

Incoterms (International Commercial terms) are a series of international trade terms, published by the International Chamber of Commerce (ICC) and widely used in commercial transactions. The rules are accepted by governments, legal authorities and merchants worldwide for the interpretation of most commonly used terms in international trade.

Incoterms reduce or remove altogether uncertainties arising from different interpretation of such terms in different countries. The scope of Incoterms extends to the rights and obligations of parties under a contract of sale at goods delivery part (terms of goods delivery). The rules explain which party to the sale contract has the obligation to make carriage or insurance arrangements, when the seller delivers the goods to the buyer, and which costs each party is responsible for.

From January 1, 2011, the eighth edition, Incoterms 2010, has effect.

Below is presented a complete list of Incoterms 2010 rules:

Group E – Departure

EXW – Ex Works (named place)

Group F – Main carriage unpaid

FCA – Free Carrier (named places)

FAS – Free Alongside Ship (named loading port)

FOB – Free on Board (named loading port)

Group C – Main Carriage Paid

CFR – Cost and Freight (named destination port)

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

CPT – Carriage Paid To (named place of destination)

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

Group D - Arrival

DAT - Delivered At Terminal (named terminal of destination)

DAP - Delivered At Place (named point of destination)

DDP – Delivered Duty Paid (named destination place)