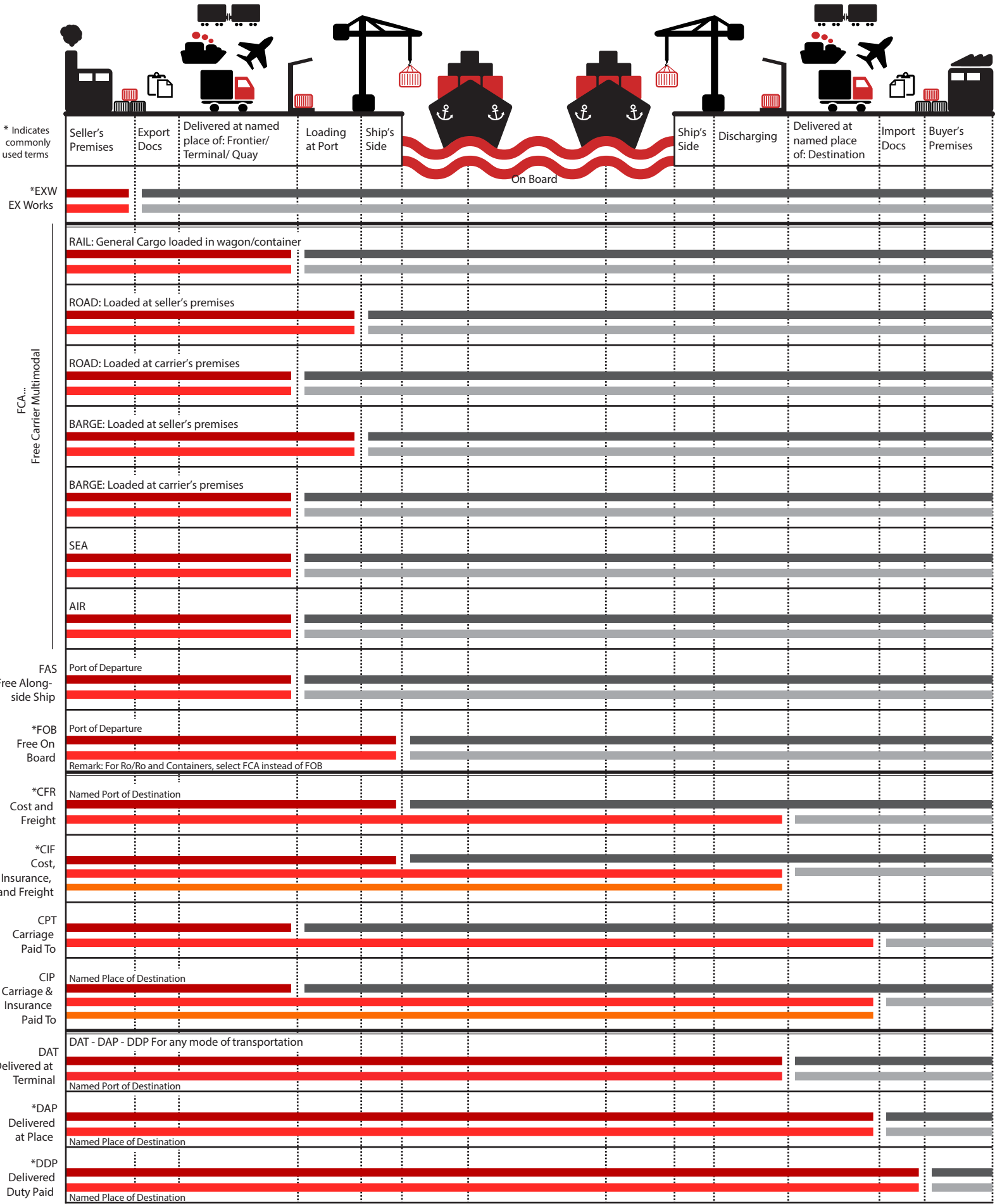


Critical Points in International Transport



* Indicates commonly used terms

*EXW
EX Works

FCA...
Free Carrier Multimodal

FAS
Free Alongside Ship

*FOB
Free On Board

*CFR
Cost and Freight

*CIF
Cost, Insurance, and Freight

CPT
Carriage Paid To

CIP
Carriage & Insurance Paid To

DAT
Delivered at Terminal

*DAP
Delivered at Place

*DDP
Delivered Duty Paid

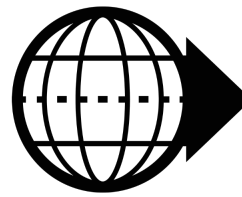
Risk
The possibility that an event may occur which could cause loss or damage to the goods is a 'Risk'. Buyers and sellers protect themselves against risk by insurance.

Seller's Risk
 Buyer's Risk

Costs
Cover all costs except cost of documents and insurance. Sales and Purchase contracts should clearly state which costs are paid by buyer and which are paid by seller.

Seller's Cost
 Buyer's Cost

Insurance
Under CIF & CIP, the seller must obtain transport insurance for the buyer past the point where risk is transferred.

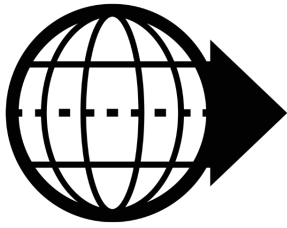


INCOTERMS 2010 - CHART OF RESPONSIBILITY

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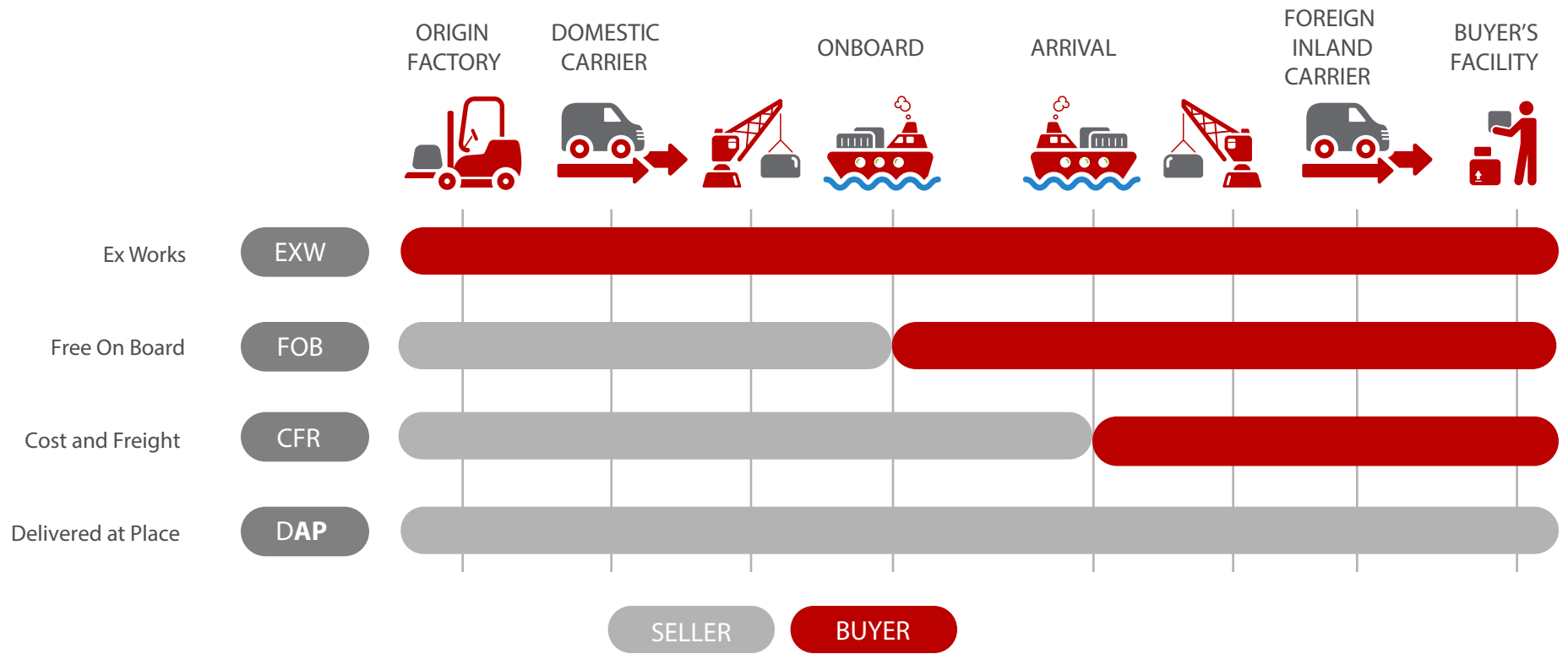
	ANY MODE OF TRANSPORT							EXCLUSIVE TO OCEAN FREIGHT			
	EXW	FCA	CPT	CIP	DAT	DAP	DDP	FAS	FOB	CFR	CIF
	ExWorks	Free Carrier	Carriage Paid To (Named Place)	Carriage and Insurance Paid to (Named Place)	Delivered at Terminal	Delivered at Place	Deliver Duty Paid	Free Alongside Ship	Free on Board	Cost and Freight	Cost, Insurance and Freight
PACKAGING / CRATING Packing the goods for Export	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
EXPORT FORWARDER CHARGES ex: Handling, AES, B/L Fees	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
DELIVERY AT PORT/PLACE Inland freight to the carrier or Forwarders Warehouse	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
ORIGIN TERMINAL CHARGES	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
LOADING ON CARRIAGE Vessel or Aircraft Loadinf	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	SELLER	SELLER	SELLER
CARRIAGE CHARGES Air or Ocean Freight	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	BUYER	BUYER	SELLER	SELLER
INSURANCE Freight Insurance or Premium				SELLER						BUYER	SELLER
DESTINATION TERMINAL CHARGES	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	BUYER	BUYER	BUYER	BUYER
IMPORT FORWARDER CHARGES Destination Handling	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	BUYER	BUYER	BUYER	BUYER
IMPORT CUSTOMS CHARGES Clearance, etc..	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	BUYER	BUYER	BUYER	BUYER
IMPORT DUTY AND TAXES	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	BUYER	BUYER	BUYER	BUYER
DELIVERY AT DESTINATION Inland Freight to The Cnee's Door	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	BUYER	BUYER	BUYER	BUYER

* FCA (Named Facility) - This could go either way depending on the place named in the term.



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TERMS OF SALE (TOS)
INCOTERMS 2010



This graph represents the four main Incoterms used in international trade. For additional terms of sale, please reference trancoglobal.com