

THE EFFECT OF SELLING TERMS ON DISTRIBUTION



Get in touch

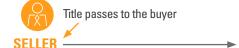
Let's discuss what Tucker Company Worldwide can do for you.

56 N. Haddon Ave. Haddonfield NJ, 08033

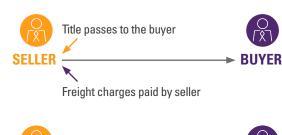
Tuckerco.com

S56.317.9600

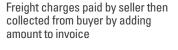
nfo@tuckerco.com

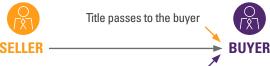


Freight charges paid by buyer /

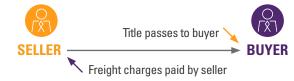


SELLER





Freight charges paid by buyer



 Title passes to buyer

 SELLER

 Freight charges paid by buyer

 then charged to seller by

 deducting amount from invoice



BUYER

F.O.B Origin Freight Collect BUYER

Pays freight charges Bears freight charges Owns goods in transit

F.O.B Origin Freight Prepaid SELLER

Pays freight charges Bears freight charges

BUYER Owns goods in transit

F.O.B Origin Freight Prepaid and Charged Back (or added) SELLER

Pays freight charges

BUYER Bears freight charges Owns goods in transit

F.O.B Destination Freight Collect

BUYER Pays freight charges Bears freight charges

SELLER Owns goods in transit

F.O.B Destination Freight Prepaid

SELLER

Pays freight charges Bears freight charges Owns goods in transit

F.O.B Destination Freight Collect and Allowed BUYER Pays freight charges

SELLER Bears freight charges Owns goods in transit

Note: By law, claims can be filed by the seller, buyer or owner, with the carrier. To ensure proper filing with the carrier and monitoring of the claims process, Tucker Company customers may forward claims to our office.