Freight Matrix

1) Terms of Sale: **F.O.B. ORIGIN, FREIGHT COLLECT**

- **SELLER (Origin)**
- **BUYER (Destination)**

**Title passes to BUYER at origin**

- **BUYER** - Pays freight charges
- **BUYER** - Bears freight charges
- **BUYER** - Owns goods in transit
- **BUYER** - Files claim (if any)

**Freight Charges paid by BUYER**

2) Terms of Sale: **F.O.B. ORIGIN, FREIGHT PREPAID**

- **SELLER (Origin)**
- **BUYER (Destination)**

**Title passes to BUYER at origin**

- **BUYER** - Pays freight charges
- **SELLER** - Bears freight charges
- **BUYER** - Owns goods in transit
- **BUYER** - Files claim (if any)

**Freight Charges paid by BUYER**

3) Terms of Sale: **F.O.B. ORIGIN, FREIGHT PREPAID and CHARGED BACK**

- **SELLER (Origin)**
- **BUYER (Destination)**

**Title passes to BUYER at origin**

- **BUYER** - Pays freight charges
- **SELLER** - Bears freight charges
- **BUYER** - Owns goods in transit
- **BUYER** - Files claim (if any)

**Freight Charges paid by SELLER, then collected from BUYER by adding amount to invoice**

4) Terms of Sale: **F.O.B. DESTINATION, FREIGHT COLLECT**

- **SELLER (Origin)**
- **BUYER (Destination)**

**Title passes to BUYER at destination**

- **BUYER** - Pays freight charges
- **BUYER** - Bears freight charges
- **SELLER** - Owns goods in transit
- **SELLER** - Files claim (if any)

**Freight Charges paid by BUYER**

5) Terms of Sale: **F.O.B. DESTINATION, FREIGHT PREPAID**

- **SELLER (Origin)**
- **BUYER (Destination)**

**Title passes to BUYER at destination**

- **SELLER** - Pays freight charges
- **SELLER** - Bears freight charges
- **SELLER** - Owns goods in transit
- **SELLER** - Files claim (if any)

**Freight Charges paid by SELLER**

6) Terms of Sale: **F.O.B. DESTINATION, FREIGHT COLLECT and ALLOWED**

- **SELLER (Origin)**
- **BUYER (Destination)**

**Title passes to BUYER at destination**

- **BUYER** - Pays freight charges
- **SELLER** - Bears freight charges
- **SELLER** - Owns goods in transit
- **SELLER** - Files claim (if any)

**Freight Charges paid by BUYER**

**Freight Charges paid by the BUYER, then charged to SELLER by deducting amount from invoice**