



With the compliments of:

Group E

Departure

Critical points

Under EXW, the seller minimizes his risk by only making the goods available at his own premises



- 1 Carriage to be arranged by the buyer
- 2 Risk transfer from the seller to the buyer when the goods are at the disposal of the buyer
- 3 Cost transfer from the seller to the buyer when the goods are at the disposal of the buyer

Group F

Main carriage not paid by seller

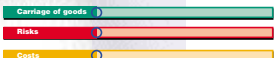
Under F Terms, and under FCA unless otherwise agreed, the seller arranges and pays for the pre-carriage in the country of export



- 1 Carriage to be arranged by the buyer or by the seller on the buyer's behalf
- 2 Risk transfer from the seller to the buyer when the goods have been delivered to the carrier at the named place
- 3 Cost transfer from the seller to the buyer when the goods have been delivered to the carrier at the named place



- 1 Carriage to be arranged by the buyer
- 2 Risk transfer from the seller to the buyer when the goods have been placed alongside the ship
- 3 Cost transfer from the seller to the buyer when the goods have been placed alongside the ship

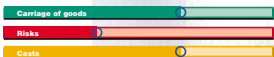


- 1 Carriage to be arranged by the buyer
- 2 Risk transfer from the seller to the buyer when the goods pass the ship's rail
- 3 Cost transfer from the seller to the buyer when the goods pass the ship's rail

Group C

Main carriage paid by seller

Under C Terms the seller arranges and pays for the main carriage but without assuming the risk of the main carriage



- 1 Carriage to be arranged by the seller
- 2 Risk transfer from the seller to the buyer when the goods pass the ship's rail
- 3 Cost transfer at port of destination, buyer paying such costs as are not for the seller's account under the contract of carriage



- 1 Carriage and insurance to be arranged by the seller
- 2 Risk transfer from the seller to the buyer when the goods pass the ship's rail
- 3 Cost transfer at port of destination, buyer paying such costs as are not for the seller's account under the contract of carriage



- 1 Carriage to be arranged by the seller
- 2 Risk transfer from the seller to the buyer when the goods have been delivered to the carrier
- 3 Cost transfer at place of destination, buyer paying such costs as are not for the seller's account under the contract of carriage



- 1 Carriage and insurance to be arranged by the seller
- 2 Risk transfer from the seller to the buyer when the goods have been delivered to the carrier
- 3 Cost transfer at place of destination, the buyer paying such costs as are not for the seller's account under the contract of carriage

Group D

Arrival

Under D Terms the seller's cost/risk is maximized because he must make the goods available upon arrival at the agreed destination



- 1 Carriage to be arranged by the seller
- 2 Risk transfer from the seller to the buyer when the goods have been delivered at the frontier
- 3 Cost transfer from the seller to the buyer when the goods have been delivered at the frontier



- 1 Carriage to be arranged by the seller
- 2 Risk transfer from the seller to the buyer when the goods are placed at the disposal of the buyer on board the ship
- 3 Cost transfer from the seller to the buyer when the goods are placed at the disposal of the buyer on board the ship



- 1 Carriage to be arranged by the seller
- 2 Risk transfer from the seller to the buyer when the goods are placed at the disposal of the buyer on the quay
- 3 Cost transfer from the seller to the buyer when the goods are placed at the disposal of the buyer on the quay



- 1 Carriage to be arranged by the seller
- 2 Risk transfer from the seller to the buyer when the goods are placed at the disposal of the buyer
- 3 Cost transfer from the seller to the buyer when the goods are placed at the disposal of the buyer



- 1 Carriage to be arranged by the seller
- 2 Risk transfer from the seller to the buyer when the goods are placed at the disposal of the buyer
- 3 Cost transfer from the seller to the buyer when the goods are placed at the disposal of the buyer

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Incoterms 2000 will not apply unless incorporated into the contract of sale by clearly specifying that the contract is governed by Incoterms 2000.

Incoterms are ICC's standard definitions of trade terms and are internationally recognized as indispensable evidence of the buyer's and seller's responsibilities for delivery under a sales contract. Copies of Incoterms 2000 (ICC publication No. 560) and the ICC Guide to Incoterms 2000 (ICC publication No. 630) can be obtained through ICC Publishing at the address below or from over 60 national committees and distributors worldwide.



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