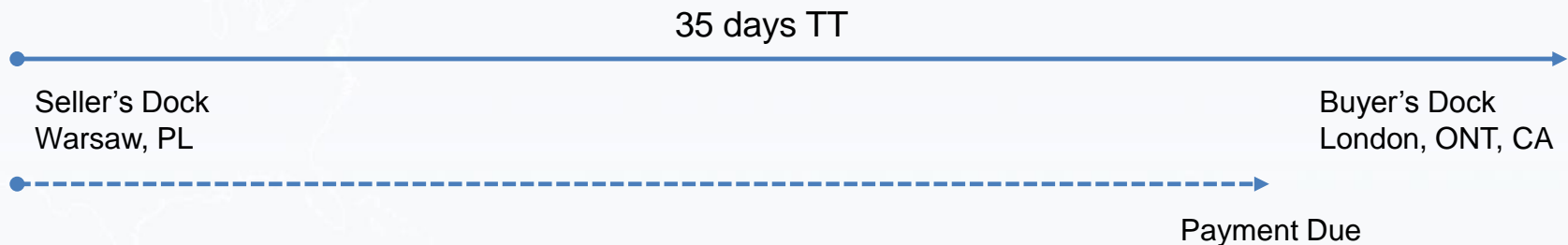


Example # 1

Incoterm	Named Place	Payment Term	Title Passage	Transit Time
FCA	Seller's dock	Net 30 Days	Upon Delivery	35 days



- Seller loads goods onto Buyer's truck at seller's dock
- "Delivery" happens once goods are loaded which means
- Risk of Loss happens once goods are loaded
- Passage of Title happens once goods are loaded which means
- Payment terms start once goods are loaded
- Seller's invoice is due for payment on or about 5 days prior to arrival at Buyer's dock or 30 days after shipment

Example # 2

Incoterm	Named Place	Payment Term	Title Passage	Transit Time
FCA	Port of Export	Net 30 Days	Upon Delivery	35 days



- Seller delivers containerized goods to Port of Export
- “Delivery” happens at Port of Export
- Risk of Loss happens at Port of Export
- Passage of Title happens at Port of Export
- Payment terms start at Port of Export
- Seller’s invoice is due for payment on or about when goods arrive at Buyer’s dock or 35 days after shipment

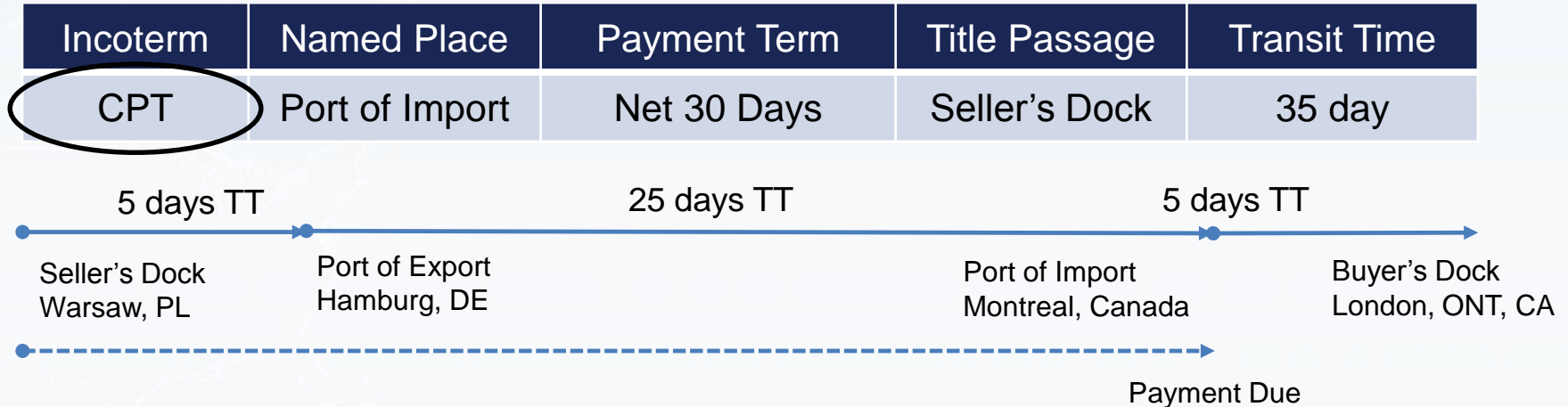
Example # 3

Incoterm	Named Place	Payment Term	Title Passage	Transit Time
FCA	Port of Export	Net 30 Days	Seller's Dock	35 day



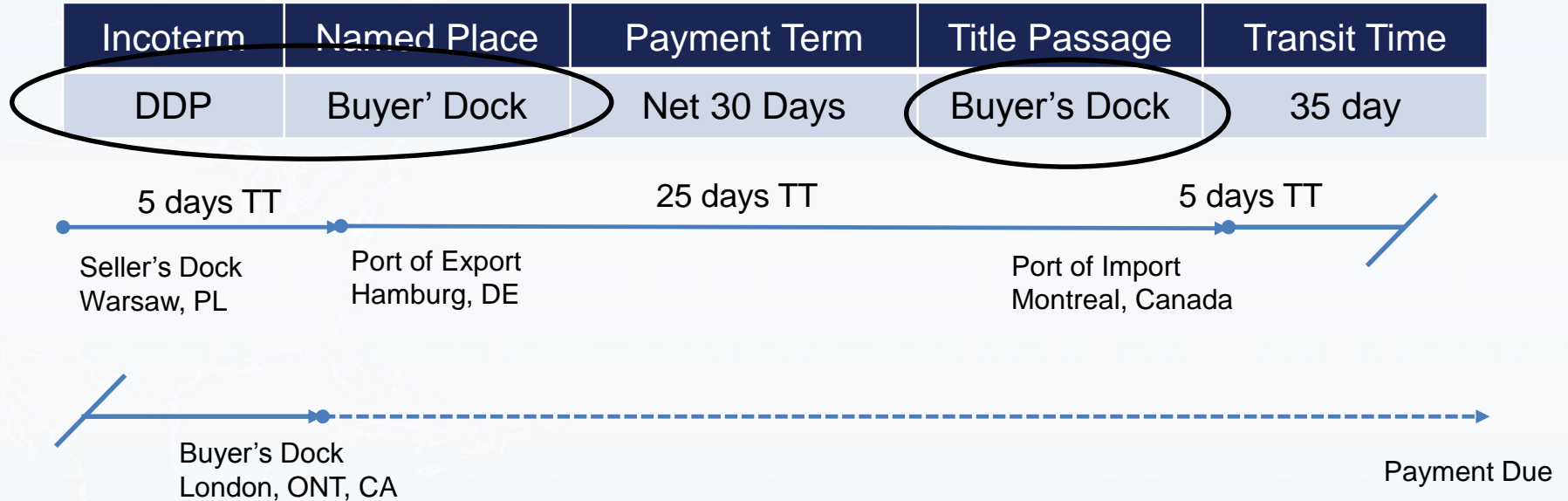
- Seller delivers containerized goods to Port of Export
- “Delivery” happens at Port of Export
- Risk of Loss happens at Port of Export
- Passage of Title happens at Seller's Dock
- Payment terms start at Seller's Dock
- Seller's invoice is due for payment on or about 5 days prior to arrival at Buyer's dock or 30 days after shipment

Example # 4



- Seller delivers containerized goods to Port of Import, Montreal
- “Delivery” happens at Port of Export
- Risk of Loss happens at Port of Export
- Passage of Title happens at Seller's Dock
- Payment terms start at Seller's Dock
- Seller's invoice is due for payment on or about 5 days prior to arrival at Buyer's dock or upon “Delivery” or 30 days after shipment

Example # 5



- Seller delivers containerized goods to Buyer's dock
- "Delivery" happens at Buyer's dock
- Risk of Loss happens at Buyer's dock
- Passage of Title happens at Buyer's dock
- Payment terms start at Buyer's Dock
- Seller's invoice is due for payment 30 days after arrival at Buyer's dock or 65 days after shipment