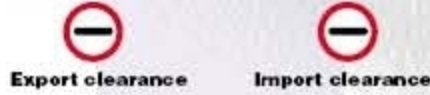




Seller **Carrier** **Buyer**



Group E

Departure

Critical points

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



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



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



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



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



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



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



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



- Carriage and insurance to be arranged by the seller
- Risk transfer from the seller to the buyer when the goods have been delivered to the carrier
- 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



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



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



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



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



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