

ICC Guide to Incoterms 2000

Understanding and Practical Use

By PROFESSOR JAN RAMBERG



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Foreword

By Maria Livanos Cattai, Secretary General of ICC (1996-2005)

The *Guide to Incoterms 2000* is the authoritative companion work to *Incoterms 2000*, the ICC official rules for the interpretation of trade terms. The guide responds to business needs for a better understanding of these ICC rules that are used in countless commercial transactions every day.

Incoterms have been revised in line with the latest changes in contemporary commercial practice. An understanding of modifications to the 1990 edition of Incoterms is essential to ensuring that Incoterms 2000 are applied in a uniform way worldwide.

The present guide explains in detail each of the 13 terms that constitute Incoterms 2000. It is an expert commentary on the various obligations governed by Incoterms and draws attention to pitfalls in drafting international sales contracts. Diagrams give a graphic presentation of the seller's and buyer's respective transport obligations and, in particular, the distribution of costs and risks. Illustrations make it easier to understand all aspects of the new Incoterms.

I am confident that this guide will be an indispensable tool for all those involved in international commercial transactions. It will be required reading for traders, carriers, freight forwarders, insurers, bankers, lawyers and researchers.

ICC is indebted to Professor Emeritus Jan Ramberg of the University of Stockholm, Chair of the ICC Working Party on Trade Terms, which drafted Incoterms 2000. Author of both the *Guide to Incoterms 1980* and *Guide to Incoterms 1990*, Professor Ramberg has participated in three successive revisions of Incoterms. As an internationally respected writer and lecturer, he was the obvious choice as author of the *Guide to Incoterms 2000*.

Contents

Understanding Incoterms	9
What are Incoterms, and what can they do for you?	10
Referencing Incoterms in a contract of sale	10
The differences between Incoterms 1990 and Incoterms 2000	11
What Incoterms cannot do for you	11
Transfer of property rights; Unforeseeable and unavoidable events; Breaches of contract; Agreeing on modifications to the standard terms; Summary: limits of Incoterms	
Incoterms and contracting practice	13
The need for interpretation of “key words”; The most common practice; Containerization: Checking how the goods are handed over for carriage; The seller’s duty to provide substitute goods; Cargo handling costs; Checking availability of documents required under an Incoterm	
Why are as many as 13 Incoterms required?	17
Which Incoterm should be chosen?	18
Terms and business strategies; Recommended terms and other terms	
Incoterms and the contract of carriage	20
Charter parties; Usual, normal and suitable carriage; The bill of lading; Sale of goods in transit	
The duties under Incoterms to load and unload the goods	23
Changes in FCA, DDU and DDP	
The duties connected with export and import clearance	24
Changes in FAS; EXW and export formalities; Customs-free regions; Responsibility for charges	
Incoterms and insurance	26
Insurance when the parties use FOB instead of FCA; Insurance under CIF and CIP; When insurance is excluded; Risks of war and labour disturbances	
Incoterms and documentary credits	27
Incoterms and electronic commerce	30
Early attempts to take account of electronic commerce; Reliability of electronic v. paper systems: BOLERO and others	
Variations of Incoterms	32
Additions to EXW; Additions to FOB; Additions to FCA; Additions to the C-terms	

Incoterms and other terms in the contract of sale	34
Increase of costs after the contract is concluded; Risk of performance if the goods are lost or damaged; Non-conforming goods; Transfer of risk v. transfer of property rights	
Incoterms and dispute resolution	35
The choice of arbitration; Jurisdiction of the arbitral tribunal; Alternatives to arbitration and litigation; Need for specificity in referencing arbitration	
The four groups of Incoterms: main components	37
Important differences between shipment and arrival contracts	38
The abbreviations: E-, F-, C- and D-terms	39
The term EXW: placing the goods at the disposal of the buyer	39
F-terms and C-terms: the carriage-related terms	40
F-terms: main carriage not paid by seller	40
F-terms and pre-carriage; FCA and handing over goods for carriage; Full loads and less-than-full loads; In practice, the seller often contracts for carriage; When the seller declines or the buyer wants to contract for carriage; Buyer's risk if transport is unavailable; Division of loading costs under FOB; Seller's export clearance under FAS	
C-terms: main carriage paid by seller	42
Two groups of C-terms; Do not use CFR or CIF for anything other than sea transport; C-terms are not equivalent to D-terms; Two "critical points" under C-terms; Do not stipulate date of arrival under C-terms; Seller's insurance obligation under CIF and CIP; Cost of insurance depends on intended transport; The "minimum cover" principle of CIF and CIP; Unsuitability of minimum cover for manufactured goods; Guarding against fraud under CFR and CPT; How to prevent delivery until payment has been made; Payment by using the irrevocable documentary credit	
D-terms: delivered terms	46
Factors determining use of different D-terms; The trend towards choice of delivered terms; The seller's need to plan and control cargo movements; DES and DEQ for sea transport; DES and "Free out" stipulation in charter parties; FIO stipulations in charter parties and contracts of sale; Buyer needs to know time of arrival; Demurrage and dispatch money; Consistency required between charter party and contract of sale; DAF, DDU and DDP – for all modes of transport; Avoid "free border" or "franco border"; The through railway consignment note under DAF; Railway cargo consolidation by freight forwarders; DAF – a risk division point as well as a tariff point; EXW, DDU and DDP do not specify loading and discharging; Import clearance under D-terms; Seller should avoid DDP if difficulties expected; Choice of DDP with exclusion of duty and/or other charges; DDU and difficulties of reaching the final destination; Charges and the DDP seller	

Seller's and buyer's obligations: an overview	51
Sections A1, B1: the obligation to exchange goods for money	52
Section A9: the seller's packaging obligations	52
Section B9: pre-shipment inspection	52
Sections A2, B2: the obligation to clear the goods for export and import	53
Take precautions against the risk of export and import prohibitions; Obtaining assistance to clear customs	
Sections A3, B3, A4: division of functions, costs and risks between parties	54
For economy of transport, do not divide functions; Additional service to the buyer under F-terms; The custom of the port; Caution when using FOB if custom of port not known; Handing over to the carrier under C-terms; Dividing the costs of discharge at destination	
Section A8: the seller's duty to provide proof of delivery and the transport document	56
CFR, CIF and on board documents; Surrender of original bill of lading essential; Non-negotiable transport documents; Payment against sea waybills requires caution; The problems of replacing bills of lading by EDI; Incoterms CFR and CIF A8 and EDI; The on board bill of lading under CFR and CIF; Transport document as proof of delivery; Documents required to obtain delivery under D-terms; Transport documents for carriage by sea; Delivery orders	
Sections A4 and B4: the seller's obligation to deliver and the buyer's obligation to take delivery	59
Delivery at the seller's premises; Delivery at the buyer's premises; Delivery at the border under DAF A4; Delivery at the waterfront under DES and DEQ; The buyer's acceptance of the seller's handing over for carriage; The buyer's obligation to receive the goods from the carrier	
Sections A5 and B5: the transfer from seller to buyer of the risk or loss of or damage to goods	60
The "price risk"; Premature transfer of risk; Appropriation of the goods to the contract; Using force majeure clauses to protect the seller from the "breach of contract risk"	
Section A3b: the seller's insurance obligation	62
Freedom of insurance restricted	
Sections A7, B7 and A10, B10: notices	62
Conditions for the buyer's giving notice; Conditions for the seller's giving notice; Information relating to insurance; Sufficient notice; Failure to give sufficient notice	
Sections A6, B6, A3b, A10 and B10: division of costs between the parties	63
Main principle of distribution of costs; The four main categories of costs; Costs related to dispatch, carriage and delivery; Costs for export and import clearance; Costs for services and assistance; Costs of insurance; Cost distribution systems	

Going through the 13 Incoterms	67
EXW	69
FCA	77
FAS	89
FOB	97
CFR	107
CIF	119
CPT	123
CIP	133
DAF	137
DES	147
DEQ	155
DDU	163
DDP	171
 Chart showing transport obligations, cost and risk	 180
 Annexes	 183
Extract from Introduction to Incoterms 2000 (for footnotes)	184
CMI Uniform Rules for Sea Waybills	186
CMI Rules for Electronic Bills of Lading	187
Combiterms 2000	190