



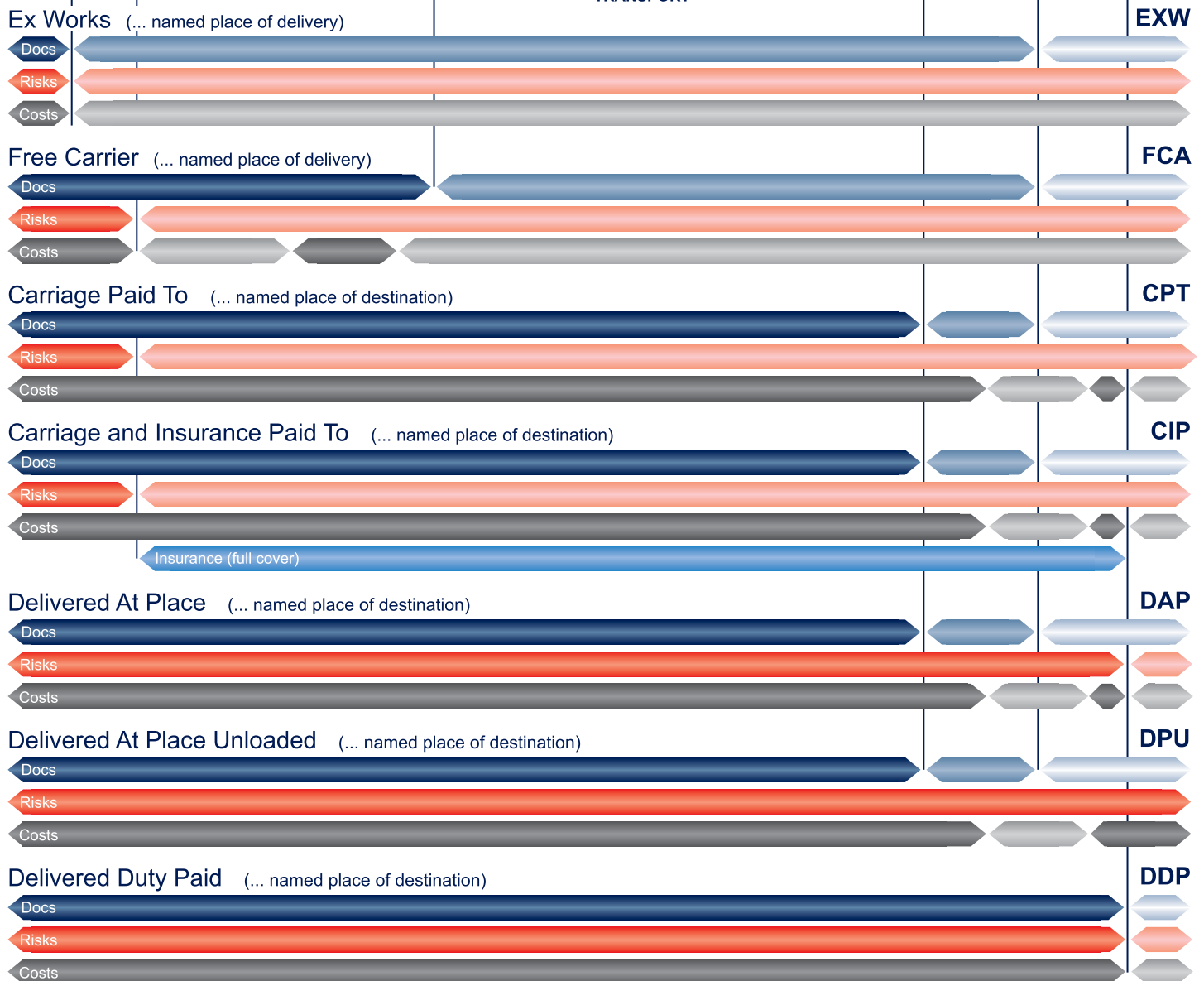
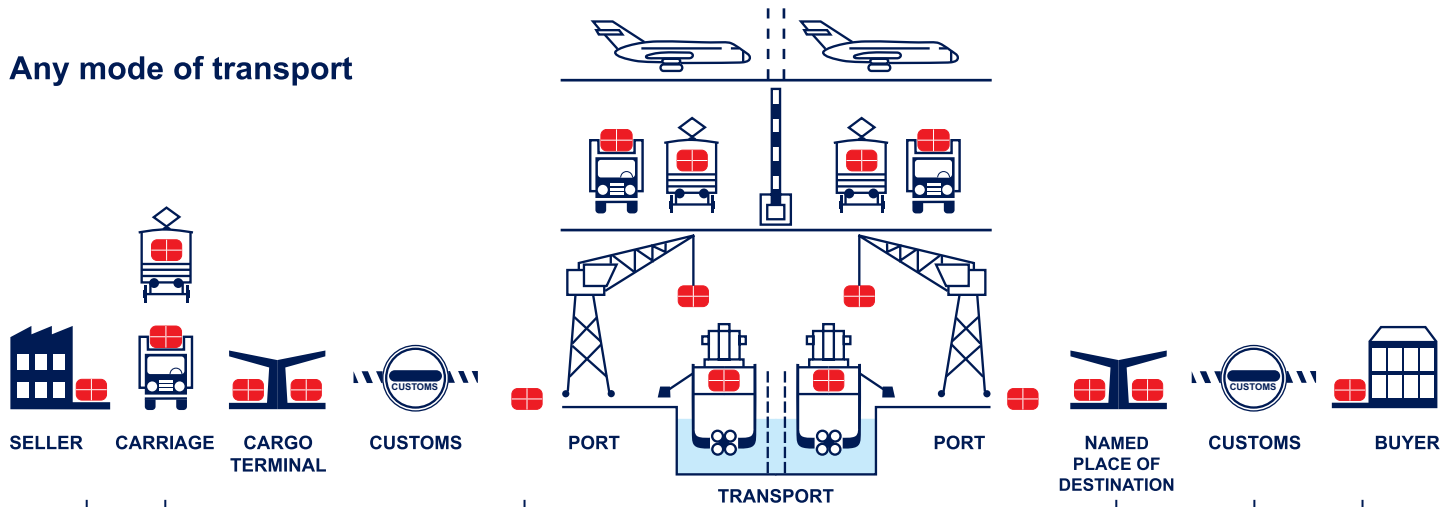
a. hartrodt
TRANSPORT IS OUR BUSINESS



Incoterms®2020



Any mode of transport

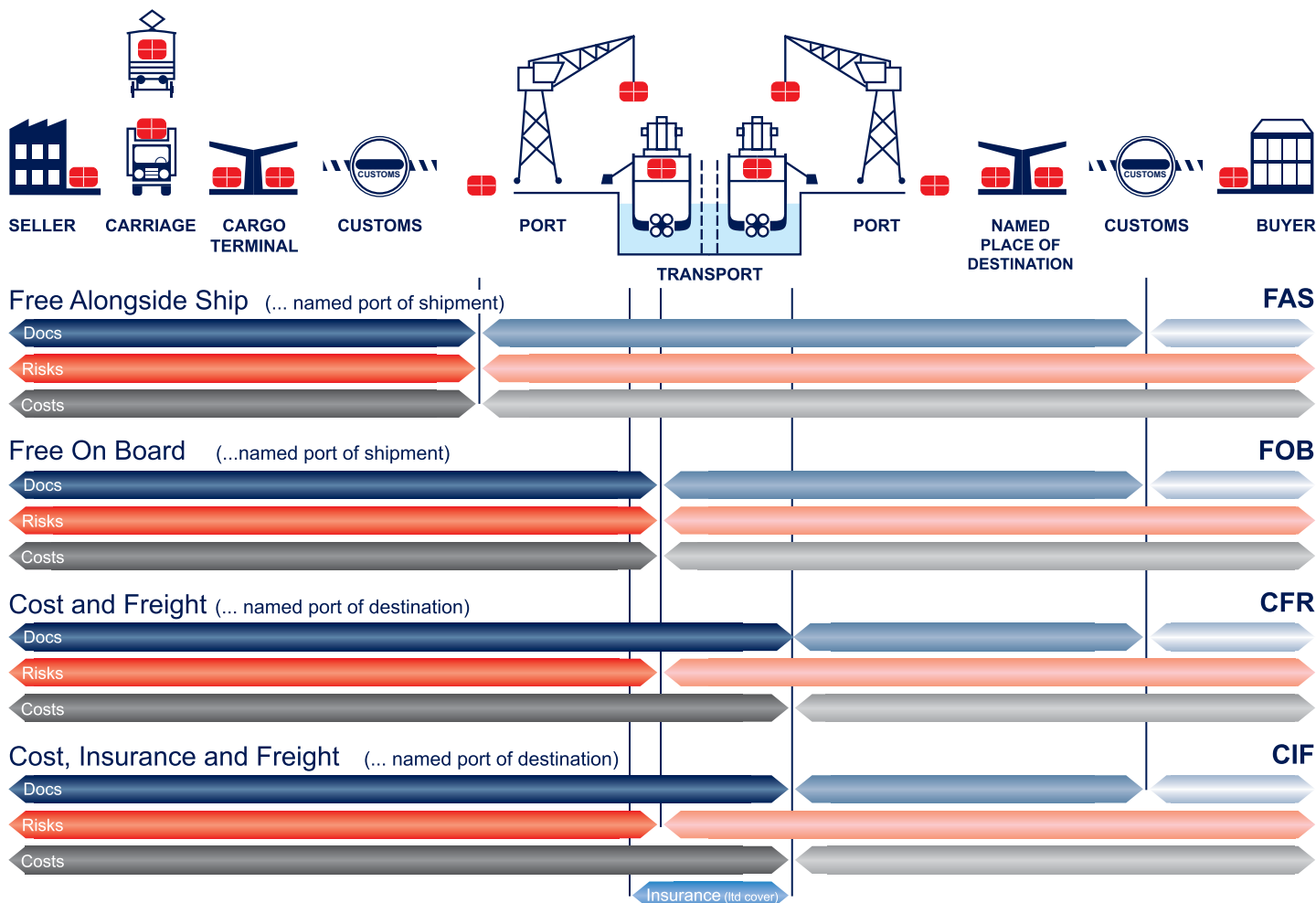


Depending on selected mode of transport the critical points of risks and costs will vary.

These diagrams illustrate critical points in international transport in relation to the application of "Incoterms®2020" to sales and purchases. Incoterms® contain international rules for the interpretation of the terms used in foreign trade contracts which have been compiled by the "International Chamber of Commerce" in order to define sellers' and buyers' responsibilities as clearly and precisely as possible.

It is not possible for Incoterms® to be fully comprehensive due to variations decided by the custom of particular trades and/or ports. Care should be taken when applying the rules to account for these eventualities. Contracts governed by the provisions of "Incoterms®2020" should clearly indicate so.

Sea and inland waterway transport



Critical point

Critical point is the point in transit where the seller's responsibility ends and the buyer's responsibility begins.



Risks

The possibility that an event may occur which could cause loss of or damage to the goods is a 'risk'. Buyers and sellers can protect themselves against risks by insurance.



Costs

Cover all costs except costs for documents. Sales and purchase contracts should clearly state which costs on transfer of the goods are for account of buyer and seller.



Documents (Docs)

Documents, which are required to enable the seller to put goods at buyer's disposal at the critical point are arranged and paid for by the seller.

This mark indicates what the seller has to arrange for buyer's account and risk. The seller shall assist with documents or equivalent electronic messages which may be required from the agreed critical point for export, for transit through other countries and for import.

Documents, which are required and paid for by the buyer.



Insurance

This is to state the seller's responsibility and cover.

