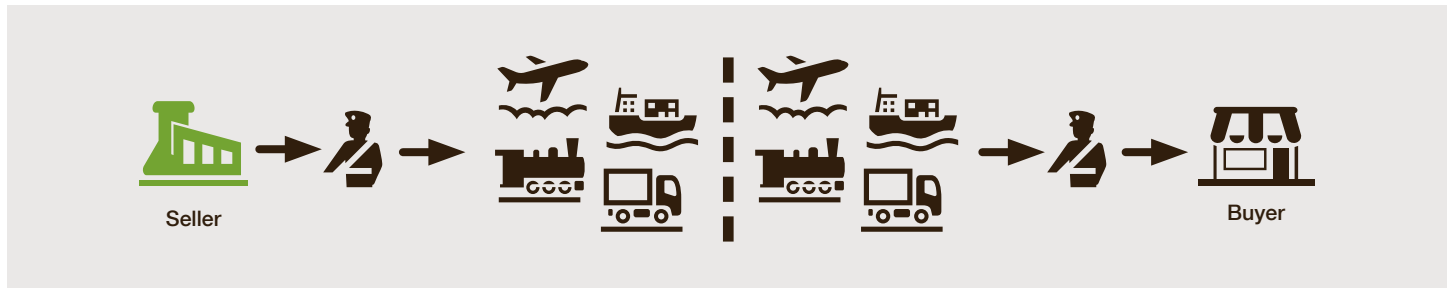


# Incoterms 2010

## EXW – Ex Works (named place of delivery)

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Under EXW, the seller minimizes its risk by only making the goods available at its premises or other named place (e.g., factory, warehouse, etc). The seller is not responsible for clearing the goods for export or loading them on the collecting vehicle.

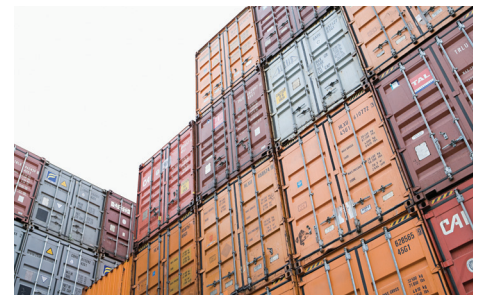
- Transfer of risk
- Transfer of cost
- Transfer of risk and Transfer of cost

EXW term represents the minimum obligation for the seller. The buyer is responsible for all costs and risks involved in taking the goods from the seller's premises, or other named place, to the final destination.

If the parties wish the seller to bear the risk and cost for loading the goods on the collecting vehicle, as well as export clearance requirements, then the FCA term should be used.

This term may be used for all modes of transportation.

- Carriage to be arranged by the buyer.
- Risk transfers from the seller to the buyer when the goods are at the disposal of the buyer at the named place.
- Cost transfers from the seller to buyer when the goods are at the disposal of the buyer at the named place.



For more information call 1-800-313-4281 or email [info@cole.ca](mailto:info@cole.ca)

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