

KEY CHANGES

The new Incoterms® 2020 have arrived and will go into effect January 1, 2020. Incoterms® are used in both **international** and **domestic** contracts. They clearly define the buyer and sellers responsibilities, risks, and costs. They are reviewed and updated every ten years and the new edition is now available with a few modifications that are highlighted below.

Group 1 (two changes)

Incoterms® that apply to any mode of transport:

EXW: Ex Works

FCA: Free Carrier

CPT: Carriage Paid To

CIP: Carriage and Insurance Paid To

DAT: Delivered at Terminal

DAP: Delivered at Place

DDP: Delivered Duty Paid

CIP - The Insurance piece has been refined and now the seller is obliged to provide cargo insurance as mandated by Institute Clause "A" or All Risk coverage.

DAT - Delivered at Terminal has been changed to DPU - Delivered at Place Un-Loaded.

Group 2 (no changes)

Incoterms® that apply to sea and inland waterway transport only:

FAS: Free Alongside Ship

FOB: Free on Board

CFR: Cost and Freight

CIF: Cost, Insurance, and Freight

New Additions Not previously addressed

Security Requirements

Transport Security requirements are now addressed as they have become more prevalent (example container screening). Delays and costs are to be expected if not fulfilled. This is the sellers and buyers responsibility based on the agreed terms and a shared responsibility in all cases.

Sellers/ Buyers utilizing their own transport

Past assumptions were the seller/ buyer would contract the transport of their goods to third parties. The wording has now changed from "contract" to "contract or arrange" as listed under each applicable term.

FCA, FOB Bills of lading

The issue of sellers obtaining bills of lading under these terms has called for a clarification. Both terms if used, make it almost impossible for the seller to obtain a bill of lading from the carrier as the buyer is controlling the booking with the carrier and is the recipient of the bill of lading. It is important and recommended that the seller understand these risks and to shift away from using these terms when negotiating the terms of a Letter of Credit. As a "band aid", FCA terms now allow both parties to agree to direct the carrier to release the bill of lading to seller on these 'rare' occasions.

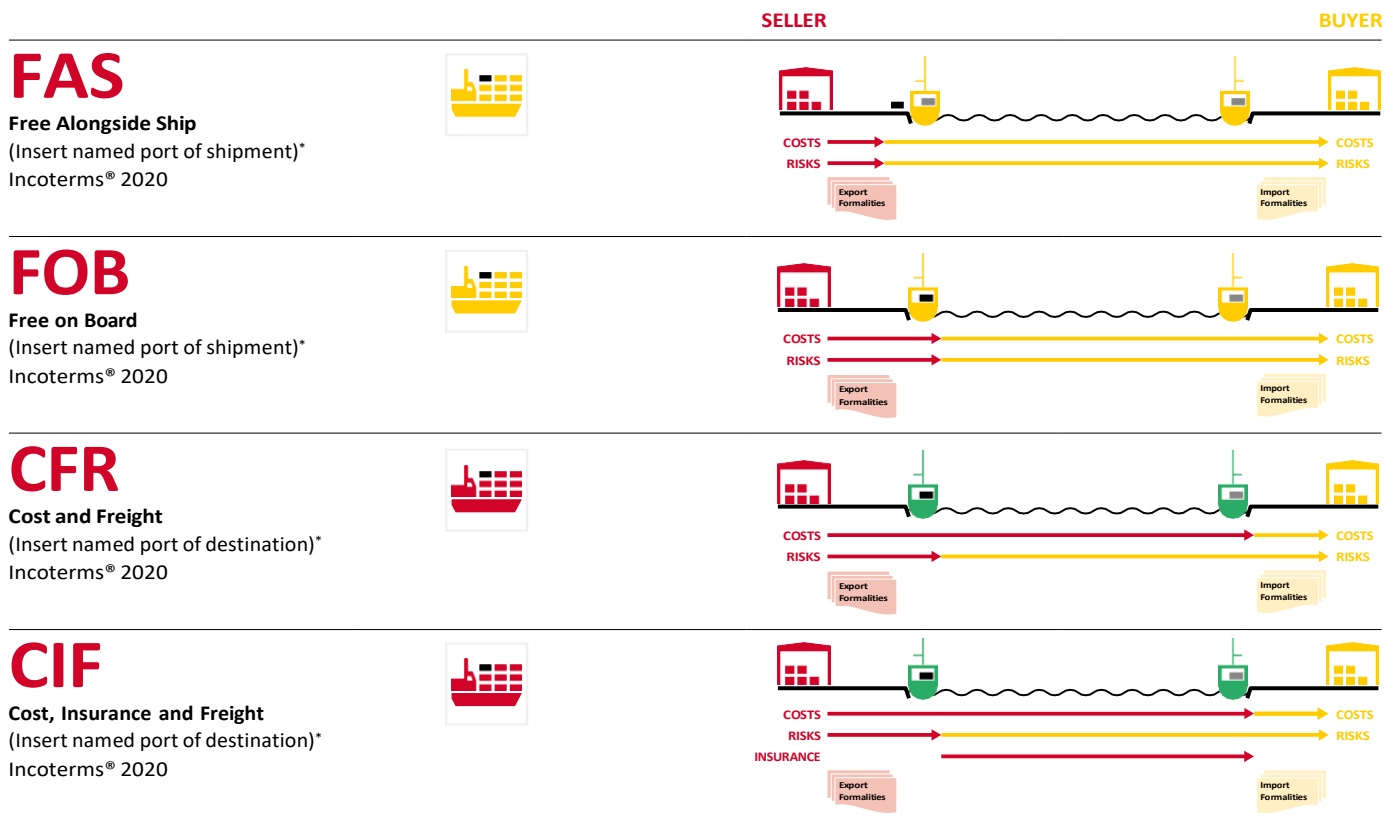


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		SELLER	BUYER
<h2>EXW</h2> <p>Ex Works (Insert named place of delivery)* Incoterms® 2020</p>			
<h2>FCA</h2> <p>Free Carrier (Insert named place of delivery)* Incoterms® 2020</p>		<p>A)</p> <p>B)</p>	
<h2>CPT</h2> <p>Carriage Paid To (Insert named place of destination)* Incoterms® 2020</p>			
<h2>CIP</h2> <p>Carriage and Insurance Paid To (Insert named place of destination)* Incoterms® 2020</p>			
<h2>DAP</h2> <p>Delivered at Place (Insert named place of destination)* Incoterms® 2020</p>			
<h2>DPU</h2> <p>Delivered at Place Unloaded (Insert named place of destination)* Incoterms® 2020</p>			
<h2>DDP</h2> <p>Delivered Duty Paid (Insert named place of destination)* Incoterms® 2020</p>			

*As per the Incoterms® rulebook: If parties want the Incoterms® 2020 rules to apply to their contract, the safest way to ensure this is to make that intention clear in their contract, through words such as: «(the chosen Incoterms® rule)(named port, place or point) Incoterms® 2020»

RULES FOR SEA AND INLAND WATERWAY TRANSPORT



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This chart is not intended to be used alone, but always in conjunction with the Incoterms® 2020 rule book.

TRANSPORT OBLIGATIONS, COSTS AND RISKS

- RED** indicates seller's
- YELLOW** indicates buyer's
- GREEN** indicates mixed or shared

THERE ARE TWO KEY CHANGES IN INCOTERMS® 2020 COMPARED TO THE 2010 EDITION:

- DAT (Delivered at Terminal) is renamed Delivered at Place Unloaded (DPU)
- FCA (Free Carrier) now allows for Bills of Lading to be issued after loading

OTHER CHANGES INCLUDE:

- CIF (Cost, Insurance and Freight) and CIP (Carriage and Insurance Paid To) set out new standard insurance arrangements, but the level of insurance continues to be negotiable between buyer and seller.
- Where listed, cost allocation between buyer and seller is stated more precisely - one article lists all costs the seller and the buyer are responsible for.
- FCA (Free Carrier), DAP (Delivered at Place), DPU (Delivered at Place Unloaded) and DDP (Delivered Duty Paid) now take account of buyer and seller arranging their own transport rather than using a third party.
- Security-related obligations are now more prominent.
- "Explanatory Notes for Users" for each Incoterm® have replaced the 2010 edition's Guidance Notes, and are designed to be easier for users.
- CIP now requires as default insurance coverage ICC A or equivalent. It was ICC C under Incoterms® 2010. Required insurance coverage under CIF remains.