

#### **52.247-38 F.O.B. INLAND CARRIER, POINT OF EXPORTATION (FEB 2006)**

As the filing systems Kardex sells are massive in size, weight, and must be packaged in a protective manner during shipping, costs for shipping are different for each order depending on the delivery location. Since these costs cannot be accurately calculated into a ?general? price, FOB Origin is reasonable so as to not apply costs to customers whose location and shipping specifics may not have the same level of distance, weight, or complexity. Kardex requests FOB Origin, not FOB Delivery terms. Kardex seeks to have included in its award the following

**\*\*\* The contractor has taken exception to this clause as follows:**

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#### **52.247-38 F.O.B. INLAND CARRIER, POINT OF EXPORTATION (FEB 2006) (DEVIATION I - FEB 2007)**

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