

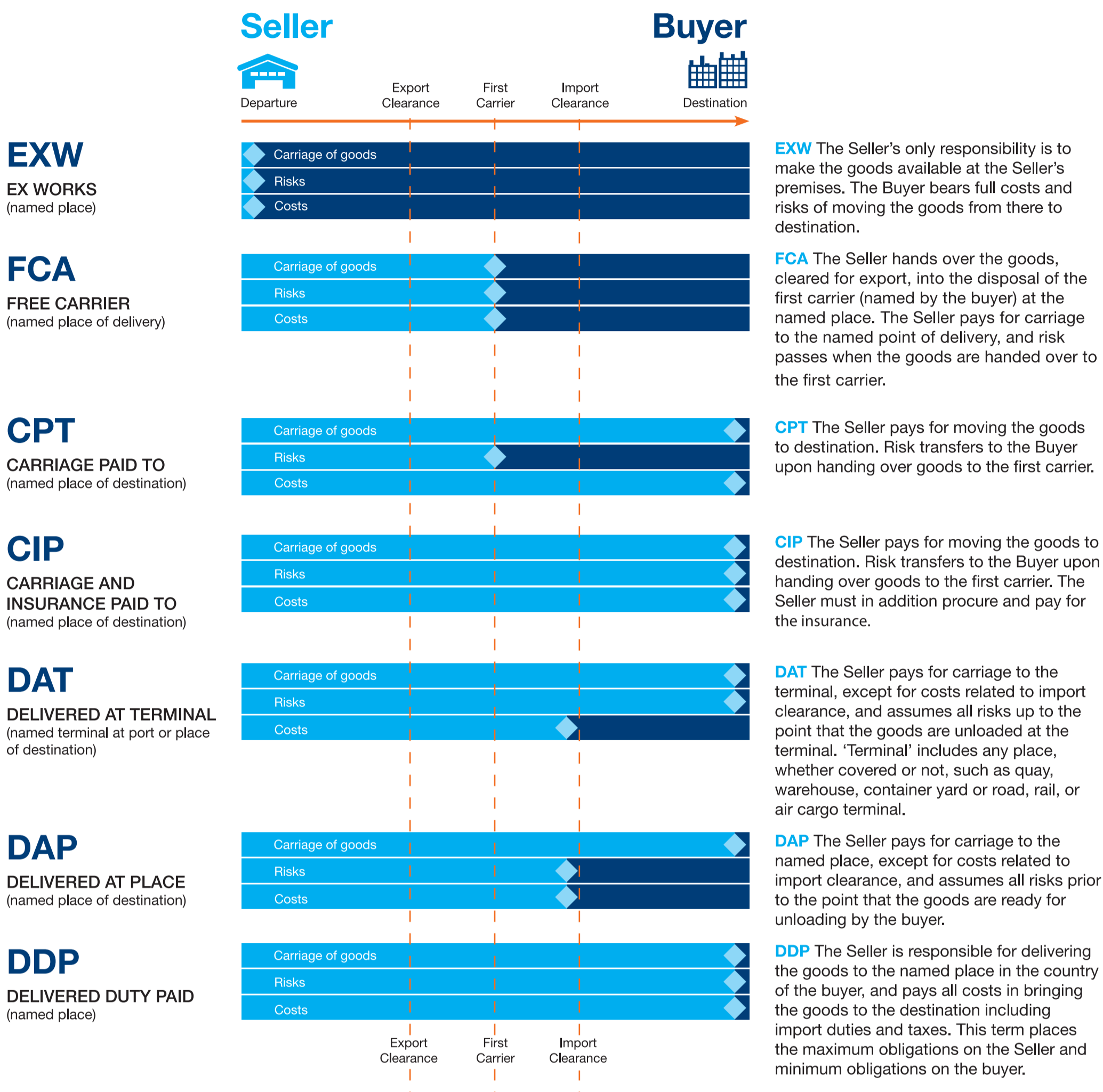
Incoterms® 2010 Rules

Transport obligations, costs and risk guide



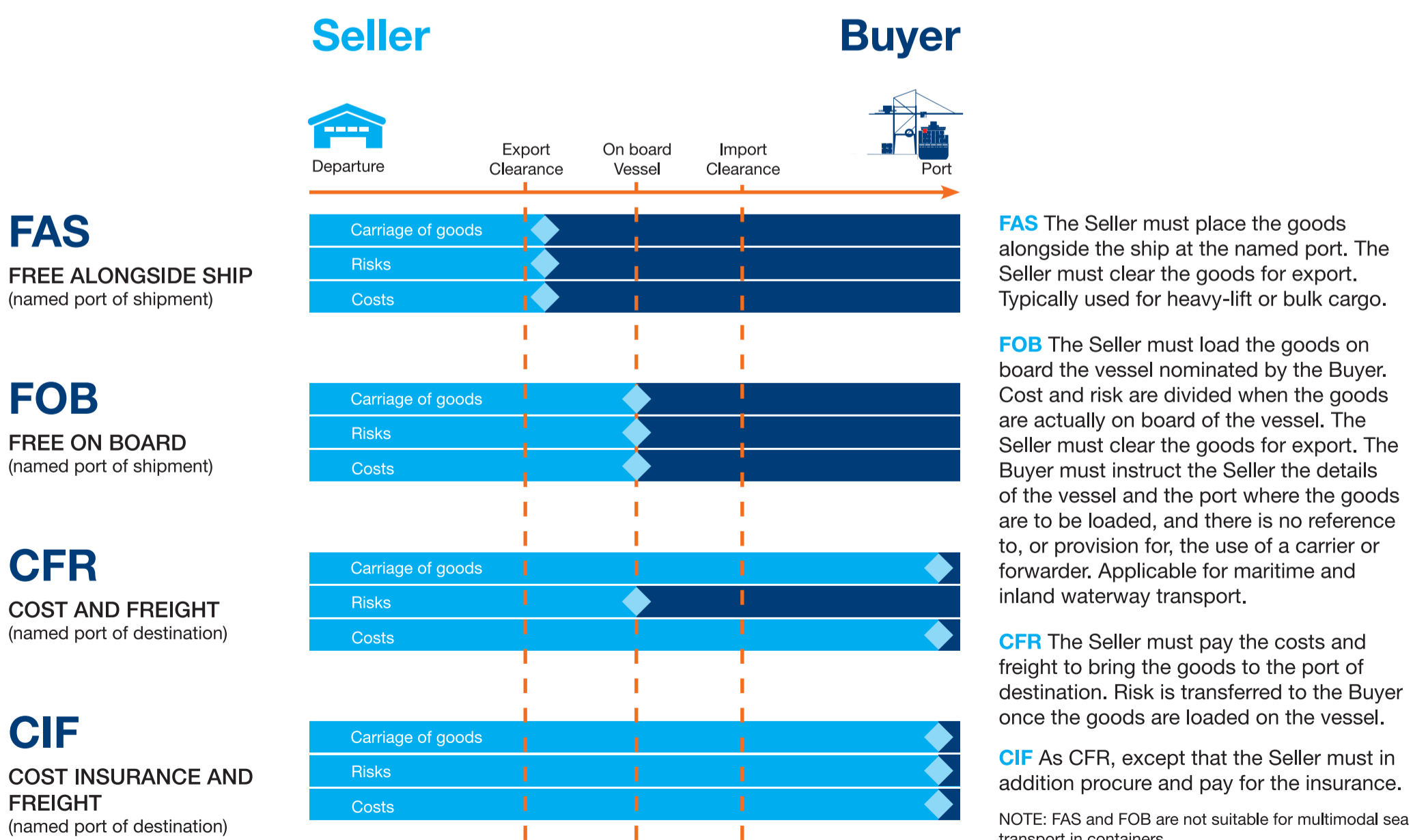
Rules for any mode or modes of transport

This first class includes the seven Incoterms® rules that can be used irrespective of the mode of transport selected and irrespective of whether one or more modes of transport is employed. These rules can be used in cases where a ship is used for part of the carriage.



Sea and Inland Waterway Rules

In this class of Incoterms® rules, the point of delivery and the place to which the goods are carried to the Buyer are both ports.



FAS The Seller must place the goods alongside the ship at the named port. The Seller must clear the goods for export. Typically used for heavy-lift or bulk cargo.

FOB The Seller must load the goods on board the vessel nominated by the Buyer. Cost and risk are divided when the goods are actually on board of the vessel. The Seller must clear the goods for export. The Buyer must instruct the Seller the details of the vessel and the port where the goods are to be loaded, and there is no reference to, or provision for, the use of a carrier or forwarder. Applicable for maritime and inland waterway transport.

CFR The Seller must pay the costs and freight to bring the goods to the port of destination. Risk is transferred to the Buyer once the goods are loaded on the vessel.

CIF As CFR, except that the Seller must in addition procure and pay for the insurance.

NOTE: FAS and FOB are not suitable for multimodal sea transport in containers.

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