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.

www.dhl.com



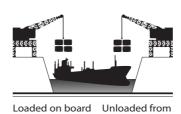




Basic overview of the Incoterms® 2010 rules







vessel at port

of destination

of vessel at port

of origin





FCA Free Carrier

FOB Free On Board (Ocean freight only)

FAS Free Alongside Ship (Ocean freight only)

CFR Cost and Freight only)

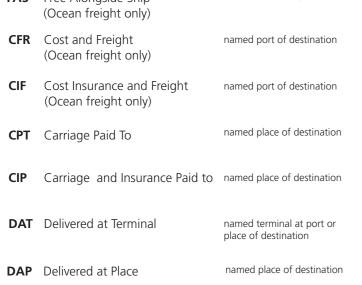
named place of delivery

named port of shipment

named port of shipment

named port of shipment

(Ocean freight only)





Legend

Seller's cost
Consignee's (buyer's) cost
Seller's risk
Consignee's (buyer's) risk
Seller's obligation to arrange cargo insurance

DDP Delivered Duty Paid





