

# **INCO-Terms in general**

Incoterms are internationally recognized conditions that clearly specify how the responsibility and liability is divided between seller and buyer.

INCO Terms accurately describe the rights and obligations relating to transport, insurance, import duties, customs etc.

## **INCO-Terms 2010**

## **EXW (Ex Works)**

Seller provides the cargo to the buyer, at the agreed date, in sellers' factory, warehouse or any other location appointed by the seller. Seller provides packing slip and (proforma) invoice. Buyer exports (customs) and imports (customs) and is fully liable for all risks involved. Suitable for all modalities.

## FCA (Free Carrier)

Seller provides the cargo to the buyer, at the agreed date, in sellers' factory, warehouse or any other location appointed by the seller and formaly delivers at the haulier or forwarder appointed by the seller. All risks transfer from seller to buyer once the cargo is on board of the vehicle of the mentioned haulier or forwarder. Seller provides packing slip and (proforma) invoice. Buyer exports (customs) and imports (customs) and is fully liable for all risks involved. Suitable for all modalities.

### **CPT (Carriage Paid To)**

Seller arranges and pays the transport to the agreed place of delivery. Seller exports (customs) and buyer imports (customs) All risks transfer from seller to buyer once the cargo has been delivered at the agreed place of delivery. Suitable for all modalities.

### CIP (Carriage and Insurance paid to)

De seller has the same obligations as under CPT. An additional obligation for the seller is that seller has to insure the cargo until the cargo has been delivered at the agreed place of delivery. Suitable for all modalities.

### **DAT (Delivered At terminal)**

Seller provides the cargo to the buyer, at the agreed date, at the agreed terminal. Seller provides the cargo to the buyer from the transportationunit. At that moment all risks transfer from seller to buyer. Seller exports (customs) and buyer imports (customs) Suitable for all modalities.

ForestField Logistics B.V. Oudeweg 109 NL 9628 CD Siddeburen BTW nr. NL 818705231B01 KvK Groningen 02101437







Tel.: +31 598 431 003 Fax: +31 598 431 471 Mail: info@forestfieldlogistics.com Rabobank 13.86.48.417 IBAN NL94 RABO 0138 6484 17



## **DAP (Delivered At Place)**

Seller provides the cargo to the buyer, at the agreed date, at the agreed place. Seller provides the cargo to the buyer from the transportationunit. At that moment all risks transfer from seller to buyer. Seller exports (customs) and buyer imports (customs)

Suitable for all modalities.

#### **DDP (Delivery Duty Paid)**

Seller provides the cargo to the buyer, at the agreed date, at the agreed place, often buyers' company. Seller is liable for all risks and cost. Seller exports (customs) and imports (customs) DDP is the counterpart of EXW; DDP all risks and cost for seller; EXW all risks and cost for buyer. Suitable for all modalities.

# **FAS (Free Alongside Ship)**

Seller provides the cargo to the buyer, at the agreed date, alongside the ship. Seller provides packing slip and (proforma) invoice. Buyer exports (customs) and imports (customs). All risks transfer from seller to buyer once the cargo has been delivered alongside ship. Only suitable for transportation per ship.

#### FOB (Free on Board / vrij aan boord)

Seller has the same obligations as under FAS, with the main difference that all risks transfer from seller to buyer once the cargo is on board the ship.
Seller exports (customs) and buyer imports (customs).
Only suitable for transportation per ship.

#### CFR (Cost and Freight / Kosten en vracht)

Seller provides the cargo to the buyer, at the agreed date, at the agreed port, excluiding discharging. At that moment all risks transfer from seller to buyer. Seller exports (customs) and buyer imports (customs).

Only suitable for transportation per ship.

## CIF (Cost, Insurance and Freight / Kosten, verzekering en vracht)

De seller has the same obligations as under CFR. An additional obligation for the seller is that seller has to insure the cargo until the cargo has been delivered at the agreed port. Only suitable for transportation per ship.

ForestField Logistics B.V. Oudeweg 109 NL 9628 CD Siddeburen BTW nr. NL 818705231B01 KvK Groningen 02101437

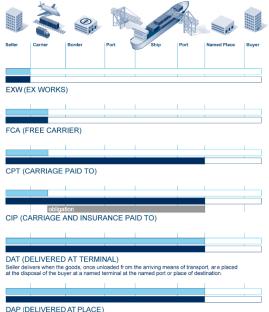




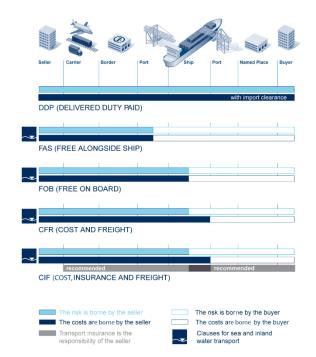


Tel.: +31 598 431 003 Fax: +31 598 431 471 Mail: info@forestfieldlogistics.com Rabobank 13.86.48.417 IBAN NL94 RABO 0138 6484 17





DAP (DELIVERED AT PLACE)
Seller delivers when the goods are placed at the disposal of the buyer on the arriving means of transport ready for unloading at the named place of destination.



ForestField Logistics B.V. Oudeweg 109 NL 9628 CD Siddeburen BTW nr. NL 818705231B01 KvK Groningen 02101437







Tel.: +31 598 431 003 Fax: +31 598 431 471 Mail: info@forestfieldlogistics.com Rabobank 13.86.48.417 IBAN NL94 RABO 0138 6484 17