

## **Incoterms® 2010**

### **Group E – Departure**

**EXW – Ex Works** (named place)

The seller makes the goods available at his premises.

### **Group F – Main Carriage Unpaid**

**FCA – Free Carrier** (named place)

The seller hands over the goods, cleared for export, into the custody of the first carrier (named by the buyer) at the named place. This term is suitable for all modes of transport, including carriage by air, rail, road and containerized / multi-modal transport.

**FAS – Free Alongside Ship** (named loading port)

The seller must place the goods alongside the ship at the named port. The seller must clear the goods for export; this changed in the 2000 version of the Incoterms. Suitable for maritime transport only.

**FOB – Free On Board** (named loading port)

The classic maritime trade term, Free On Board: seller must load the goods on board the ship nominated by the buyer, cost and risk being divided at ship's rail. The seller must clear the goods for export. Maritime transport only.

### **Group C – Main Carriage Paid**

**CFR – Cost and Freight** (named destination port)

Seller must pay the costs and freight to bring the goods to the port of destination. However, risk is transferred to the buyer once the goods have crossed the ship's rail. Maritime transport only.

**CIF – Cost, Insurance and Freight** (named destination port)

Exactly the same as CFR except that the seller must in addition procure and pay for insurance for the buyer. Maritime transport only.

#### **Mailing Address**

101 - 17637 1st Ave  
Surrey, BC V3S 9S1

#### **Website**

[www.pacificoverseas.ca](http://www.pacificoverseas.ca)  
[rates@pacificoverseas.ca](mailto:rates@pacificoverseas.ca)

#### **Phone: 604.535.4038**

**Toll-Free: 866.535.4038**

**Fax: 604.538.1530**

**Head Office:** Surrey, BC.

**Branch Offices:** Toronto, Vancouver and Abbotsford

**CPT – Carriage Paid To** (named place of destination)

The general/containerised/multimodal equivalent of CFR. The seller pays for carriage to the named point of destination, but risk passes when the goods are handed over to the first carrier.

**CIP – Carriage and Insurance Paid to** (named place of destination)

The containerised transport/multimodal equivalent of CIF. Seller pays for carriage and insurance to the named destination point, but risk passes when the goods are handed over to the first carrier.

### **Group D – Arrival**

**DDP – Delivered Duty Paid** (named destination place)

Seller pays for all transportation costs and bears all risk until the goods have been delivered and pays the duty. Also used interchangeably with the term "Free Domicile."

**DAT – Delivered At Terminal** (named destination place)

Seller is responsible for export clearance, delivery of the goods packed to destination terminal, all transport costs to named terminal and unloading(only term to include unloading). Buyer is responsible for import clearance and on-carriage (foreign inland freight). No insurance obligation by either party.

**DAP – Delivered At Place** (named destination place) (replaces DDU, DAF, DES, DEQ)

Seller is responsible for export clearance, deliver the goods appropriately packed at named destination and pay all transport costs to named destination (no unloading). Buyer is responsible for unloading, import clearance and on-carriage (foreign inland freight). No insurance obligation by either party.