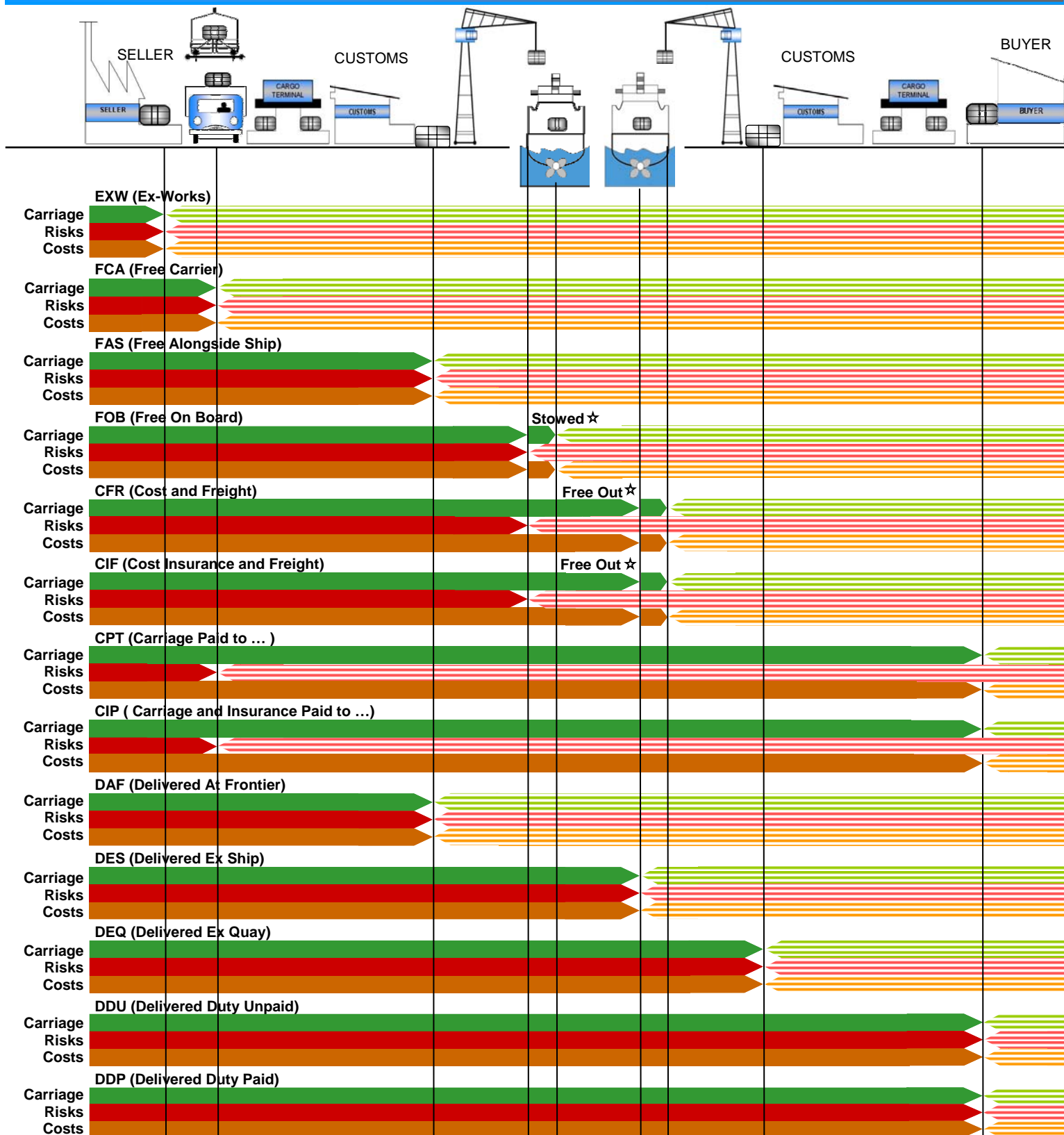


A Guide to Critical Points in International Transport



★ This is a guide to critical points in international transport. For a more precise definition you should consult Incoterms 2000. In some cases, the parties to a contract may wish the trade terms to operate differently and can vary them by adding words that extend the definition of an Incoterm. Common examples of variants are FOB "Stowed" and CFR "Free Out" or "Liner Out".

Incoterms give no guidance for such variations. There are, for example, no authoritative definitions of expressions such as "Liner Out" or "Liner Terms" and allocation of costs for these terms differs from place to place. Where trade terms are expanded, it is important to clarify in the contract to what extent each party is responsible for carriage, risks and costs.

| | Seller's responsibility | Buyer's responsibility |
|----------|-------------------------|------------------------|
| Carriage | | |
| Risks | | |
| Costs | | |