that their terms of sale are according to "the Incoterms rule (*term*) - Incoterms 2010 including the specifically named place (*be very precise*)".  
 An example would be: Our Terms of Sale are according to the Incoterms rule: **EXW - Incoterms 2010 at 1111 Bayhill Drive, San Bruno, California 94066 US**

<b>Warning: You must learn to be VERY specific with <u>all</u> terms.</b>	<b>Buyer's expense</b>	<b>Seller's expense</b>	01/11/11 Byrnes
---	------------------------	-------------------------	-----------------

**NOTE: This chart is prepared solely as a GUIDANCE to provide GENERAL intent of the INCOTERMS 2010; it is not meant to offer interpretation due to the many variables you need to verify.**