

												
Seller/ Exporter Not Loaded	Export Formalities and Fees	Pre-Carriage Not Unloaded	Delivery at Named Place Unloaded	Ready for Loading Alongside Ship or Vessel	Loaded on Board Ship	Main Carriage by Air, Road, Rail, or Ocean	On Board Ship or Vessel	Discharge at Port of Arrival	Delivery at Terminal Unloaded	Onward Carriage Not Unloaded	Import Formalities and Duties	Buyer/ Importer Unloaded

Rules for Shipment by Air, Road, Rail, Sea, or Multi-modal

EXW Ex Works	Carriage	Loading and carriage of the goods from the "named place of delivery" are arranged by the BUYER	
	Risks	Risk transfers from SELLER to BUYER when the goods are made available to BUYER at SELLER's "named place of delivery," not loaded	
	Costs	Costs transfer from SELLER to BUYER when the goods are made available to BUYER at SELLER's "named place of delivery," not loaded	
FCA Free Carrier	Carriage	Carriage	is arranged by the BUYER or by the SELLER on behalf of the BUYER.
	Risks	Risk Transfer	From the SELLER to the BUYER when the goods have been delivered to the CARRIER at the "named place of delivery"
	Costs	Cost Transfer	From the SELLER to the BUYER when the goods have been delivered to the CARRIER at the "named place of delivery"
CPT Carriage Paid to	Carriage	Carriage of the goods to the "named place of destination" is arranged by the seller	
	Risks	Risk transfers from the SELLER	to the BUYER when the goods have been delivered to the (first) CARRIER
	Costs	Costs transfer from the SELLER to the BUYER at the "named place of destination"	
CIP Carriage & Insurance Paid to	Carriage	Carriage of the goods and insurance to the "named place of destination" are arranged by the seller	
	Risks	Risk transfers from the SELLER	to the BUYER when the goods have been delivered to the (first) CARRIER
	Costs	Costs transfer from the SELLER to the BUYER at the "named place of destination"	
DAT Delivery At Terminal	Carriage	Carriage of the goods to the "named terminal at port or place of destination," unloaded, is arranged by the SELLER	
	Risks	Risk transfer from the SELLER to the BUYER when the goods are made available to the BUYER at the "named terminal at port or place	of destination, unloaded
	Costs	Cost transfer from the SELLER to the BUYER when the goods are made available to the BUYER at the "named terminal at port or place	of destination, unloaded
DAP Delivery At Place	Carriage	Carriage of the goods to the "named place of destination," ready for unloading, is arranged by the SELLER	
	Risks	Risk transfer from the SELLER to the BUYER when the goods are made available ready for unloading at the "named place of destination"	
	Costs	Cost transfer from the SELLER to the BUYER when the goods are made available ready for unloading, cleared for import at the "named place of destination"	
DDP Delivery Duty Paid	Carriage	Carriage of the goods to the "named place of destination," ready for unloading, is arranged by the SELLER	
	Risks	Risk transfer from the SELLER to the BUYER when the goods are made available ready for unloading at the "named place of destination"	
	Costs	Cost transfer from the SELLER to the BUYER when the goods are made available ready for unloading, cleared for import at the "named place of destination"	

Rules for Shipment by Sea and Inland Waterways Only

FAS Free Alongside Ship	Carriage	Pre-carriage of the goods is arranged by the SELLER	Main carriage of the goods is arranged by the BUYER
	Risks	Risk transfers from the SELLER to the BUYER	when the goods have been placed alongside the ship at the "named port of shipment"
	Costs	Costs transfer from the SELLER to the BUYER	when the goods have been placed alongside the ship at the "named port of shipment"
FOB Free On Board	Carriage	Pre-carriage of the goods is arranged by the SELLER	Main carriage of the goods is arranged by the BUYER
	Risks	Risk transfer from the SELLER to the BUYER	when the goods are loaded on board the ship at the "named port of shipment"
	Costs	Costs transfer from the SELLER to the BUYER	when the goods are loaded on board the ship at the "named port of shipment"
CFR Cost and Freight	Carriage	Carriage of the goods to the "named port of destination" is arranged by the SELLER	Onward carriage is arranged by the BUYER
	Risks	Risk transfers from the SELLER to the BUYER when the goods are loaded	on board the ship at the "named port of shipment" (not destination)
	Costs	Costs transfer from the SELLER to the BUYER upon delivery of the goods, not unloaded, at the "named port of destination"	
CIF Cost, Insurance Freight	Carriage	Carriage of the goods and insurance to the "named port of destination" is arranged by the SELLER	Onward carriage is arranged by the BUYER
	Risks	Risk transfers from the SELLER to the BUYER when the goods are loaded	on board the ship at the "named port of shipment" (not destination)
	Costs	Costs transfer from the SELLER to the BUYER upon delivery of the goods, not unloaded, at the "named port of destination"	

Notes on INCOTERMS® 2010 Rules (Entry into force: January 1, 2011)

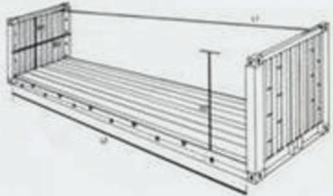
1. Incoterms® 2010 rules are internationally accepted standard definitions of trade terms (**International Commercial TERMS**). Incoterms® were developed by the ICC (International Chamber of Commerce), Paris, France, in 1936, and have been regularly revised to reflect changes in transportation and documentation. The current version is Incoterms® 2010 (www.iccwbo.org).
2. Incoterms® 2010 rules are not implied into contracts. Buyers and sellers must specify in their contract that it is subject to Incoterms® 2010.
3. Incoterms® 2010 rules DO a) apply to the sale of goods, b) specify each party's obligations regarding carriage, risks, and costs, and c) establish basic terms of transport and delivery.
4. Incoterms® 2010 rules DO NOT a) apply to contracts for services, b) define contractual rights other than for delivery, c) specify details of the transfer, transport, and delivery of goods, d) determine how title to goods will transfer, e) protect seller or buyer from risk of loss, f) cover the goods before or after delivery, or g) define remedies for breach of contract.
5. **"Delivery"** in Incoterms® 2010 rules is used to "indicate where the risk of loss or damage to the goods passes from the seller to the buyer."
6. **"Pre-Carriage"** indicates the movement of goods prior to the main carriage of the shipment.
7. **"Onward Carriage"** indicates the movement of goods after the main carriage of the shipment.
8. This guide is for easy reference only.

AIR CONTAINERS

Main Deck Pallet	9A Lower Deck Pallet	LD-11	LD-8	LD7	LD-4	LD-3	LD-2
							
External displacement: 606 cu. ft./17.6 cu. m.	External displacement: 242 cu. ft./6.9 cu. m.	Internal Capacity: 242 cu. ft./6.9 cu. m.	Internal Capacity: 243 cu. ft./6.9 cu. m.	External displacement: 379.9 cu. ft./10 cu. m.	Internal Capacity: 174 cu. ft./5 cu. m.	Internal Capacity: 150 cu. ft./4 cu. m.	Internal Capacity: 120 cu. ft./3 cu. m.
Maximum gross weight: 15,000 lb./6,804 kg.	Maximum gross weight: 7,000 lb./3,176 kg.	Maximum gross weight: 7,000 lb./3,176 kg.	Maximum gross weight: 5,400 lb./2,450 kg.	Maximum gross weight: 10,200 lb./4,627 kg.	Maximum gross weight: 5,400 lb./2,450 kg.	Maximum gross weight: 3,500 lb./1,588 kg.	Maximum gross weight: 2,700 lb./1,225 kg.
Maximum external dimensions: (L x W x H) 125" x 96" x 96" 317 cm. x 224 cm. x 244 cm	Maximum external dimensions: (L x W x H) 125" x 60" x 63" 317 cm. x 152 cm. x 160 cm	Maximum external dimensions: (L x W x H) 125" x 60" x 64" 317 cm. x 162 cm. x 162 cm	Maximum external dimensions: (L x W x H) 96" x 60" x 64" 228 cm. x 152 cm. x 162 cm	Maximum external dimensions: (L x W x H) 125" x 88" x 63" 317 cm. x 224 cm. x 160 cm	Maximum external dimensions: (L x W x H) 96" x 60" x 64" 228 cm. x 152 cm. x 162 cm	Maximum external dimensions: (L x W x H) 61" x 60" x 64" 154 cm. x 152 cm. x 162 cm	Maximum external dimensions: (L x W x H) 47" x 60" x 64" 119 cm. x 152 cm. x 162 cm

OCEAN CONTAINERS

	Standard 20'		Standard 40'		High Cube 40'	
	Inside Length:	Capacity:	Inside Length:	Capacity:	Inside Length:	Capacity:
	19'4"	33.18 m ³	39'5"	67.67 m ³	39'5"	76.28 m ³
	7'48"	2,229 kg	7'8"	3,701 kg	7'8"	3,968 kg
	7'10"	2,172 kg	7'10"	59,040 lb	8'10"	26,512 kg
	2.38 m	2.28 m	2.38 m	26,780 kg	2.69 m	
	2.33 m	2.28 m	2.33 m		2.33 m	
	2.33 m	2.28 m	2.33 m		2.33 m	
	2.28 m	2.28 m	2.28 m		2.56 m	
	2.28 m	2.28 m	2.28 m		2.56 m	
	1,172 ft ³	2,229 kg	2,390 ft ³	3,701 kg	2,694 ft ³	3,968 kg
	4,916 lb	2,229 kg	8,160 lb	3,701 kg	8,750 lb	3,968 kg
	47,999 lb	21,727 kg	59,040 lb	26,780 kg	58,450 lb	26,512 kg

	Flat Rack 20'		Flat Rack 40'	
	Inside Length:	Capacity:	Inside Length:	Capacity:
	19'4"	32.16 m ³	39'5"	66.54 m ³
	7'7"	2,394 kg	7'8"	3,850 kg
	7'8"	2,394 kg	7'8"	
	2.33 m	2.18 m	2.33 m	
	2.33 m	2.18 m	2.33 m	
	2.28 m	2.18 m	2.33 m	
	2.28 m	2.18 m	2.26 m	
	1,136 ft ³	2,394 kg	2,350 ft ³	3,850 kg
	5,280 lb	2,394 kg	8,490 lb	3,850 kg

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