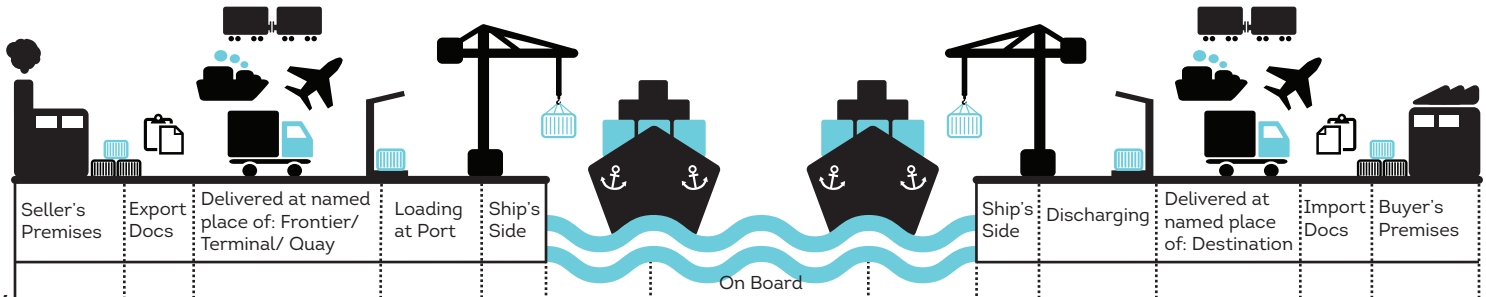


CRITICAL POINTS IN INTERNATIONAL TRANSPORT



* Indicates commonly used terms

*EXW
EX Works



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.

Risk Seller's Risk (Blue bar) Buyer's Risk (Grey bar)

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.

Costs Seller's Cost (Light Blue bar) Buyer's Cost (Dark Blue bar)

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