

REGISTRATION AND INFORMATION

Online at www.Incoterms-for-Americans.com
All registrations must be prepaid. We accept Visa, AmEx, and MasterCard.

PRICE AND CONDITIONS

- The price is \$350 for registrations received 10 or more days prior to the event. Thereafter, the price is \$380 as special arrangements must be made to accommodate late registrants.
- Seminar availability is based on date of registration on a first-come, first-served basis.

SEMINAR MATERIALS

Attendees will receive a copy of the Official ICC *Incoterms® 2020* book and our companion book, *Incoterms® Rules for Americans® - Rewritten for Incoterms® 2020*, as well as comprehensive seminar notes.

SEMINAR HOURS

8:00 AM Registration and Continental breakfast
8:45 AM Instruction begins
10:30 AM Break
11:45 AM Lunch break on your own
1:00 PM Instruction resumes
2:30 PM Break
4:00 PM Concludes
There will be complimentary morning and afternoon beverage breaks

CANCELLATION POLICY

- We reserve the right to cancel any seminar for full refund with at least 7 days prior notice.
- Full refund provided for attendee cancellations received 20 or more days before the event.

2020 SEMINAR

LOCATIONS AND DATES

| | |
|------------------------|--------------|
| Boston, MA..... | October 1 |
| Cedar Rapids, IA | October 17 |
| Charleston, SC | November 19 |
| Charlotte, NC..... | November 14 |
| Chicago, IL | September 17 |
| Cincinnati, OH..... | October 22 |
| Cleveland, OH..... | October 24 |
| Denver, CO..... | October 8 |
| Detroit, MI..... | October 15 |
| Houston, TX | October 11 |
| Kansas City, MO | September 26 |
| Milwaukee, WI..... | September 19 |
| Minneapolis, MN..... | September 23 |
| Omaha, NE | November 21 |
| Philadelphia, PA..... | October 2 |
| Pittsburgh, PA | October 23 |
| St. Louis, MO | November 5 |
| San Francisco, CA..... | October 31 |
| Seattle, WA..... | October 29 |
| Washington, DC..... | October 3 |

We are adding new locations on request.



A full-day seminar on the International Chamber of Commerce Incoterms® 2020 Rules



By Frank Reynolds
America's Foremost
Incoterms® Expert

Incoterms® is a trademark of the International Chamber of Commerce, registered in several countries.

Incoterms® for Americans is a registered trademark of International Projects, Inc. and is used with International Chamber of Commerce permission.

ABOUT INCOTERMS® 2020 RULES AND THE SEMINAR

Incoterms® 2020 rules will come into force on January 1, 2020. It is the ninth Incoterms® revision since their inception in 1936.

For the first time, the ICC's 2020 Drafting Group opened up to include experts from Australia, China and Turkey as well as from Europe and the United States. During the 2 ½ year revision process, over 2,000 suggestions were received from the 130+ ICC national committees and related organizations. The resulting 2020 version incorporates changes in both substance and presentation.

This revision's complete makeover of the seller-buyer obligation matching column presentation reflects the relative importance of each task. Important issues such as the apparent conflicts between the FCA Incoterms® rule and on-board documentation, adequate insurance coverage, security compliance and others are also addressed.

The removal and subsequent reinstatement of the UCC Shipment and Delivery terms make this revision particularly interesting for Americans wishing to use Incoterms® rules in both domestic and international trade.

This full-day seminar provides the information you need to use these improved Incoterms® rules to your advantage. Both the newly revised *Incoterms® Rules for Americans* and the official ICC *Incoterms® 2020* books are included - a retail value of over \$150.

AGENDA

Overview
Why Incoterms® rules
The revision process
What Incoterms® are & aren't, do & don't do
Summary of 2020 major changes
Role in contracts
Seller to buyer
Transportation terms
Insurance
Rule by rule analysis
Relation to payment terms
American perspective
What happened with the UCC shipment/
delivery terms

WHO SHOULD ATTEND

- Exporters
- Importers
- Sales managers
- Purchasing managers
- Forwarders
- Customs brokers
- Carriers
- Credit professionals
- Insurers
- Trade consultants
- International bankers
- Lawyers

ABOUT THE INSTRUCTOR

As America's foremost Incoterms® authority, Frank Reynolds is uniquely qualified to explain these rules as they apply to U.S. trade practice. He brought over 50 years of hands-on practical expertise to the ICC 2020 Incoterms® revision where he represented the United States as he has done for the 2000 and 2010 revisions.

Frank has been instructing trade-related topics for over 35 years, served thirteen terms on the U.S. Department of Commerce District Export Council, and holds a U.S. customs broker license. His company, International Projects Inc., is a 40+ year old full service trading and consulting firm. It received the U.S. Department of Commerce "E" and "E-Star" Awards for Excellence in Export Service.

He has written or co-authored eighteen books on international trade related topics including the ICC's trade dictionary *A to Z of International Trade*. His *Incoterms® for Americans®*, now in its fourth revision, is a major reference for U.S. traders and is included as a seminar material. Frank has also written hundreds of trade-related columns for the *Journal of Commerce*, *The Exporter*, *Managing Exports* and the ICC's *Documentary Credit Insight*.

ABOUT ICC

The International Chamber of Commerce promotes international trade and investment, and helps business meet the challenges and opportunities of globalization. ICC has three main activities – rule setting, arbitration and policy – and provides essential services such as ICC Arbitration, training, commercial crime fighting and customs facilitation.

National committees work with their members to help set priorities and provide input in the

formulation of ICC positions, and they convey these positions to their governments. Worldwide, more than 2,000 experts drawn from ICC's member companies feed their knowledge and experience into crafting the ICC stance on specific business issues. The United Nations, the World Trade Organization, the G20 and many other intergovernmental bodies, both international and regional, are kept in touch with the views of international business through ICC.

More information is available at www.iccwbo.org.

ABOUT USCIB

The United States Council for International Business (USCIB) promotes open markets, competitiveness and innovation, sustainable development and corporate responsibility, supported by international engagement and regulatory coherence. Its members include U.S.-based global companies and professional services firms from every sector of our economy, with operations in every region of the world, generating \$5 trillion in annual revenues and employing over 11 million people worldwide.

As the U.S. affiliate of several leading international business organizations, including the International Chamber of Commerce, the International Organization of Employers and Business at OECD, USCIB provides business views to policy makers and regulatory authorities worldwide.

USCIB also works to facilitate international trade and investment. It is the U.S. national guaranteeing association for ATA Carnets, which enable the temporary export of many types of goods, free of import duties or taxes, for up to one year.

More information is available at www.uscib.org.