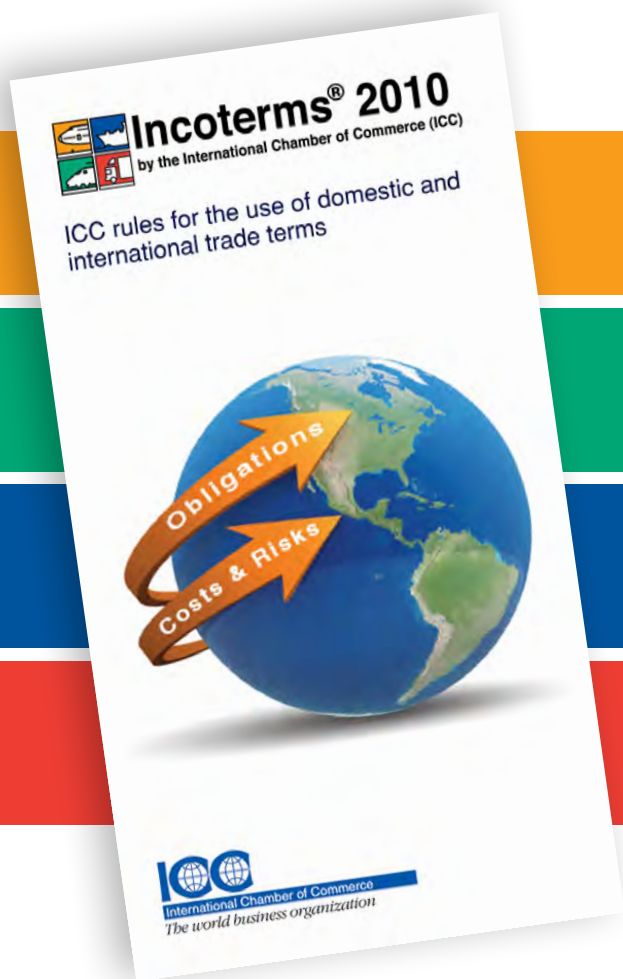


INCOTERMS® 2010

Q&A

Questions and expert
ICC guidance on the
Incoterms® 2010 rules



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ICC INTERNATIONAL
CHAMBER
OF COMMERCE

Edited by
Emily O'Connor

INCOTERMS® 2010 Q&A

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PREFACE AND ACKNOWLEDGEMENTS

The constituency of the International Chamber of Commerce (ICC) consists of business enterprises and associations from every corner of the globe. ICC would like to express its gratitude to the many international trade experts who have contributed to the ICC's Incoterms® rules for the use of domestic and international trade terms becoming one of the world's most well-known global trading standards. The Incoterms® rules are used in countless international sale transactions every year, helping exporters and importers all over the world conclude precise, trouble-free agreements.

In particular, ICC would like to express its gratitude to the Co-Chairs of the Incoterms® 2010 Drafting Group – Charles Debattista (United Kingdom), and Christoph Martin Radtke (France) – as well as the other members of the Drafting Group and ICC Incoterms® rules experts who have contributed to the preparation of the questions and answers on the Incoterms® 2010 rules and additional new materials: Jens Bredow (Germany); Ercüment Erdem (Turkey); Johnny Herre (Sweden); David Lowe (United Kingdom); Emily O'Connor (France); Lauri Railas (Finland); Frank Reynolds (United States); Miroslav Subert (Czech Republic); and Koen Vanheusden (Belgium).

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Finally, we would like to thank the ICC National Committees around the world, and the thousands of businesses working with them, which contributed so valuably to the development and dissemination of Incoterms® 2010. Through this broad consultative approach, we hope to carry forward the lessons and knowledge of our history, as well as the insight and innovativeness of our business members, so that the Incoterms® rules will continue to serve the world trade community in the 21st century and beyond.

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