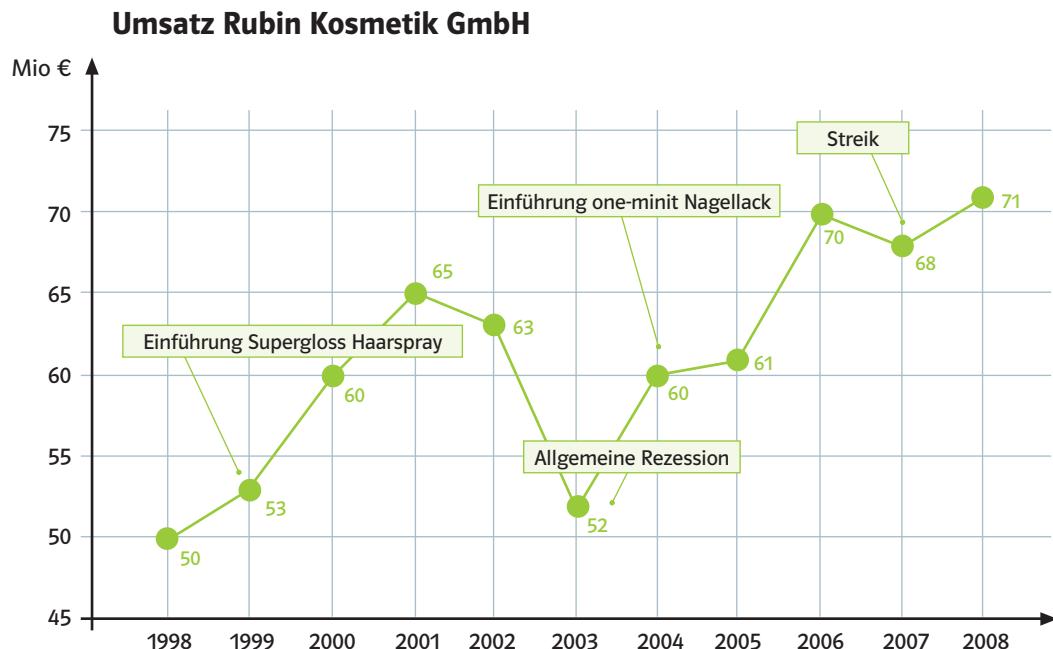


# 5 Comparing options

## F. Presentations

- Sie arbeiten bei der Rubin Kosmetik AG. Ihre Firma ist an einer Zusammenarbeit mit der amerikanischen Firma Sally Cosmetics interessiert. Sie sollen Ihre Firma bei Sally Cosmetics vorstellen und bereiten die Präsentation in Englisch schriftlich vor. Wir befinden uns am Ende des Jahres 2008.
- Verfassen Sie als Teil Ihrer Vorbereitung eine schriftliche Beschreibung der Umsatzentwicklung Ihrer Firma in den letzten zehn Jahren in Englisch.



## G. Incoterms

- Look at the diagram on page 94 of your student's book. Which Incoterms are meant in the examples below? Sometimes there is more than one possible answer.

1. The exporter bears the risks until the ship has arrived at the port of destination.  
\_\_\_\_\_
2. The buyer does not bear any risks or costs until the goods have reached the buyer's premises including customs duties. \_\_\_\_\_
3. The risk passes on board ship in the port of shipment. \_\_\_\_\_
4. The seller does not bear any risks at all. \_\_\_\_\_
5. The seller bears all costs until the goods have reached the named place of destination, the risk passes at the first carrier's. \_\_\_\_\_
6. The seller pays all transport costs until the goods have arrived at the port of destination.  
\_\_\_\_\_
7. The buyer does not bear any risks or costs at all until the goods have arrived at the buyer's premises. \_\_\_\_\_