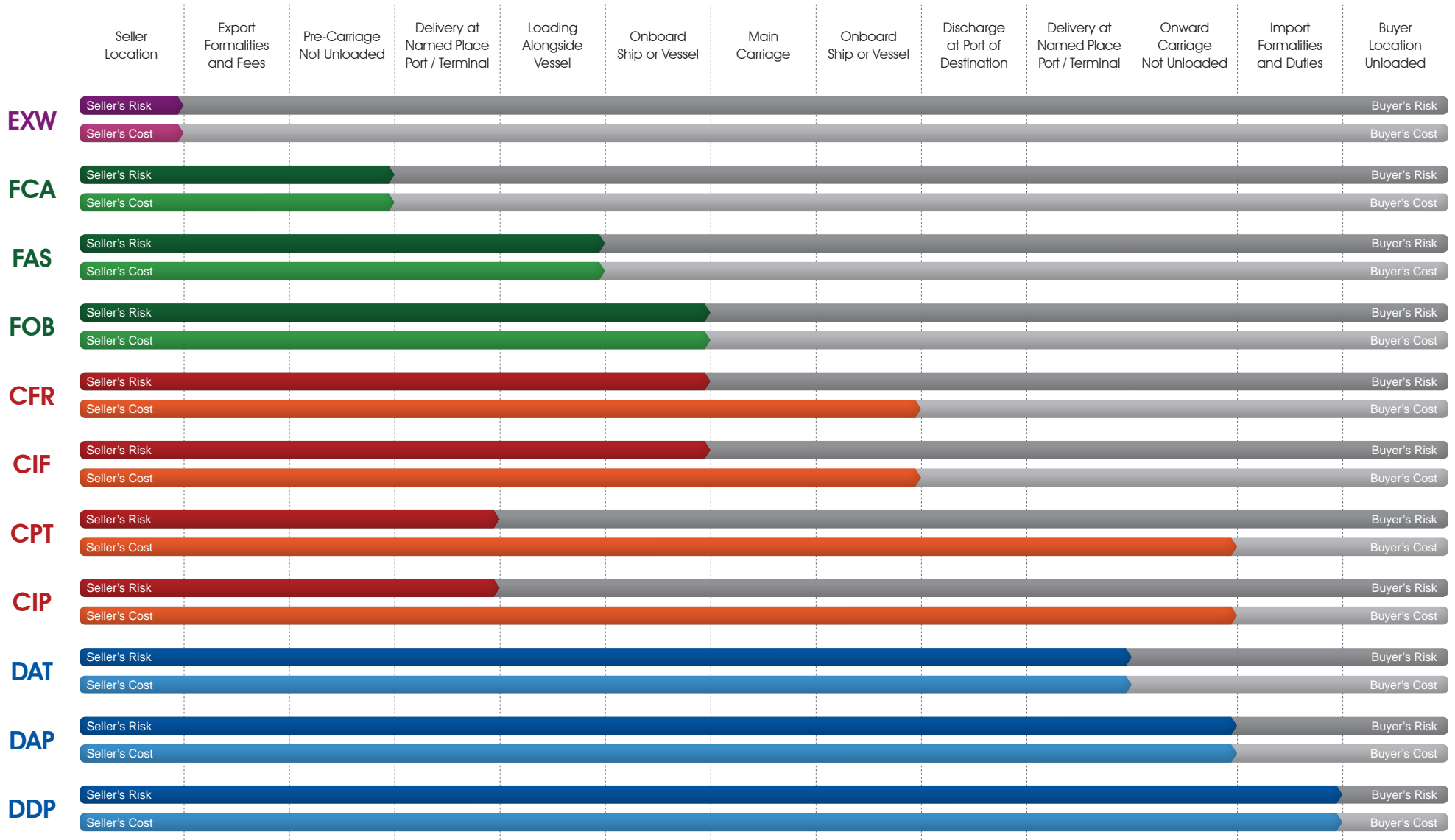


2010 Incoterms Overview

Breakdown of Seller's and Buyer's Responsibilities



This is a general guideline of the 2010 Incoterms. Please refer to the published in-depth Incoterms for more details or contact your local AIT account executive to request an International Trade Dictionary. Regardless of the Incoterm in use, the seller must supply the goods as agreed upon in the contract of sale, and the buyer must take receipt for the goods, delivered as provided in the contract. FAS, FOB, CFR and CIF are applicable to only sea and inland waterway transport.