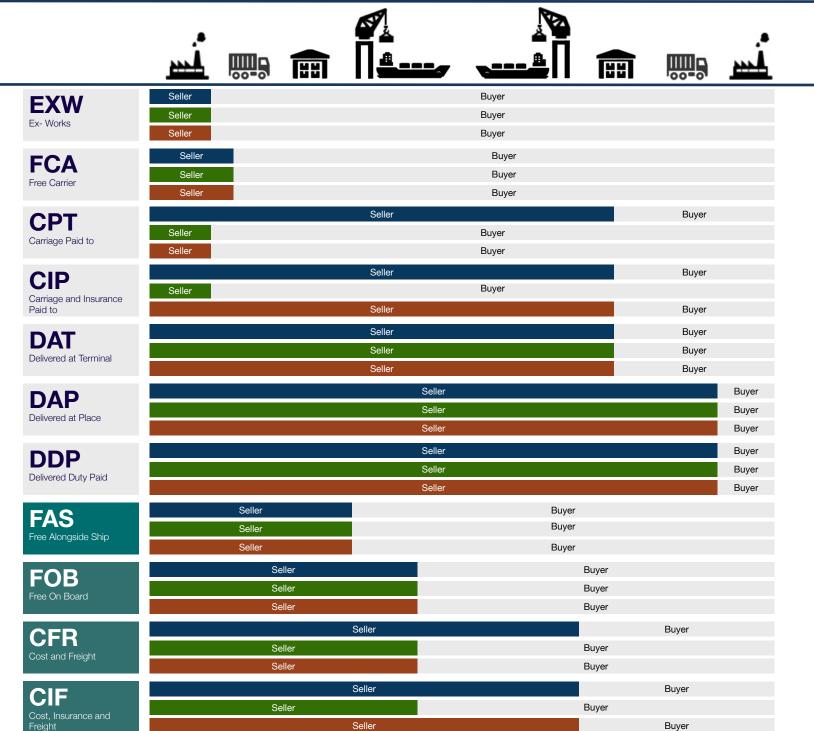
## INCOTERMS 2010







**BEFORE YOU BEGIN** 

It is critical you are familiar with these terms before you import or export any merchandise.



## WHEN IN BUSINESS

Avoid misunderstandings and errors by making sure both parties are in accord as to when the loss liability is transferred in each INCOTERM. It is best if you include this in your sales agreement and purchase order.



## **BE SPECIFIC**

When using INCOTERMS, it is necessary to identify which INCOTERM rule is applicable [i.e. FCA, CPT, CIF, etc.], state
"INCOTERMS 2010" and specify place or port in the most precise way you can.



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