



International Chamber of Commerce

The world business organization

Practical Masterclasses on Incoterms

Date

25 April 2005

Venue

International Chamber of Commerce

38, Cours Albert 1er, 75008 Paris, France

Objective

ICC's Incoterms are the world's most widely used set of rules for the interpretation of trade terms in international trade. They are a basic element of every export contract for merchandise. Courts and legislatures of the world have generally deferred to Incoterms as a definitive statement of international trade customs.

Since the last major revision of this undisputed worldwide contractual standard, "Incoterms 2000", ICC has gathered together a number of queries received from export trade professionals, which will be reviewed and explained by leading experts during this one day workshop.

The programme will consist of four different Masterclasses to cover questions concerning the 13 trade terms in Incoterms. Each Masterclass will be limited in number and structured to provide an opportunity and incentive for active discussion on practical problems. Classes will be led by experts with long experience in advising on matters of international trade and particularly on Incoterms.

A "Certificate of Completion" of the Masterclass will be awarded to all participants at the end of the day.

Discussions will focus on

- Relationship of Incoterms 2000 to other contracts and ICC guidelines
- Analysis of risks and responsibilities under various Incoterms
- "What if" scenarios and applications of Incoterms in specific circumstances
- Practical problems concerning the transfer of risks and costs

Participants

Discussion topics will be of particular interest to

- international trading companies
- trade finance specialists
- freight forwarders
- chambers of commerce
- government trade departments
- bankers
- members of the legal profession

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38, Cours Albert 1er, 75008 Paris, France

Telephone +33 1 49 53 28 69 Fax +33 1 49 53 29 42

Web site www.iccconferences.com E-mail conf@iccwbo.org

Programme

Monday 25 April 2005

As of 08.30

Registration

09.30–10.00

Welcome and introduction

- Purpose and method of the Masterclasses
- Relationship of the Incoterms to other contracts
- Incoterms and other ICC codes and rules

Charles Debattista, Arbitrator and Associate Member, Stone Chambers, London; and Professor of Commercial Law, University of Southampton, United Kingdom

10.00–16.30

MASTERCLASSES ON INCOTERMS

Four Masterclasses, one on each of the four families of Incoterms and each limited in number will be run in parallel. Participants will move from one Masterclass to another so that by the end of the day all 13 Incoterms will have been covered by each participant.

In order to allow participants to meet and interact, two contact breaks with coffee will take place from 11.00–11.30 and 15.00–15.30. Lunch is scheduled from 12.30–14.00.

SOME OF THE ISSUES TO BE DISCUSSED INCLUDE:

Masterclass on CFR & CIF terms

- Who pays for the unloading charges of cargo at the port of destination when using the CFR Incoterm?
- What happens if the supplier retains the goods sold at an intermediate port?
- At what point does risk transfer from the seller to the buyer?
- What are the responsibilities of the seller in relation to damages or shortages of the shipment?

Interactive discussion led by

Charles Debattista

Masterclass on CIP, CPT & EXW

- Who bears the expense of the unloading costs if this has not been specifically clarified in the original contract?
- What are the seller's obligations of delivery? When are they fulfilled?
- Under the EXW Incoterm, is the seller responsible for providing customs assistance to the buyer?

Interactive discussion led by

Jan Ramberg, Professor of Law, University of Stockholm, Sweden

Masterclass on the "D" terms

- Under the DAF Incoterm, averages are declared at final destination and not at the named place at land frontier. What are the problems that arise? How can they be solved?
- Who will bear the container handling charges at the named place of destination under the Incoterms DDU/DDP... container yard?
- Which Incoterm and which explicit wording has to be used when the seller bears the payment of customs formalities, but not the customs duties, taxes and other charges for import in the country of destination?

Interactive discussion led by

Philippe Rapatout, Consultant in International Commerce, France

Masterclass on the "F" terms

- Is it possible to add expressions or variations to help clarify the specific Incoterm used in a contract?
- Who is responsible for unloading goods under the FCA Incoterm?
- Can the Incoterms be used for the domestic transportation of goods?
- Are Terminal Handling Charges (THC) included in the FOB Incoterm or must they be paid separately?

Interactive discussion led by

Christoph Martin Radtke, Lawyer, Lamy & Associés, France

16.30–16.50

Lessons of the day

- Summary of key findings, presented by each Masterclass leader
- Misconceptions encountered in the Masterclasses
- Distribution of "Certificate of Completion" to all participants

Registration form

S 0507

Register online
www.iccconferences.com

or complete and return to:

conf@iccwbo.org

Fax: +33 1 49 53 29 42

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Event

Practical Masterclasses on Incoterms

Participant information

Title (Mr/Dr/Mrs/etc.)

Family name First/given name

Position

Company

Address

City/state Zip/postal code

Country E-mail

Phone (.....) Fax (.....)

(Please check the appropriate box)

680 Euros for ICC members

780 Euros for non-members

Registration before 14 March 2005

590 Euros "early-bird" special

Contribution to costs

The contribution to costs covers all conference activities, including the Masterclass documentation, a copy of "Incoterms 2000", lunch and contact breaks. All fees are exclusive of travel and accommodation. Registrations will be handled on a "first-come, first-served" basis.

Should you need an invoice, please check

Method of payment

By credit card: American Express Euro/MasterCard Visa

Card number Expiry date

Name of cardholder

By cheque:

payable to "International Chamber of Commerce" **bearing the reference "ICC S0507" and indicating clearly the participant's name.**

Registration will be confirmed upon receipt of this completed registration form and contribution to costs.

Cancellations

40% of the registration fee will be refunded for any cancellation received in writing by ICC Conferences prior to **Monday 28 March 2005**. No refund can be made for cancellations received after this date. You are welcome to send a substitute at any time. Please inform us if you plan to send a substitute. Updated registration materials will be required.

Date

Signature

The information you provide on this form will be used to compile the participants list for this event. By providing this information, you consent to ICC storing it in its data base for the sole use of the ICC International Secretariat. You may have access to this information and request to have it deleted or corrected at any time by contacting ICC Conferences.

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Logistical Note

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Working language

English

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A range of Incoterms support products are available from ICC Publishing. For more information, visit the online bookstore at www.iccbooks.com

Registration

- *Easier and faster:* **Registration and payment online at www.iccconferences.com**

or

- complete and return the registration form indicating method of payment, and:

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Phone: +33 1 49 53 28 69

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Travel and accommodation

Participants are responsible for making their own travel and hotel arrangements.

A list of hotels in Paris, with which ICC has negotiated preferential room rates, will be sent upon receipt of the registration form, together with the contribution to costs.

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Sponsorship opportunities

Companies that choose to become Conference Sponsors are given many opportunities to profile their business. They will receive maximum exposure during the event. If your company is interested in sponsoring this conference, *please contact* Dorothy Cross at ICC, dcc@iccwbo.org, Telephone +33 1 49 53 28 69.



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