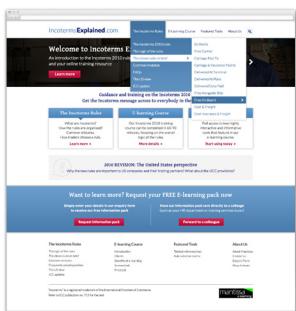


Incoterms Explained - Site Map - Top Level

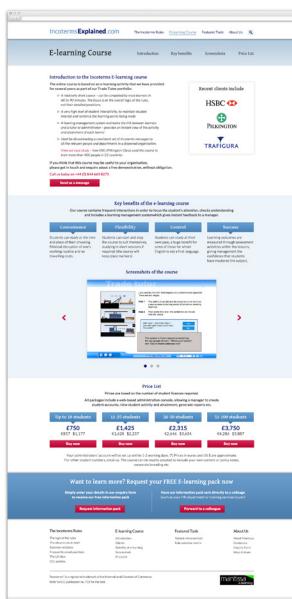
Homepage - 1



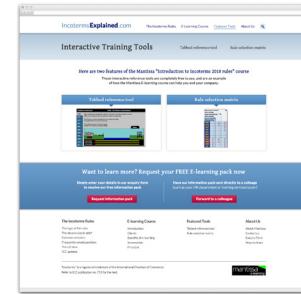
The Incoterms Rules - 2a



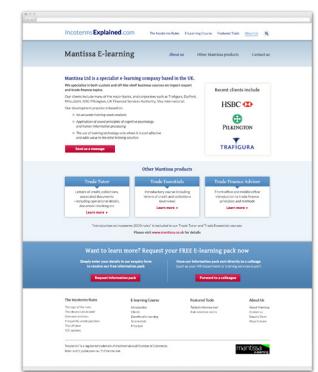
E-learning Course - 3



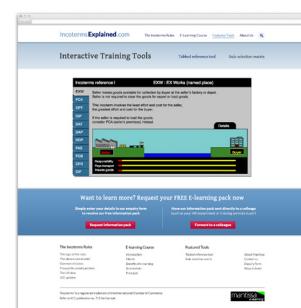
Reference Tools - 4a



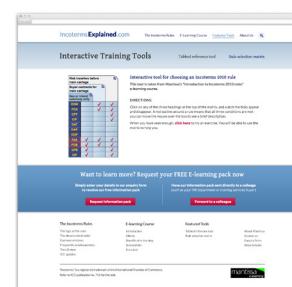
About us - 5a



Tabbed Reference Tool - 4b



Rule Selection Matrix - 4c



See next page for these screens...

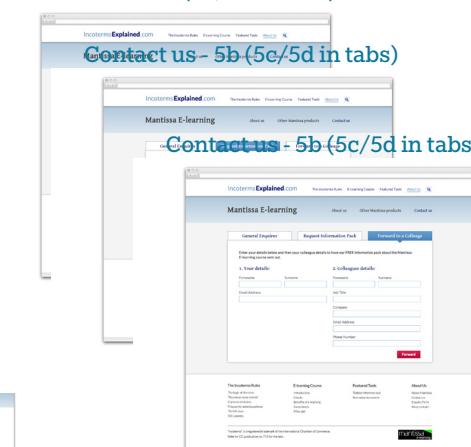
Exercise example - 4d
Exercise Unsuccessful - 4e



Exercise Successful - 4



Contact us - 5b (5c/5d in tabs)

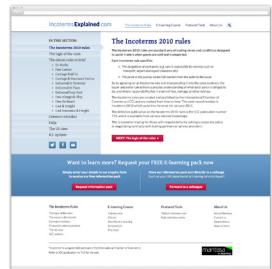


Site Map - The Incoterms Rules

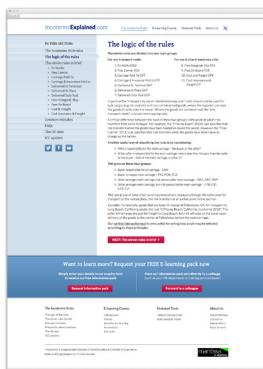
The Incoterms Rules - 2a



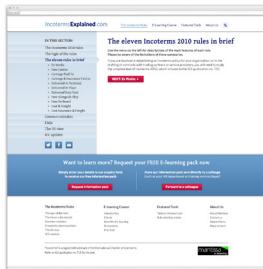
The Incoterms Rules - 2b



The logic of the rules - 2c



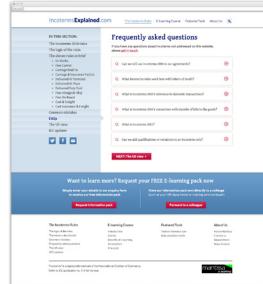
The 11 Rules in brief - 2d



Common mistakes - 2e

as 2b

FAQs - 2f



The US View - 2g

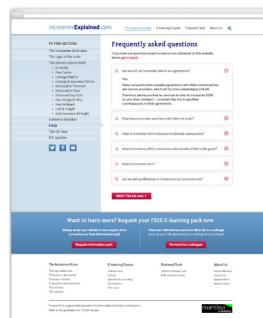
as 2b

Icc Updates - 2h

as 2b

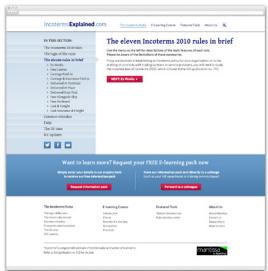
See next page
for these screens...

FAQs - 2f (expanded)



Site Map - 11 Rules in Brief

The 11 Rules in brief - 2d



Ex Works (EXW) - 2d1



Free Carrier (FCA) - 2d2

as
2d1

Carriage Paid To (CPT) - 2d3

as
2d1

Carriage and Insurance Paid To (CIP) - 2d4

as
2d1

Delivered at Terminal - 2d5

as
2d1

Delivered at Place - 2d6

as
2d1

Delivered Duty Paid - 2d7

as
2d1

Free Alongside Ship - 2d8

as
2d1

Free On Board - 2d9

as
2d1

Cost and Freight - 2d10

as
2d1

Cost Insurance & Freight - 2d11

as
2d1

Ex Works (EXW) - 2d1

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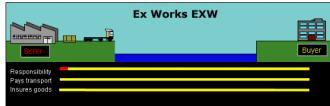
The Incoterms Rules E-Learning Course Featured Tools About Us

IN THIS SECTION:
The Incoterms 2010 rules
The logic of the rules
The eleven rules in brief
► **Ex Works**
► Free Carrier
► Carriage Paid To
► Carriage & Insurance Paid to
► Delivered At Terminal
► Delivered At Place
► Delivered Duty Paid
► Free Alongside Ship
► Free On Board
► Cost & Freight
► Cost Insurance & Freight

Common mistakes
FAQs
The US view
ICC updates

Ex Works (EXW)

Can be used for any transport mode, or where there is more than one transport mode



This rule places minimum responsibility on the seller, who merely has to make the goods available, suitably packaged, at the specified place, usually the seller's factory or depot. The buyer is responsible for loading the goods onto a vehicle (even though the seller may be better placed to do this); for all export procedures; for onward transport and for all costs arising after collection of the goods.

In many cross-border transactions, this rule can present practical difficulties. Specifically, the exporter may still need to be involved in export reporting and clearance processes, and cannot realistically leave these to the buyer. Consider Free Carrier (seller's premises) instead.

Other things to watch for. Although the seller is not obliged to load the goods, if the seller does so, this is at the buyer's risk!

EXW: Read More ➤ **NEXT RULE: Free Carrier ➤**

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Request Information pack **Forward to a colleague**

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Introduction Clients Benefits of e-learning Screenshots Price List

Tabled reference tool Rule selection matrix

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Once pressed “Read More”

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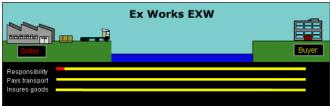
The Incoterms Rules E-Learning Course Featured Tools About Us

IN THIS SECTION:
The Incoterms 2010 rules
The logic of the rules
The eleven rules in brief
► **Ex Works**
► Free Carrier
► Carriage Paid To
► Carriage & Insurance Paid to
► Delivered At Terminal
► Delivered At Place
► Delivered Duty Paid
► Free Alongside Ship
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Common mistakes
FAQs
The US view
ICC updates

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Additional Information:

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EXW: Read More ➤ **NEXT RULE: Free Carrier ➤**

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The Incoterms Rules E-learning Course Featured Tools About Us

Introduction Clients Benefits of e-learning Screenshots Price List

Tabled reference tool Rule selection matrix

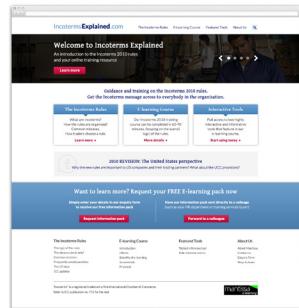
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Site Map - Extras not in main navigation

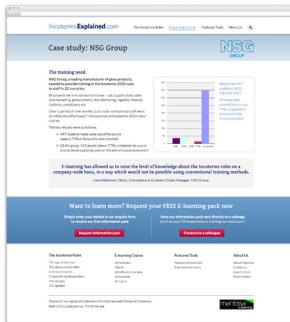
Homepage - 1



Learning More - 6



Case Study - 7



Incoterms for Americans - 8

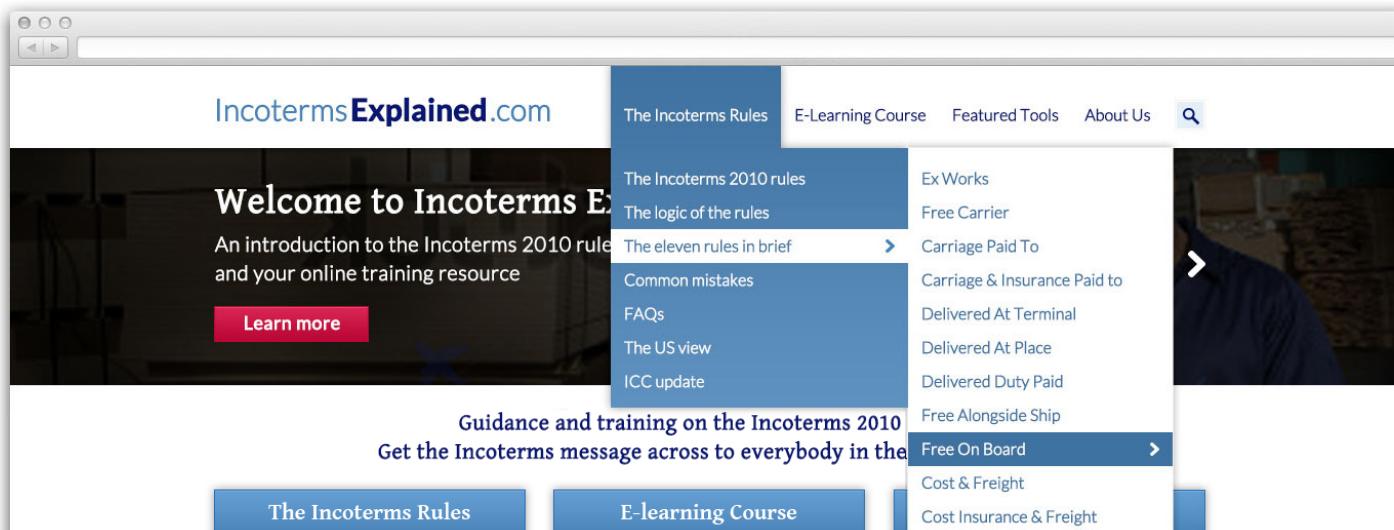
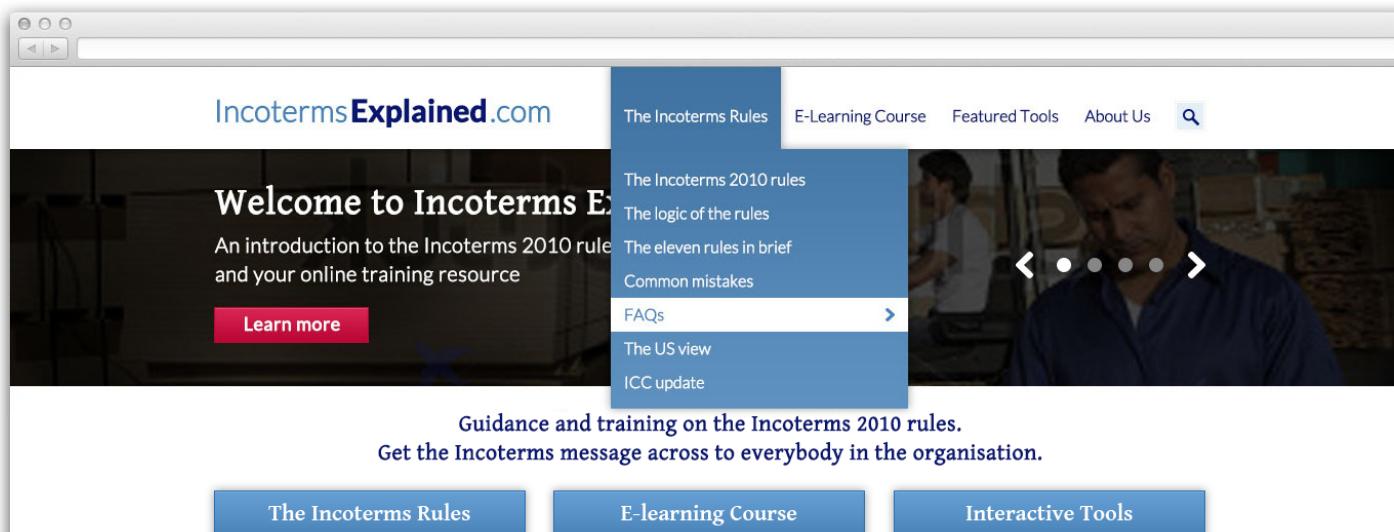


Interactions - Search bar (rollover and on-click)

The screenshot shows a web browser window displaying the IncotermsExplained.com homepage. At the top, there is a navigation bar with links for "The Incoterms Rules", "E-Learning Course", "Featured Tools", and "About Us". A search icon is also present in the top right corner. Below the navigation, a large banner features the text "Welcome to Incoterms Explained" and "An introduction to the Incoterms 2010 rules and your online training resource". A "Learn more" button is located in the bottom left of the banner. To the right of the banner is a photograph of two men in a warehouse setting. Below the banner, a call-to-action text reads "Guidance and training on the Incoterms 2010 rules. Get the Incoterms message across to everybody in the organisation." Three blue rectangular boxes provide more information: "The Incoterms Rules" (with sub-points "What are Incoterms?" and "How the rules are organised?"), "E-learning Course" (with sub-point "Our Incoterms 2010 training course can be completed in 60-80 hours"), and "Interactive Tools" (with sub-point "Full access to two highly interactive and informative").

This screenshot shows the same IncotermsExplained.com homepage as the first one, but with a different search bar interaction. The search bar is now active, indicated by a blue background and a white placeholder text "Search Incoterms Explained:". The rest of the page content, including the banner, call-to-action text, and the three informational boxes below, remains identical to the first screenshot.

Interactions - Navigation



Interactions

Normal State (left) - Rollover State (right)

Learn more

Learn more

The Incoterms Rules

What are Incoterms?
How the rules are organised?
Common mistakes.
How traders choose a rule.

Learn more ▶

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What are Incoterms?
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IN THIS SECTION:

The Incoterms 2010 rules

The logic of the rules
The eleven rules in brief

- ▷ Ex Works
- ▷ Free Carrier
- ▷ Carriage Paid To
- ▷ Carriage & Insurance Paid to
- ▷ Delivered At Terminal
- ▷ Delivered At Place
- ▷ Delivered Duty Paid
- ▷ Free Alongside Ship
- ▷ Free On Board
- ▷ Cost & Freight
- ▷ Cost Insurance & Freight

Common mistakes
FAQs
The US view
ICC updates

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IN THIS SECTION:

The Incoterms 2010 rules

The logic of the rules
The eleven rules in brief

- ▷ Ex Works
- ▷ Free Carrier
- ▷ Carriage Paid To
- ▷ Carriage & Insurance Paid to
- ▷ Delivered At Terminal
- ▷ Delivered At Place
- ▷ Delivered Duty Paid
- ▷ Free Alongside Ship
- ▷ Free On Board
- ▷ Cost & Freight
- ▷ Cost Insurance & Freight

Common mistakes

FAQs
The US view
ICC updates

[Twitter](#) [Facebook](#) [Email](#)

The logic of the rules
The eleven rules in brief
Common mistakes
Frequently asked questions
The US view
ICC updates

The logic of the rules
The eleven rules in brief
Common mistakes
Frequently asked questions
The US view
ICC updates

Q: Can we still use Incoterms 2000 in our agreements? +

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