

Incoterms 2010


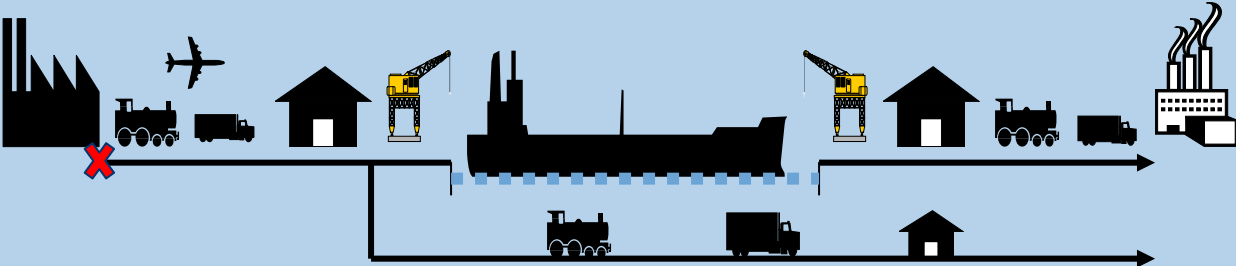
SCA Transforest



EXW – Ex works

EXW (insert named place of delivery) Incoterms 2010

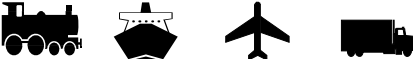
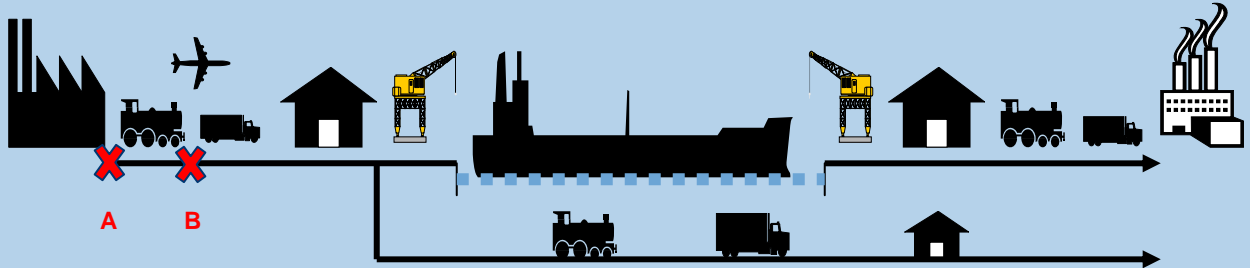


SHIPPER			BUYER
RISKS			RISKS
Bear all risks until the goods are placed at the buyers disposal at agreed place and time			Bear all risks from the time the goods are placed at buyers disposal at agreed place and time
COSTS			COSTS
Bear all costs until the goods are placed at buyers disposal at agreed place and time	<p style="text-align: center;">CARRIAGE</p> <p style="text-align: center;">The shipper must place the goods at the buyers disposal at agreed time and place but not loaded on any vehicle appointed by the buyer</p>		Bear all costs from the time the goods are placed at his disposal at agreed place and time
COMMENTS	<p style="text-align: center;">RISK – TRANSFER</p> <p style="text-align: center;">The risk is transferred to the buyer when the goods are placed at his disposal at agreed place and time</p>		COMMENTS
Minimum obligations for the seller	<p style="text-align: center;">INSURANCE</p> <p style="text-align: center;">No obligations. Either parties can insure their own risk (recommended)</p>		Maximum obligations for the buyer

FCA – Free carrier

FCA (insert named place of delivery) Incoterms 2010


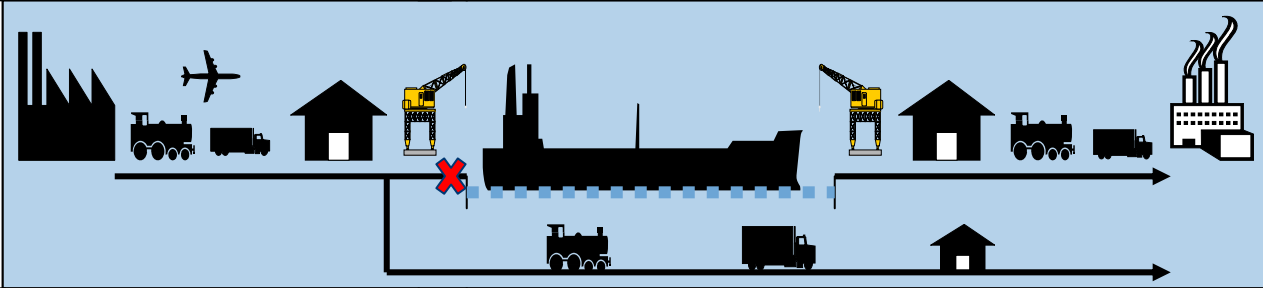
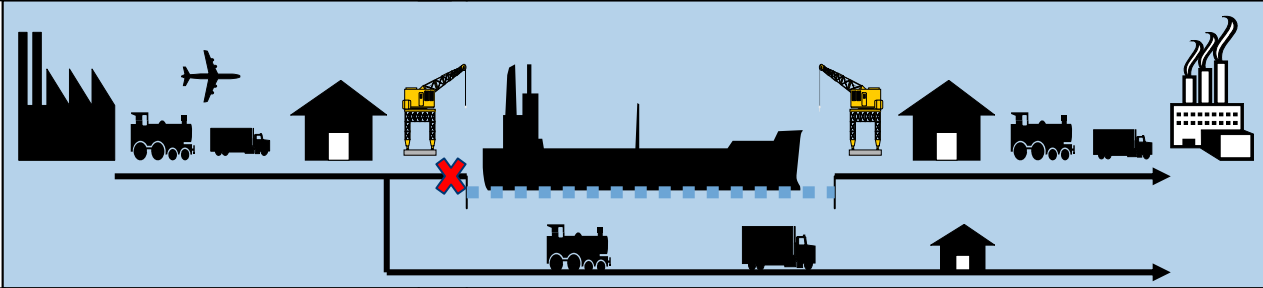


SHIPPER			BUYER
RISKS			RISKS
<p>Bear all risks until the goods are placed at the carriers disposal.</p> <p>OBSERVE! alternatives A and B</p>			<p>Bear all risks from the time the goods are placed at the carriers disposal</p>
COSTS			COSTS
<p>Bear all costs until the goods are placed at the carriers disposal</p>	<p style="text-align: center;">CARRIAGE</p> <p style="text-align: center;">Seller to place the goods at the carriers disposal – not unloaded – at agreed place and time. Buyer to arrange for carriage of the goods at his own expenses</p>		<p>Bear all costs from the time the goods are placed at the carriers disposal</p>
COMMENTS			COMMENTS
<p>Goods to be cleared for export</p>	<p style="text-align: center;">RISK – TRANSFER</p> <p style="text-align: center;">The risk is transferred when the goods have been placed into the custody of a carrier at the agreed time and place in accordance with the contract</p> <p style="text-align: center;">INSURANCE</p> <p style="text-align: center;">No obligations. Either parties can insure their own risk (recommended)</p>		<p>Goods to be cleared for import</p>

FAS – Free alongside ship

FAS (insert named port of shipment) Incoterms 2010


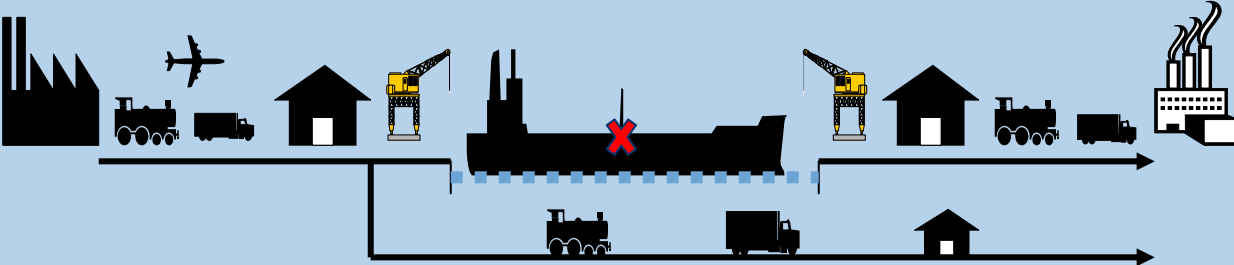


SHIPPER			BUYER
RISKS			RISKS
Bear all risks of loss of or damage to the goods until the goods are delivered alongside ship			Bear all risk of loss of or damage to the goods after delivered alongside ship in accordance with contracts
COSTS	CARRIAGE		COSTS
Bear all costs related to the goods until delivered alongside ship including duties, taxes and custom charges for export	The buyer has to contract at his own expenses for the carriage and loading of the goods from the port of shipment		Bear all costs from the time the goods are delivered alongside ship, including duties, taxes and custom charges for import
COMMENTS	RISK – TRANSFER		COMMENTS
Goods to be cleared for export.	Whenever the goods are delivered alongside the vessel at the agreed time in the manner customary at the agreed port		Goods to be cleared for import and transit through any country
	INSURANCE		
	No obligations. Shipper/buyer can insure their own risk (recommended)		

FOB – Free on board

FOB (insert named port of shipment) Incoterms 2010



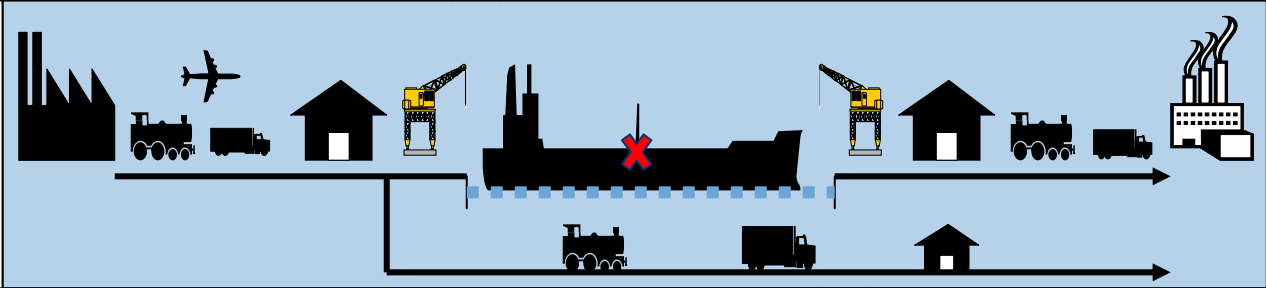



SHIPPER			BUYER
RISKS			RISKS
Bear all risks until the goods have been placed onboard the ship			Bear all risks from the time the goods have been placed onboard the ship
COSTS			COSTS
Bear all costs until the goods have been placed onboard the ship	<div style="text-align: center;"> <p>CARRIAGE</p> <p>The buyer have to contract at his own expenses for the carriage of the goods from the loading port</p> </div>		Bear all costs from the time the goods have been placed onboard the ship
COMMENTS			COMMENTS
Goods to be cleared for export.	<div style="text-align: center;"> <p>RISK – TRANSFER</p> <p>The risk is transferred when the goods effectively have been placed onboard the ship</p> </div>		Goods to be cleared for import and transit through any country
	<p>No obligations. Shipper/buyer can insure their own risk (recommended)</p>		

CFR – Cost and freight

CFR (insert named port of destination) Incoterms 2010



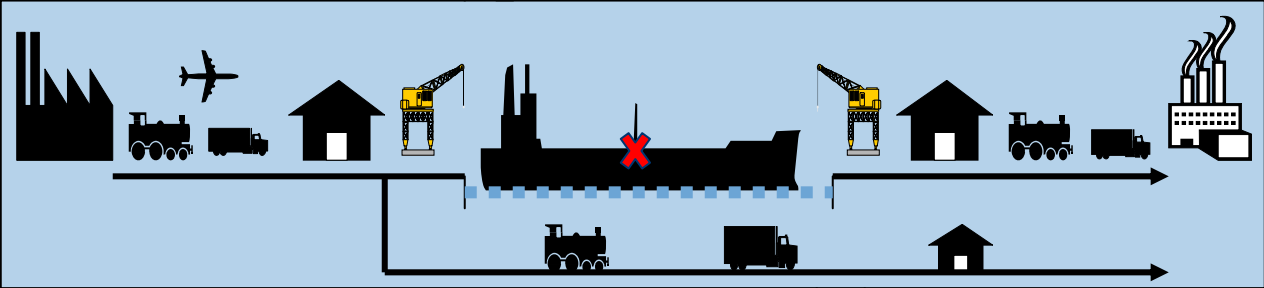



SHIPPER			BUYER
RISKS			RISKS
<p>Bear all risks until the goods have been placed onboard the ship</p>			<p>Bear all risks from the time the goods have been placed onboard the ship</p>
COSTS			COSTS
<p>Bear any costs to bring the goods – not discharged - to the port of destination</p>	<p style="text-align: center;">CARRIAGE</p> <p style="text-align: center;">Seller to arrange for carriage to the port of destination at his own expenses.</p>		<p>Bear any costs from the moment the goods are placed at the buyers disposal at the port of destination</p>
COMMENTS	<p style="text-align: center;">RISK – TRANSFER</p> <p style="text-align: center;">The risk is transferred when the goods effectively have been placed onboard the ship</p>		COMMENTS
<p>Goods to be cleared for export</p>	<p style="text-align: center;">INSURANCE</p> <p style="text-align: center;">No obligations. Shipper/buyer can insure their own risk (recommended)</p>		<p>Goods to be cleared for import.</p>

CIF – Cost, insurance and freight

CIF (insert named port of destination) Incoterms 2010



SHIPPER			BUYER
RISKS			RISKS
<p>Bear all risks until the goods have been placed onboard the ship</p>			<p>Bear all risks from the time the goods have been placed onboard the ship</p>
COSTS			COSTS
<p>Bear any costs to bring the goods – not discharged - to the port of destination</p>	<p style="text-align: center;">CARRIAGE</p> <p style="text-align: center;">Seller to arrange for carriage to the port of destination at his own expenses.</p>		<p>Bear any costs from the moment the goods are placed at the buyers disposal at the port of destination</p>
COMMENTS	<p>RISK – TRANSFER</p> <p>The risk is transferred when the goods effectively have been placed onboard the ship</p>		COMMENTS
<p>Goods to be cleared for export</p>	<p style="text-align: center;">INSURANCE</p> <p>Insurance must be covered by the seller on account of the buyer. Inland transport in country of destination not covered unless specified. Only minimum cover required</p>		<p>Goods to be cleared for import.</p>

CPT – Carriage paid to

CPT (Insert named place of destination) Incoterms 2010



SHIPPER			BUYER
RISKS			RISKS
Bear all risks until the goods are delivered into the custody of the carrier			Bear all risks from the moment the goods are delivered into the custody of the carrier
COSTS			COSTS
Bear all costs until the goods have been delivered to the named place of destination	<p style="text-align: center;">CARRIAGE</p> <p style="text-align: center;">Seller to arrange for the carriage at his own expenses to place of destination</p>		Bear all costs from the moment the goods have been delivered to the named place of destination
COMMENTS			COMMENTS
Goods to be cleared for export and transit through any country	<p style="text-align: center;">RISK – TRANSFER</p> <p style="text-align: center;">The risk is transferred to the buyer at the moment the goods have been delivered into the custody of the first carrier</p> <p style="text-align: center;">INSURANCE</p> <p style="text-align: center;">No obligations. Shipper/buyer can insure their own risk (recommended)</p>		Goods to be cleared for import

CIP – Carriage and insurance paid to

CIP (insert named place of destination) Incoterms 2010



SHIPPER			BUYER
RISKS			RISKS
Bear all risks until the goods are delivered into the custody of the carrier			Bear all risks from the moment the goods are delivered into the custody of the carrier
COSTS			COSTS
Bear all costs until the goods have been delivered to the named place of destination but not discharged	<p style="text-align: center;">CARRIAGE</p> <p style="text-align: center;">Seller to arrange for the carriage at his own expenses to place of destination</p>		Bear all costs from the moment the goods have been delivered to the named place of destination
COMMENTS	<p style="text-align: center;">RISK – TRANSFER</p> <p style="text-align: center;">The risk is transferred to the buyer at the moment the goods have been delivered into the custody of the first carrier</p>		COMMENTS
Goods to be cleared for export and transit through any country	<p style="text-align: center;">INSURANCE</p> <p style="text-align: center;">Insurance must be covered by the seller on account of the buyer. Only minimum cover required</p>		Goods to be cleared for import

DAT – Delivered at terminal

DAT (insert named terminal at port or place of destination) Incoterms 2010


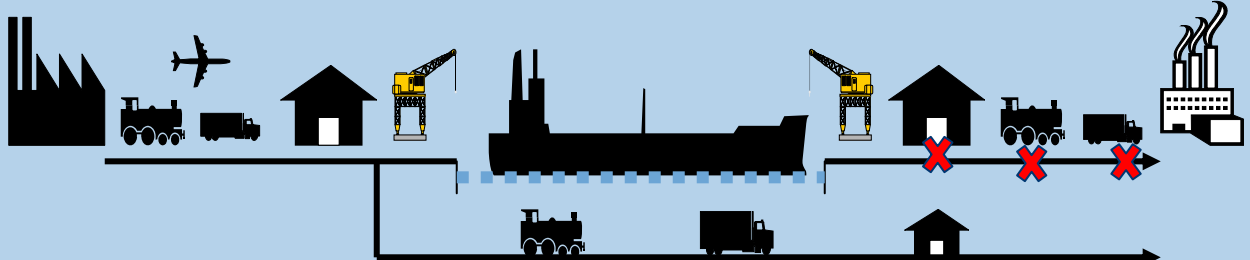


SHIPPER			BUYER
RISKS			RISKS
Bear all risks until the goods are placed at the buyers disposal – unloaded at the named terminal			Bear all risks from the moment the goods are placed at the buyers disposal at the named terminal
COSTS			COSTS
Bear all costs until the goods are placed at the buyers disposal – unloaded at the named terminal	<p style="text-align: center;">CARRIAGE</p> <p style="text-align: center;">Seller to arrange for the carriage onto the quay at port of destination at his own expenses – GOODS DISCHARGED</p>		Bear all risks from the moment the goods are placed at the buyers disposal at the named terminal
COMMENTS	<p style="text-align: center;">RISK – TRANSFER</p> <p style="text-align: center;">The risk is transferred to the buyer when the goods are placed at buyers disposal - unloaded - at the named terminal</p>		COMMENTS
Goods to be cleared for export and transit through any country	<p style="text-align: center;">INSURANCE</p> <p style="text-align: center;">No obligations. Shipper/buyer can insure their own risk (recommended)</p>		Goods to be cleared for import

DAP – Delivered at place

DAP (insert named place of destination) Incoterms 2010



SHIPPER		BUYER
RISKS		RISKS
Bear all risks until the goods are placed at the buyers disposal at the named place of destination		Bear all risks from the moment the goods are placed at the buyers disposal at the named place of destination
COSTS		COSTS
Bear all costs until the goods are placed at the buyers disposal at the named place of destination	<p style="text-align: center;">CARRIAGE</p> <p style="text-align: center;">Seller to arrange for the carriage to the named place of destination at his own expenses – goods not discharged</p>	Bear all risks from the moment the goods are placed at the buyers disposal at the named place of destination
COMMENTS	<p style="text-align: center;">RISK – TRANSFER</p> <p style="text-align: center;">The risk is transferred to the buyer when the goods are placed at buyers disposal at the named place of destination</p>	COMMENTS
Goods to be cleared for export and transit through any country	<p style="text-align: center;">INSURANCE</p> <p style="text-align: center;">No obligations. Shipper/buyer can insure their own risk (recommended)</p>	Goods to be cleared for import

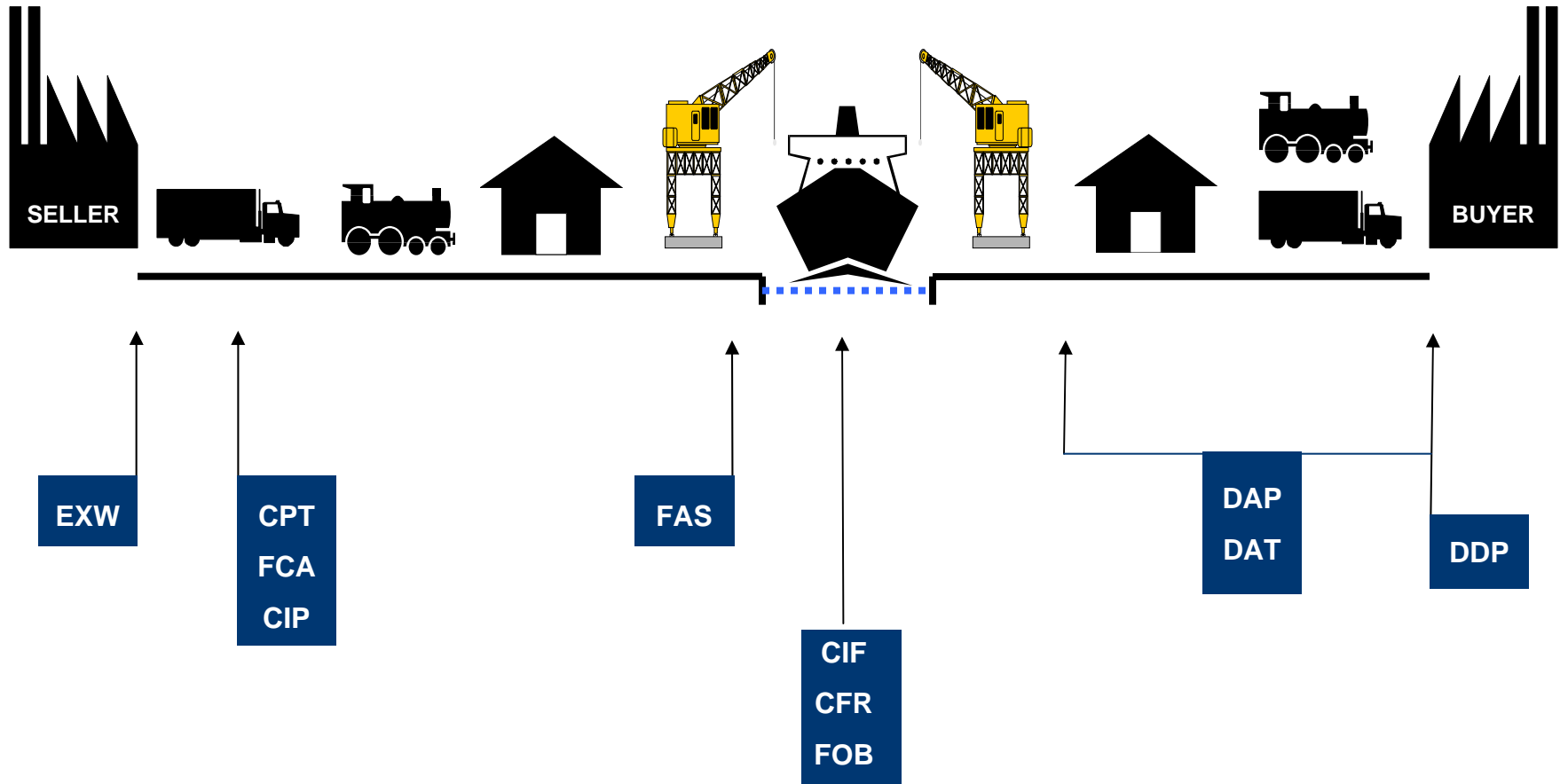
DDP – Delivered duty paid

DDP (insert named place of destination) Incoterms 2010



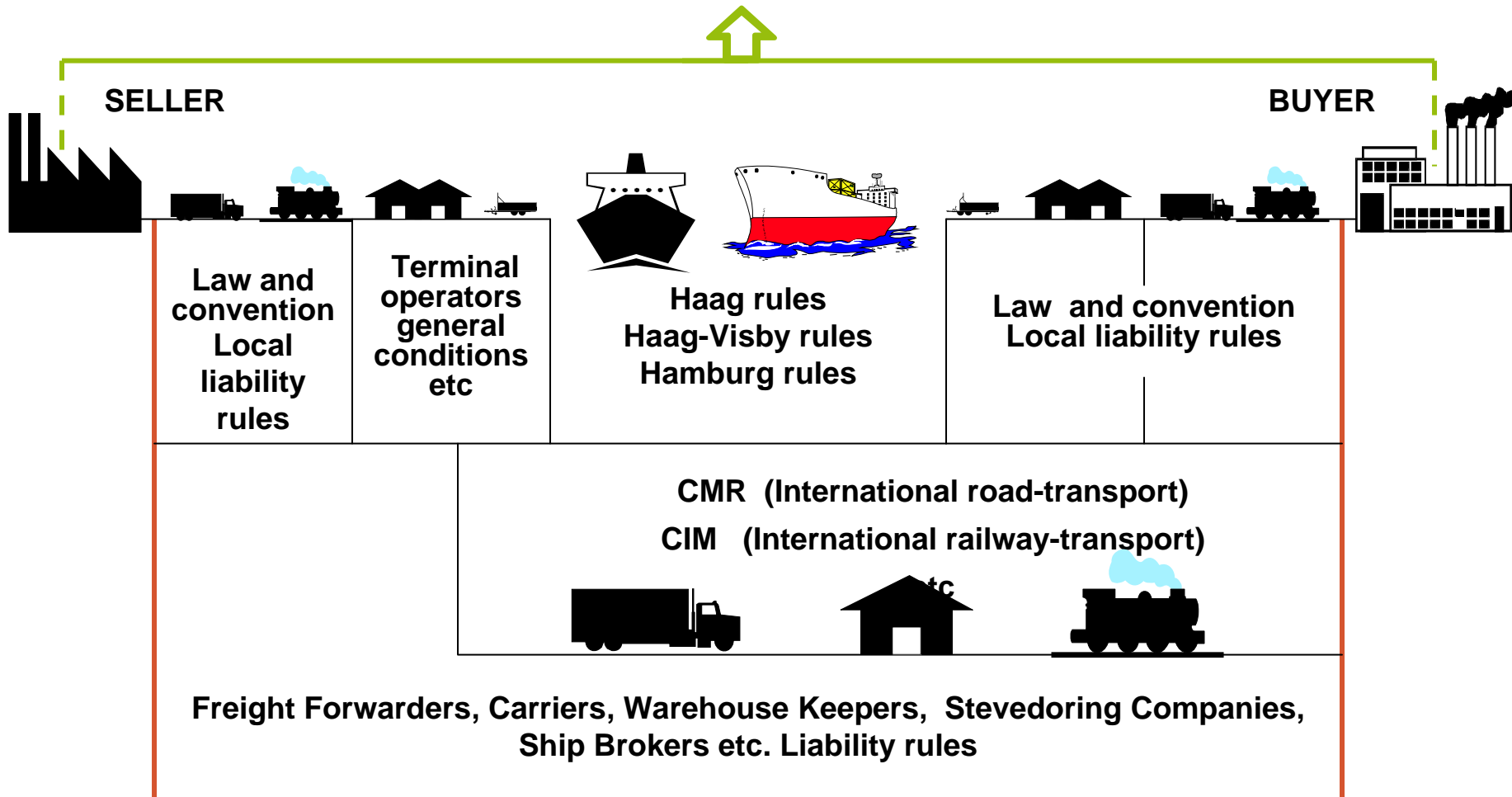
SHIPPER			BUYER
RISKS			RISKS
Bear all risks until the goods are placed at the buyers disposal at the named place of destination			Bear all risks from the moment the goods are placed at the buyers disposal at the named place of destination
COSTS			COSTS
Bear all costs until the goods are placed at the buyers disposal at the named place of destination	<p style="text-align: center;">CARRIAGE</p> <p style="text-align: center;">Seller to arrange for the carriage to the named place of destination at his own expenses – goods not discharged</p>		Bear all risks from the moment the goods are placed at the buyers disposal at the named place of destination
COMMENTS	<p style="text-align: center;">The risk is transferred to the buyer when the goods are placed at buyers disposal at the named place of destination</p>		COMMENTS
Goods to be cleared for export and transit through any country as well as import to the place of destination	<p style="text-align: center;">INSURANCE</p> <p style="text-align: center;">No obligations. Shipper/buyer can insure their own risk (recommended)</p>		Minimum obligation for the buyer

Incoterms 2010 – Transfer of risk



Sales contract for goods

Delivery terms (Incoterms), terms of payment, etc



Contract of Carriage - Liability - NSAB 2000 etc

c/o Life Because our products make life easier for you and for millions of people around the world. Because our resources and the way we work are natural parts of the global lifecycle. And because we care.

