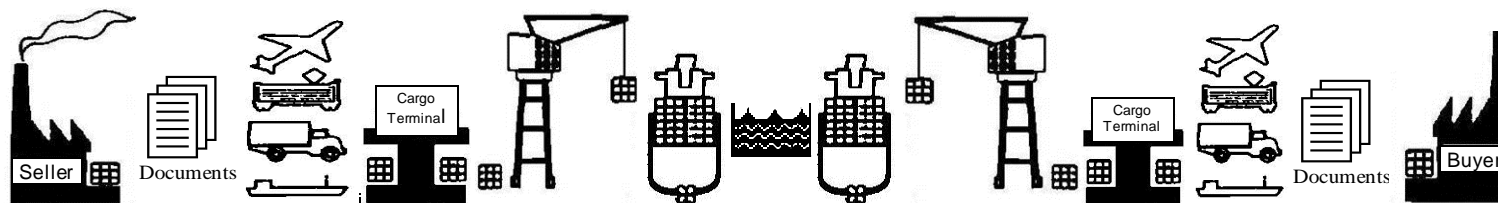


Critical Points In International Transport - IncoTerms 2010



Seller's Premises | Export Documents | Delivered at Named Place of Terminal/Quay/Frontier | Loading Port of Shipment | Ships Rail | On Board | On Board | Ships Rail | Discharging | Delivery at Named Place of Destination | Documents | Buyer's Premises

Goods Available at Seller's Premises, Ready to Load



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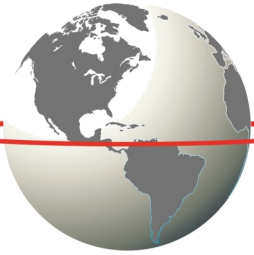
Legend

- Seller's Risk
- Buyer's Risk

The possibility that an event may occur which could cause loss or damage to the goods is a "Risk". Buyers & Sellers protect themselves against risks by insurance.

- Seller's Costs
- Buyer's Costs

Sales and Purchase contracts should use IncoTerms to clearly indicate which costs on transfer of goods are for account of Buyer and Seller. "Cost" indicates Buyer and Sellers responsibility for specific costs in the transaction.



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Domestic Transportation & Distribution Services

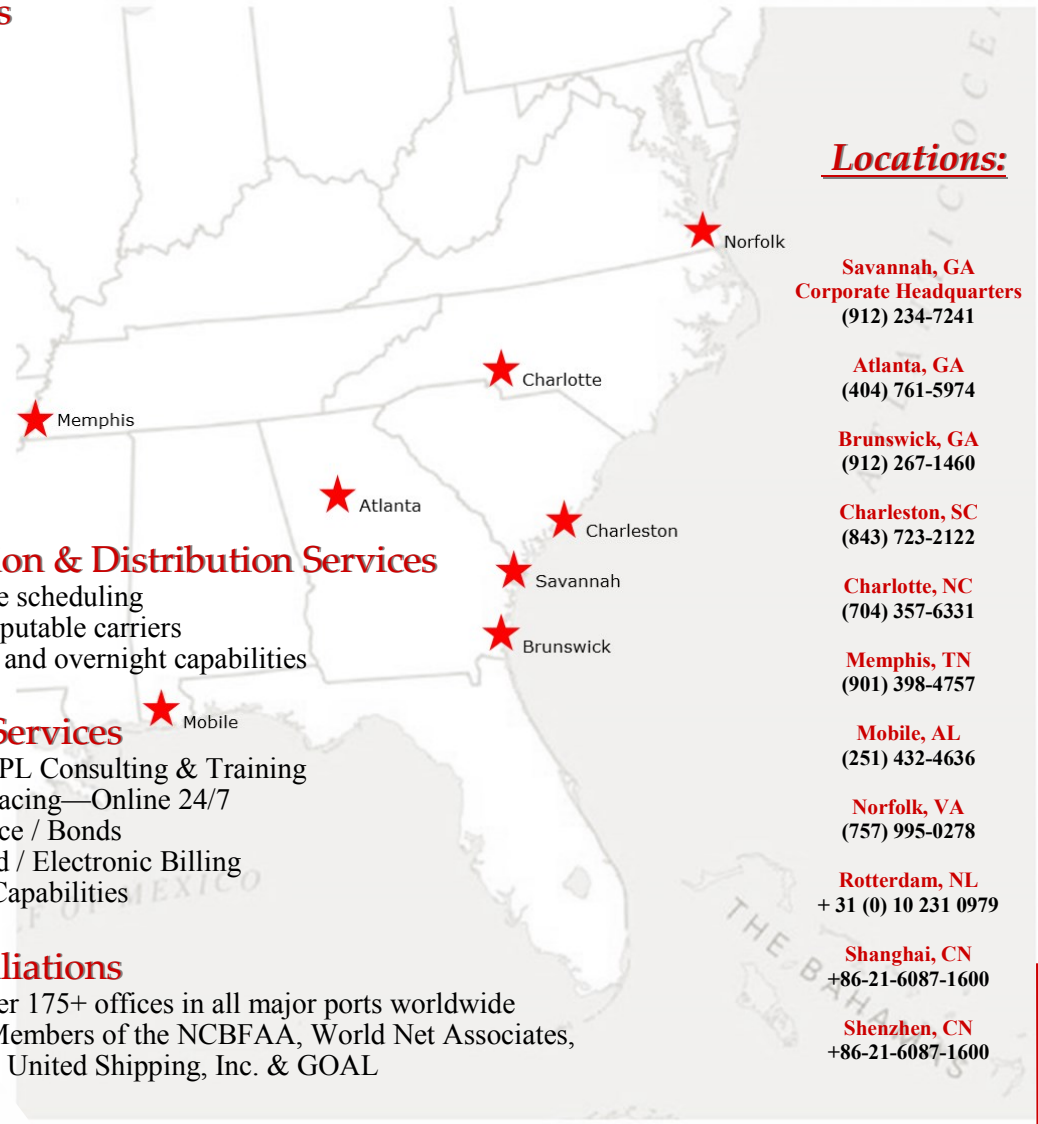
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