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Coal marketing in South Africa: the intricasies of product, distribution, price and promotion in domestic and export markets

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Incoterms	Term	Payment	Seller / Exporter Premises	Mine/ Siding	Export Dcoumentation Formalities	Delivery at Named Place of Shipment: Terminal / Siding	Loading Port of Shipment	On board Ship's Rail	Sailing	On board Ship's Rail	Discharging Port of Arrival	Delivery at Named Place of Desitnation: Terminal	Import Documents Formalities	Buyer / Importer Premises
EX Works / Free-on-Mine Seller makes goods available to Buyer at Seller's premise	**EXW** **FOM**	Cash in advance or open account	**Seller's Risk** **Seller's Cost**										**Buyer's Risk** **Buyer's Cost**	
Free-on-Truck Seller makes goods available to Buyer at Seller's premise, but payment of loading is borne by Buyer	**FOT**	Cash in advance or open account	**Seller's Risk** **Seller's Cost**										**Buyer's Risk** **Buyer's Cost**	
Free-on-Rail Buyer makes goods available to Buyer at indicated siding for railage	**FOR**	Cash in advance or open account	**Seller's Risk** **Seller's Cost**										**Buyer's Risk** **Buyer's Cost**	
Free Alongside Ship Delivery completed once Seller places goods alongside the vessel at named port	**FAS**	Cash in advance / open account / Letter of Credit	**Seller's Risk** **Seller's Cost**										**Buyer's Risk** **Buyer's Cost**	
Free-on-Board Seller completes delivery when goods pass ship's rail at named port of shipment. Buyer bears all costs and risks of loss or damage to goods from that point. Seller clears goods for export	**FOB**	Cash in advance / open account / Letter of Credit	**Seller's Risk** **Seller's Cost**										**Buyer's Risk** **Buyer's Cost**	
Cost and Freight Seller clears goods for for export and has completed delivery when goods pass the ship's rail at port of departure	**CFR**	Cash in advance / open account / Letter of Credit	**Seller's Risk** **Seller's Cost**					Seller's Insurable Interest					**Buyer's Risk** **Buyer's Cost**	
Cost, Insurance and Freight Seller completes delivery when goods pass the ship's rail in port of departure. Seller clears oods for exportand is responsible for paying for costs associated with transport	**CIF**	Cash in advance / open account / Letter of Credit	**Seller's Risk** **Seller's Cost**					Buyer's Insurable Interest					**Buyer's Risk** **Buyer's Cost**	
Delivered Ex Ship Seller completes delivery when goods are placed at the disposal of the Buyer on board of the ship, but not cleared for import. Seller is responsible for all costs relared to transporting the foods prior to unloading	**DES**	Cash in advance / open account / Letter of Credit	**Seller's Risk** **Seller's Cost**										**Buyer's Risk** **Buyer's Cost**	