



From Incoterms® 2000 to Incoterms® 2010

Summary of Major Changes

The International Chamber of Commerce (ICC) has revised the Incoterms®. This new set of rules will enter into force on 1 January 2011.

Four terms have been excluded:

- ~~DAF – DELIVERED AT FRONTIER~~
- ~~DES – DELIVERED EX SHIP~~
- ~~DEQ – DELIVERED EX QUAY~~
- ~~DDU – DELIVERED DUTY UNPAID~~

... and have been replaced by two new ones:

- DAP – DELIVERED AT PLACE
- DAT – DELIVERED AT TERMINAL



Overview

Incoterms® 2000 (13 terms)

Departure:

- EXW – EX WORKS

Main carriage unpaid:

- FCA - FREE CARRIER
- FAS – FREE ALONGSIDE SHIP
- FOB – FREE ON BOARD

Main carriage paid:

- CFR - COST AND FREIGHT
- CIF – COST, INSURANCE AND FREIGHT
- CPT – CARRIAGE PAID TO
- CIP – CARRIAGE AND INSURANCE PAID TO

Arrival:

- DAF – DELIVERED AT FRONTIER
- DES – DELIVERED EX SHIP
- DEQ – DELIVERED EX QUAY
- DDU – DELIVERED DUTY UNPAID
- DDP – DELIVERED DUTY PAID

Incoterms® 2010 (11 terms)

All modes of transport:

- CIP – CARRIAGE AND INSURANCE PAID TO
- CPT – CARRIAGE PAID TO
- DAP – DELIVERED AT PLACE
- DAT – DELIVERED AT TERMINAL
- DDP - DELIVERED DUTY PAID
- EXW – EX WORKS
- FCA - FREE CARRIER

Sea and inland waterways:

- CFR - COST AND FREIGHT
- CIF – COST, INSURANCE AND FREIGHT
- FAS – FREE ALONGSIDE SHIP
- FOB – FREE ON BOARD

The Two New Terms – in Detail

DELIVERED AT PLACE (DAP)

- **The goods are handed over once they have been placed at the disposal of the buyer ready for unloading at the specified place.**
- Specify the exact point of delivery within the exact place. The seller bears the risk until this point and should make sure that the contract of carriage is formulated precisely.
- This term requires the seller to clear the goods for export, if applicable. However, no such requirement exists for the clearance of the goods for import.
- If the seller is intended to clear the goods for import, pay any import duty and carry out any import customs formalities, then use DDP instead.
- If the seller has any costs under the contract of carriage associated with unloading at the place of destination, the seller can not recover such costs from the buyer unless so agreed.

DELIVERED AT TERMINAL (DAT)

- **The goods are handed over once they are unloaded and placed at the disposal of the buyer at a specified terminal**, meaning for example a quay, warehouse, container yard or road, rail or air cargo terminal.
- Specify the exact terminal of delivery and/or an exact point within that terminal. The seller bears the risk until that point and should make sure that the contract of carriage is formulated precisely.
- This term requires the seller to clear the goods for export, if applicable. However, no such requirement exists for the clearance of the goods for import.
- If the seller is intended to bear the risks and costs of transporting and handling the goods from the terminal to a different kind of place, then DAP or DDP should be used.

Final Notes

Please be advised that this presentation does not cover all changes that have been made to Incoterms[®]. Further details are provided by our Incoterms[®] 2010 poster, which can be downloaded in www.dsv.com/us - services / incoterms 2010.